INTRODUCTION

GROUPAMA GROUP: A LEADING MULTI-LINE MUTUAL INSURER

Key messages

1. A centenarian mutual insurer
   - Organised in order to protect farmers
   - "In every village, a Groupama branch"
   - With a strong customer loyalty

2. Market-leading positions in France and 4 major international markets
   - Leader across various Property & Casualty and Life & Health segments in France
   - Top 10 position in non-life in Hungary, Italy, Romania and Turkey

3. Balanced business model with strategy of profitable growth
   - €13.8bn premiums, balanced between P&C (53%) and L&H (46%)
   - Diversification into foreign markets (20% of premiums)
   - Priority on operating efficiency and cost control

4. Solid technical operating performance
   - Improved combined ratio
   - Active portfolio transformation in life, with increased proportion of unit-linked new business

5. Disciplined risk management
   - Successful asset de-risking
   - Conservative reserving policy
   - Reinforced reinsurance protections

6. Strong balance sheet and financial flexibility
   - Solid Solvency 2 ratio of 315%
   - Successful issuance of mutual certificates (unrestricted T1 instrument)
   - Total amount of subordinated debts of €2,235m (YE17)
1. GROUP PROFILE

2. FY 2017: RESILIENT PERFORMANCE

3. FY 2017: STRONG BALANCE SHEET
1.1. Mutual insurance company with more than 100 years of history

A GROUP WITH A GRASSROOTS HISTORY

- 1900: Act authorising the creation of agricultural mutual insurance companies in France
- 1900 - 1997: Creation and development of a multi-line insurer
- 1963: Assurances Mutuelles Agricoles opened up to the entire non life insurance business
- 1972: Launch of the life insurance business
- 1998: Acquisition of Gan, 4th-largest French insurer
- 1998 - 2005: Growth in France
- 2001 - 2003: Launch of Groupama Banque and introduction of banking products
- 2006: Risk diversification: international growth
- 2006 - 2010: International growth and partnerships
- 2008: Launch of Amaguiz, direct insurance subsidiary
- 2009: Launch of Groupama Gan Vie, new partnerships (La Banque Postale, Pro BTP, etc.)
- 2010: Focus on customer satisfaction and profitability
- 2011 - 2013: Focus on financial strength and risk control following the financial crisis: launch of the Group Strategic Programme
- 2012 - 2013: Strengthened Group’s financial solidity
- 2015 - 2016: Active partnership policy - Amaline and Renault - Orange, to launch a 100% mobile bank ‘Orange Bank’
- 2017: Fitch Ratings upgraded Groupama’s Insurer Financial Strength (IFS) ratings at ‘A-’. The Outlook is Stable.
- 1963: Launch of the Groupama brand
1.2. Leading insurer in France and internationally

STRONG CLIENT FRANCHISE

Extensive distribution network in France

Complementary brands

- 9 regional mutuals
- 3,100 Groupama branches
- 900 Gan Assurances agents
- 330 Gan Patrimoine agents
- 630 Gan Prévoyance advisers
- 600 brokers partners in life group insurance
- A remote network under the Amaguiz brand

Diversification in Europe and Asia

Present in 10 countries

- 20% of Group’s total premiums
- A strong presence in Italy, Hungary and Romania
- High potential development in China

Loyal customer base

12.5 million customers worldwide

Sources: Groupama SA
1.2. Leading insurer in France and internationally

TOP BUSINESS RANKINGS IN FRANCE
(Revenue in France, 2016)

Top 10 multi-line insurer

1st
Agricultural insurance
Individual health

2nd
Local authorities
Home insurance

3rd
Protection
Dependence

9th

6.5 MILLION MEMBERS AND CUSTOMERS

3rd
Property & Casualty insurer

13th
Life & Health insurer

24,700 EMPLOYEES

Sources: Argus de l’assurance, June 2017 and October 2017
1.2. Leading insurer in France and internationally

STRONG POSITIONS IN FOREIGN MARKETS

4 major markets

- **Italy**: 8th insurer in non life
- **Turkey**: 2nd agricultural insurer, 8th insurer in nonlife
- **Hungary**: 4th insurer in non life, 1st player in bancassurance with the partnership with OTP Bank
- **Romania**: 5th insurer

Other markets

- Greece
- Bulgaria
- Slovakia
- Tunisia
- China
- Vietnam

10 COUNTRIES OUTSIDE FRANCE

6 MILLION CUSTOMERS

7,800 EMPLOYEES
1.3. Multi-line insurance company

BUSINESS MIX WELL-BALANCED BETWEEN P&C AND L&H

53%: Property & Casualty
(€7.3bn)
- Motor, home, legal protection
- Fleet, property damages
- Credit insurance
- Insurance for professionals
- Local authorities insurance
- Agricultural insurances (multi-risk, crop, tractor & equipment, …)

46%: Life & Health
(€6.4bn)
- Individual health
- Group health
- Protection
- Long-time care
- Individual savings / pensions
- Group savings / pensions

1%: Financial Business
(€147m)
- Asset management
- Employee benefit

Figures as at 31/12/2017
1.4. Mutual insurer

PLAN TO TRANSFORM GROUPAMA’S GOVERNING BODY

The objective of the planned transformation is:
» to reaffirm Groupama’s identity as a mutual insurer in order to align governance and strategy;
» to improve the financial flexibility.

This project will not change the solvency of the Group or that of the governing body, and will have no impact on commitments undertaken with regard to holders of its debts.

“Fitch believes that the reorganisation simplifies the group structure and enhances its transparency. (...) The reorganisation is therefore neutral to Groupama SA’s rating.” (Fitch Ratings’ commentary on 16 December 2016)
1. GROUP PROFILE

2. FY 2017: RESILIENT PERFORMANCE

3. FY 2017: STRONG BALANCE SHEET
Introduction

GROUPAMA GROUP 2017 RESULTS

Pursuit of the group’s strategy of performance: operating efficiency, controlled technical fundamentals, financial strength enhancement

<table>
<thead>
<tr>
<th>Premium income</th>
<th>€13.8bn</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>€349m</td>
</tr>
<tr>
<td>Net income</td>
<td>€292m</td>
</tr>
<tr>
<td>Solvency ratio</td>
<td>315%</td>
</tr>
</tbody>
</table>

- Increase of premium income (+2.9%) in both Property & Casualty and Life & Health insurance
- Continued growth in France (+2.6%) and return to a strong growth in international markets (+4.1%)
- Large increase in economic operating income (+€156m)
- Continuing transformation of the life portfolio with a share in unit-linked policies in individual savings reserves up to 25.8%
- Improved non-life combined ratio down to 98.9% despite large weather-related claims
- Non-recurring charges related to regulatory changes in France (tax surcharge and statutory surcharges on annuities*) of €187m
- Increased contribution of the international subsidiaries to the group’s net income (+35%)
- Solvency ratio of 174% without transitional measure, up by 25 pts
- Shareholders’ equity of €8.9bn
- Total amount of mutual certificates issued of €436m

* termination of State’s contribution to annuities step-up
# 3.1. Business performance

## INCREASE IN PREMIUM INCOME

Groupama Revenue breakdown

<table>
<thead>
<tr>
<th>Premium income in millions of euros</th>
<th>31/12/16 Proforma</th>
<th>31/12/17 Like-for-like Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>P&amp;C</strong></td>
<td>7,085</td>
<td>7,288</td>
</tr>
<tr>
<td>France</td>
<td>5,388</td>
<td>5,523</td>
</tr>
<tr>
<td>International</td>
<td>1,697</td>
<td>1,765</td>
</tr>
<tr>
<td><strong>L&amp;H</strong></td>
<td>6,207</td>
<td>6,384</td>
</tr>
<tr>
<td>France</td>
<td>5,400</td>
<td>5,543</td>
</tr>
<tr>
<td>International</td>
<td>807</td>
<td>840</td>
</tr>
<tr>
<td><strong>Total Insurance</strong></td>
<td>13,292</td>
<td>13,672</td>
</tr>
<tr>
<td>Financial businesses</td>
<td>133</td>
<td>147</td>
</tr>
<tr>
<td><strong>Total – Groupama</strong></td>
<td>13,425</td>
<td>13,819</td>
</tr>
</tbody>
</table>

*P&C: property and casualty insurance  
L&H: life and health insurance*

**In France**
- +2.6% growth
  - Life & Health insurance (+2.7%)
    - Increase in unit-linked business segment in savings / pensions
    - Progression in group health insurance
  - Property & Casualty insurance (+2.5%)
    - Expansion of motor and home insurance portfolios

**International**
- Increased activity of +4.1%

**Financial activities**
- Sustained growth of Groupama Asset Management
  - with €99.8bn AUM, up by €3bn
3.1. Business performance

STRONG INTERNATIONAL ORGANIC GROWTH

Revenue breakdown – International insurance

<table>
<thead>
<tr>
<th>in millions of euros</th>
<th>31/12/17</th>
<th>Like-for-like Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Italy</td>
<td>1,506</td>
<td>+3.4%</td>
</tr>
<tr>
<td>CEEC (Hungary, Romania, Bulgaria)</td>
<td>567</td>
<td>+6.2%</td>
</tr>
<tr>
<td>Other countries(1)</td>
<td>532</td>
<td>+3.7%</td>
</tr>
<tr>
<td><strong>Total Insurance - International</strong></td>
<td><strong>2,605</strong></td>
<td><strong>+4.1%</strong></td>
</tr>
<tr>
<td>China(2)</td>
<td>280</td>
<td>+13.8%</td>
</tr>
</tbody>
</table>

High growth in foreign markets

- +4.0% increase in Property & Casualty insurance and +4.1% increase in Life & Health insurance
- Increase of premium income in Italy in both motor and home insurance
- Dynamism of the life insurance activities (net UC savings) and non-life insurance activities in Hungary
- Strong growth in China, particularly in motor insurance

(1) mainly Turkey and Greece
(2) Equity method accounted entity (50% of Groupama AVIC owned by Groupama)
3.1. Business performance

L&H: HIGH PROPORTION OF HEALTH AND PROTECTION

L&H premium income of €5.5bn in France (+2.7%)
- Increase in savings & pensions (+4.1%) driven by the U/L contracts (+11.1%)
- Growth in Health (+0.9%) and Protection (+1.1%) particularly in group insurance
- French activity is conducted both by Groupama Gan Vie (65%) and other entities (35%) essentially on Health and Protection

L&H Economic Operating Income
- 60% of the French L&H operating income comes from Health and Protection (excluding GGVie), with maintained high profitability
- 40% of the French operating income comes from GGVie, which contribution increased by +€50 m
- Increased contribution of international subsidiaries

### Business mix in L&H

<table>
<thead>
<tr>
<th></th>
<th>31/12/16</th>
<th>31/12/17</th>
<th>31/12/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>others</td>
<td>7.5%</td>
<td>7.9%</td>
<td></td>
</tr>
<tr>
<td>health</td>
<td>36.9%</td>
<td>36.3%</td>
<td>21.2%</td>
</tr>
<tr>
<td>protection</td>
<td>21.2%</td>
<td>20.9%</td>
<td>14.6%</td>
</tr>
<tr>
<td>savings / pensions</td>
<td>34.4%</td>
<td>34.9%</td>
<td>85.4%</td>
</tr>
<tr>
<td>U/L</td>
<td>12.2%</td>
<td>13.2%</td>
<td>23.8%</td>
</tr>
</tbody>
</table>

### L&H - France

<table>
<thead>
<tr>
<th></th>
<th>GGVIE</th>
<th>Other entities</th>
<th>Total</th>
<th>L&amp;H International</th>
<th>L&amp;H Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>31/12/17</td>
<td>85</td>
<td>136</td>
<td>221</td>
<td>41</td>
<td>262</td>
</tr>
<tr>
<td>31/12/16</td>
<td>30</td>
<td>139</td>
<td>169</td>
<td>29</td>
<td>198</td>
</tr>
</tbody>
</table>
3.1. Business performance

L&H: GROWING CONTRIBUTION OF SAVINGS & PENSIONS

Conservative profit-sharing rates in individual savings - Groupama Gan Vie

<table>
<thead>
<tr>
<th>Profit-sharing rates</th>
<th>31/12/2015</th>
<th>31/12/2016</th>
<th>31/12/2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Range</td>
<td>1.60%</td>
<td>1.20%</td>
<td>1.05%</td>
</tr>
<tr>
<td></td>
<td>2.80%</td>
<td>2.50%</td>
<td>2.35%</td>
</tr>
<tr>
<td>Average rate</td>
<td>1.90%</td>
<td>1.60%</td>
<td>1.45%</td>
</tr>
</tbody>
</table>

Financial leeway - Groupama Gan Vie

Inforce business

- 2.2% Asset yield (GGVie)
- 1.20% +100bp

New business

- 1.7% Average guaranteed rate
- +170bp

Transformation in savings & pensions business mix Groupama Gan Vie

- % Unit-linked in revenue, individual savings & pensions (France)
  - Groupama Gan Vie: 36.6% - 39.3%
  - Market (FFA): 21.0% - 29.9%

- % Unit-linked in revenue, individual savings outstanding (France)
  - 23.5% - 25.8%

- 27% of U/L in group pensions (vs 11% in the market FFA). Group pensions represents 10% of the savings & pensions premium income
3.2. Group results

P&C: CONTROL OF TECHNICAL MARGINS

Groupama non-life combined ratio

- Net claim ratio
  - 31/12/16: 100.3%
  - 31/12/17: 98.9%
  - Improvement: -1.4 pt
  - Net claim ratio 72.6% in 2016 and 70.9% in 2017

- Net cost ratio
  - 31/12/16: 27.7%
  - 31/12/17: 28.0%

Improvement in the non-life combined ratio

- Lower ‘large’ claims experience
- Increase in weather claims mitigated by the efficiency of the reinsurance programs on weather events
- Stabilization of the attritional ratio
- Cautious reserving policy maintained

<table>
<thead>
<tr>
<th>Non-life combined ratio</th>
<th>31/12/16</th>
<th>31/12/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Group</td>
<td>100.3%</td>
<td>98.9%</td>
</tr>
<tr>
<td>France</td>
<td>99.8%</td>
<td>98.8%</td>
</tr>
<tr>
<td>International</td>
<td>102.5%</td>
<td>99.7%</td>
</tr>
</tbody>
</table>

Property & Casualty economic operating income

<table>
<thead>
<tr>
<th>In €m</th>
<th>P&amp;C France</th>
<th>P&amp;C International</th>
<th>P&amp;C Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>31/12/17</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>31/12/16</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>59</td>
<td>43</td>
<td>102</td>
</tr>
<tr>
<td></td>
<td>4</td>
<td>21</td>
<td>25</td>
</tr>
</tbody>
</table>

Irma and Maria
Impact in €m

- Before reinsurance: 330 €m
- After reinsurance: 38 €m
Efficient Reinsurance Protection Against Weather-Related Events in France

### 3.2. Group results

**EFFICIENT REINSURANCE PROTECTION AGAINST WEATHER-RELATED EVENTS IN FRANCE**

- **Windstorm protection**: Coverage against cumulative extreme events occurring the same year.

- **Crops**: Stop-loss coverage against all crop risks, traditional and multiperils risks.

- **Natural Catastrophe**: Risks ceded to the CCR (French public-sector reinsurer providing coverage against natural catastrophes and uninsurable risks), with a quota-share of 50%.

- **Additional protection against cumulative small and medium weather-related events**:
  - Effective from January 2014, annual aggregate cover for French mainland.
  - To limit the volatility of claims linked to natural perils (storm, nat cat and crops).
  - To protect group operating result against unexpected frequency of small and medium weather-related insured losses.
3.2. Group results

NET INCOME AT €292M

Breakdown of Groupama net income

<table>
<thead>
<tr>
<th>In millions of €</th>
<th>31/12/16</th>
<th>31/12/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Economic operating income</td>
<td>193</td>
<td>349</td>
</tr>
<tr>
<td>Net realised capital gains (1)</td>
<td>234</td>
<td>208</td>
</tr>
<tr>
<td>Net profit from disposal activities (2)</td>
<td>66</td>
<td>136</td>
</tr>
<tr>
<td>Long-term impairment losses on financial instruments (1)</td>
<td>-15</td>
<td>-7</td>
</tr>
<tr>
<td>Gains or losses on financial assets booked at fair value (1)</td>
<td>-4</td>
<td>40</td>
</tr>
<tr>
<td>Financing expenses</td>
<td>-40</td>
<td>-57</td>
</tr>
<tr>
<td>Goodwill impairment</td>
<td>-88</td>
<td>-58</td>
</tr>
<tr>
<td>Extraordinary charges related to regulatory changes in France</td>
<td>0</td>
<td>-187</td>
</tr>
<tr>
<td>Other costs and income</td>
<td>-23</td>
<td>-131</td>
</tr>
<tr>
<td>Net income</td>
<td>322</td>
<td>292</td>
</tr>
</tbody>
</table>

(1) amounts net of profit sharing and tax
(2) of which ICADE

€292m in net income

- Strong growth in economic operating income to €349m
- Stable level of realised capital gains
- Disposal of holdings in Icade and OTP Bank under good market conditions
- Goodwill impairment in Turkey
- One-off charge related to regulatory changes in France (tax surcharge and statutory surcharges on annuities*)

* termination of State’s contribution to annuities step-up
1. GROUP PROFILE

2. FY 2017: RESILIENT PERFORMANCE

3. FY 2017: STRONG BALANCE SHEET
FY 2017: STRONG BALANCE SHEET

4.1 Assets

ASSET BREAKDOWN IN LINE WITH OUR TARGET

Asset portfolio breakdown

- Asset portfolio of €87.2bn (+€1bn vs. 2016)
- Further reduction of risky assets: disposal of Icade, partial disposal of OTP, tactical disposal of equities and high yield
- Reinvestments mainly in bonds and diversification into non-liquid assets (debt, equity and real estate) at opportune moments
- Unrealised capital gains of €10.4bn

<table>
<thead>
<tr>
<th>In € billion</th>
<th>31/12/16</th>
<th>31/12/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bonds</td>
<td>7.7</td>
<td>6.9</td>
</tr>
<tr>
<td>Equities</td>
<td>0.9</td>
<td>1.0</td>
</tr>
<tr>
<td>Property</td>
<td>2.4</td>
<td>2.5</td>
</tr>
<tr>
<td>Total</td>
<td>11.0</td>
<td>10.4</td>
</tr>
</tbody>
</table>

(1) Fair value excluding unit linked, repurchase agreements and minorities
4.2 Capital management

STRENGTHENED FINANCIAL FLEXIBILITY

Shareholders’ equity €8.9 billion +2% vs. 2016

Change in shareholders’ equity
(in €m)

<table>
<thead>
<tr>
<th>Component</th>
<th>Change (€m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opening shareholders’ equity</td>
<td>-414</td>
</tr>
<tr>
<td>Subordinated debts</td>
<td>-292</td>
</tr>
<tr>
<td>Mutual certificates</td>
<td>+246</td>
</tr>
<tr>
<td>Net income for fiscal year</td>
<td>+36</td>
</tr>
<tr>
<td>Others</td>
<td></td>
</tr>
<tr>
<td>Closing shareholders’ equity</td>
<td>8,912</td>
</tr>
</tbody>
</table>

Successful placement of mutual certificates among Groupama’s clients
- €436m of which €246m issued in 2017

Active debt management
- Success of the exchange transaction and the emission of new subordinated debts to extend debts maturity profile in January 2017
- Groupama SA redeemed its undated deeply subordinated bonds (€143m) at the 1st call date in October 2017
- Stable level of subordinated debts at €2.2bn

Debt-to-equity ratio 25.9% -1.6 pt vs. 2016

Fitch Insurer Financial Strength A- Stable Outlook
4.3 Solvency 2

STRONG SOLVENCY RATIO

Solvency ratio

\[
\text{Solvency ratio (in € billion):}\quad 289\% \quad 174\% \quad 315\%
\]

- **31/12/2016**
  - Without transitional measure: 149%
  - With transitional measure: 11.6%
  - Eligible own funds (S2): 7.7 billion
  - Capital requirement (SCR): 5.1 billion

- **31/12/2017**
  - Without transitional measure: 174%
  - With transitional measure: 12.7%
  - Eligible own funds (S2): 9.0 billion
  - Capital requirement (SCR): 5.2 billion

**Impact of Group strategy:** +18 pts

**Solvency ratio roll-forward**

Ratio w/o transitional measure

- **31/12/2016**: 149%
- **31/12/2017**: 174%

**Impact of Group strategy:** +18 pts

- Results: +6 pts
- Mutual Certificates: +5 pts
- Increased volume Health and Non Life: +2 pts
- Upgrade Groupama: +1 pt
- Equity derisking: +4 pts
- Market environment: -4 pts
- Others: 31/12/2017
4.3 Solvency 2

CAPITAL REQUIREMENT (SCR), ELIGIBLE EQUITY AND SENSITIVITIES

Contributions to SCR by risk

<table>
<thead>
<tr>
<th>Risk Type</th>
<th>Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market risk</td>
<td>22%</td>
</tr>
<tr>
<td>Counterparty default risk</td>
<td>10%</td>
</tr>
<tr>
<td>Life underwriting risk</td>
<td>10%</td>
</tr>
<tr>
<td>Health underwriting risk</td>
<td>7%</td>
</tr>
<tr>
<td>Non-life underwriting risk</td>
<td>7%</td>
</tr>
<tr>
<td>Operational risk</td>
<td>44%</td>
</tr>
</tbody>
</table>

Eligible equity (1)

<table>
<thead>
<tr>
<th>Tier 1</th>
<th>Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>o/w grandfath. sub. debts (11%)</td>
<td>90%</td>
</tr>
<tr>
<td>o/w mutual certificates (3.4%)</td>
<td>10%</td>
</tr>
</tbody>
</table>

Eligible equity (1)

<table>
<thead>
<tr>
<th>Tier 2</th>
<th>Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>o/w grandfath. sub. debts (4.3%)</td>
<td>10%</td>
</tr>
</tbody>
</table>

Sensitivities 31/12/17

<table>
<thead>
<tr>
<th>Risk Type</th>
<th>Sensitivity</th>
</tr>
</thead>
<tbody>
<tr>
<td>corporate spreads</td>
<td>+7 pts</td>
</tr>
<tr>
<td>equity markets -20%</td>
<td>-8 pts</td>
</tr>
<tr>
<td>equity markets +20%</td>
<td>+7 pts</td>
</tr>
<tr>
<td>interest rate +50pp</td>
<td>+14 pts</td>
</tr>
<tr>
<td>interest rate -50pb</td>
<td>-16 pts</td>
</tr>
</tbody>
</table>

(1) Scope w/o financial activities
APPENDICES
## A COMPREHENSIVE RANGE OF OFFERS

<table>
<thead>
<tr>
<th>PROPERTY AND CASUALTY INSURANCE</th>
<th>INDIVIDUALS</th>
<th>COMPANIES &amp; PROFESSIONALS</th>
</tr>
</thead>
<tbody>
<tr>
<td>My property</td>
<td>Car, home and related services (assistance, legal protection, repairs, replacements, remote surveillance, etc.)</td>
<td>My company</td>
</tr>
<tr>
<td>My family and me</td>
<td>Health, protection, life and savings, school insurance, assistance, personal services</td>
<td>My employees</td>
</tr>
<tr>
<td>My bank</td>
<td>Day-to-day banking, loans, bank savings, wealth management</td>
<td>My bank</td>
</tr>
</tbody>
</table>

| LIFE AND HEALTH INSURANCE        | |
|----------------------------------| |
| My family and me                 | |

| BANKING                          | |
|----------------------------------| |
| My bank                          | |

| FINANCIAL SERVICES               | |
|----------------------------------| |
| Groupama Asset Management        | |
| Groupama Immobilier              | |

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Appendices

25
Appendices

ORGANISATION OF THE GROUP AND GROUPAMA SA

LOCAL MUTUALS
- Holding

REGIONAL MUTUALS
- Holding

GROUPAMA S.A.
- Holding

GROUPAMA HOLDING FILIALES ET PARTICIPATIONS

LOCAL MUTUALS
- Holding

REGIONAL MUTUALS
- Holding

GROUPAMA S.A.
- Holding

GROUPAMA HOLDING FILIALES ET PARTICIPATIONS

INSURANCE AND SERVICES - FRANCE
- Groupama Gan Vie (including Gan Eurocourtage*)
  - Mutuaide (Assistance)
  - Présence Verte & Activeille (Remote surveillance)
  - FMB (Compensation in kind)
  - CapsAuto (Accident management)
  - Centaure (driving centres)
- Gan Assurances
- Gan Patrimoine
- Gan Prévoyance
- Amaline (Amaguiz)
- Société Française Protection Juridique
- Groupama Assurance-Crédit
- La Banque Postale IARD (35%)

INTERNATIONAL
- Italy - Groupama Assicurazioni
- Turkey - Groupama Sigorta Groupama
- Turkey - Groupama Sigorta Groupama
- Emeklilik Günes Sigorta (36%)
- Hungary - Groupama Biztosito
- Romania - Groupama Asigurari
- Greece - Groupama Phoenix
- Slovakia - Groupama Garancia Poistovna**
- Bulgaria - Groupama Zastrahovane
- Vietnam - Groupama Vietnam
- Overseas - Gan Outre-mer
- China - Groupama Insurance Ltd (50%)
- Tunisia - Star (35%)

FINANCE
- Groupama Asset Management
- Groupama Épargne Salariale
- Groupama Immobilier
- Orange Bank (35%)

* Group insurance
** Branch of Groupama Garancia Biztosito

Equity-based relationship
### FIXED INCOME PORTFOLIO AT 31/12/2017

#### Breakdown by type of issuer

<table>
<thead>
<tr>
<th>Market value</th>
<th>31/12/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sovereign debts</td>
<td>62.1%</td>
</tr>
<tr>
<td>Corporate debts, non financial</td>
<td>18.1%</td>
</tr>
<tr>
<td>Financial debts</td>
<td>18.8%</td>
</tr>
<tr>
<td>Others</td>
<td>0.9%</td>
</tr>
<tr>
<td><strong>Total fixed income portfolio</strong></td>
<td><strong>100.0%</strong></td>
</tr>
</tbody>
</table>

#### Breakdown by issuer’s rating

<table>
<thead>
<tr>
<th>Market value</th>
<th>31/12/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>AAA</td>
<td>4.8%</td>
</tr>
<tr>
<td>AA</td>
<td>42.2%</td>
</tr>
<tr>
<td>A</td>
<td>14.9%</td>
</tr>
<tr>
<td>BBB</td>
<td>33.8%</td>
</tr>
<tr>
<td>&lt; BBB &amp; NR</td>
<td>4.3%</td>
</tr>
<tr>
<td><strong>Total fixed income portfolio</strong></td>
<td><strong>100.0%</strong></td>
</tr>
</tbody>
</table>

#### Breakdown by geographic area

<table>
<thead>
<tr>
<th>Market value</th>
<th>Sovereign debts</th>
<th>Corporate debts, non financial</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;Core&quot; (France, Germany, Netherlands)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• o/w France</td>
<td>54.8%</td>
<td>61.7%</td>
</tr>
<tr>
<td>• o/w Germany</td>
<td>53.5% 0.8%</td>
<td>45.9% 12.1%</td>
</tr>
<tr>
<td>Other € zone countries</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• o/w Italy</td>
<td>38.2% 23.9% 8.2%</td>
<td>9.7% 2.8% 2.3%</td>
</tr>
<tr>
<td>• o/w Spain</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rest of the world</td>
<td>7.0%</td>
<td>28.5%</td>
</tr>
<tr>
<td><strong>31/12/17</strong></td>
<td><strong>100.0%</strong></td>
<td><strong>100.0%</strong></td>
</tr>
</tbody>
</table>

#### Breakdown by subordination

<table>
<thead>
<tr>
<th>Market value</th>
<th>31/12/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Senior</td>
<td>66.3%</td>
</tr>
<tr>
<td>Covered</td>
<td>16.1%</td>
</tr>
<tr>
<td>Subordinated</td>
<td></td>
</tr>
<tr>
<td>• o/w T1</td>
<td>14.5%</td>
</tr>
<tr>
<td>• o/w T2</td>
<td>0.6% 7.1%</td>
</tr>
<tr>
<td>Securitizations</td>
<td>0.0%</td>
</tr>
<tr>
<td>Others</td>
<td>3.0%</td>
</tr>
<tr>
<td><strong>Total financial debts</strong></td>
<td><strong>100.0%</strong></td>
</tr>
</tbody>
</table>

---

**Groupama – combined perimeter**
# EXPOSURE TO € ZONE SOVEREIGN DEBTS

<table>
<thead>
<tr>
<th>In € millions</th>
<th>31/12/16</th>
<th>31/12/17</th>
<th>31/12/16</th>
<th>31/12/17</th>
<th>31/12/16</th>
<th>31/12/17</th>
<th>31/12/16</th>
<th>31/12/17</th>
<th>31/12/16</th>
<th>31/12/17</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Cost value gross amount</td>
<td>Fair value gross amount</td>
<td>Unrealised capital gains or Losses gross amount</td>
<td>Unrealised capital gains or losses net amount</td>
<td>Cost value gross amount</td>
<td>Fair value gross amount</td>
<td>Unrealised capital gains or losses gross amount</td>
<td>Unrealised capital gains or losses net amount*</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Spain</td>
<td>2,358</td>
<td>3,084</td>
<td>726</td>
<td>69</td>
<td>2,186</td>
<td>2,841</td>
<td>655</td>
<td>76</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ireland</td>
<td>20</td>
<td>23</td>
<td>3</td>
<td>1</td>
<td>18</td>
<td>20</td>
<td>2</td>
<td>1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Italy</td>
<td>7,227</td>
<td>8,950</td>
<td>1,723</td>
<td>232</td>
<td>7,121</td>
<td>8,641</td>
<td>1,519</td>
<td>233</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Portugal</td>
<td>274</td>
<td>287</td>
<td>13</td>
<td>1</td>
<td>234</td>
<td>289</td>
<td>56</td>
<td>6</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>9,879</td>
<td>12,343</td>
<td>2,464</td>
<td>304</td>
<td>9,559</td>
<td>11,790</td>
<td>2,232</td>
<td>316</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Appendices

### EQUITY PORTFOLIO AT 31/12/2017

#### Breakdown by geographical area

<table>
<thead>
<tr>
<th>Market value</th>
<th>31/12/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td></td>
</tr>
<tr>
<td>• o/w GIIPS</td>
<td>85.5%</td>
</tr>
<tr>
<td></td>
<td>13.5%</td>
</tr>
<tr>
<td>North America</td>
<td>8.9%</td>
</tr>
<tr>
<td>Rest of the world</td>
<td>5.7%</td>
</tr>
<tr>
<td><strong>Total Equity portfolio</strong> (excl. strategic shareholdings)</td>
<td><strong>100.0%</strong></td>
</tr>
</tbody>
</table>

#### Issuer breakdown

<table>
<thead>
<tr>
<th>Market value</th>
<th>31/12/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consumer goods, cyclical</td>
<td>16.9%</td>
</tr>
<tr>
<td>Industrials</td>
<td>16.3%</td>
</tr>
<tr>
<td>Commodities</td>
<td>4.3%</td>
</tr>
<tr>
<td>Energy</td>
<td>4.0%</td>
</tr>
<tr>
<td>Health</td>
<td>8.5%</td>
</tr>
<tr>
<td>Utilities</td>
<td>2.9%</td>
</tr>
<tr>
<td>Consumer goods, non cyclical</td>
<td>8.8%</td>
</tr>
<tr>
<td>Financials</td>
<td>25.7%</td>
</tr>
<tr>
<td>Technology</td>
<td>10.1%</td>
</tr>
<tr>
<td>Telecommunications</td>
<td>2.6%</td>
</tr>
<tr>
<td><strong>Total Equity portfolio</strong> (excl. strategic shareholdings)</td>
<td><strong>100.0%</strong></td>
</tr>
</tbody>
</table>
## Appendices

### PROPERTY PORTFOLIO AT 31/12/2017

#### Breakdown by geographical area

<table>
<thead>
<tr>
<th>Market value</th>
<th>31/12/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paris</td>
<td>75%</td>
</tr>
<tr>
<td>Business districts Paris’ vicinity</td>
<td>23%</td>
</tr>
<tr>
<td>Province</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Total property portfolio (France)</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

#### Breakdown by nature

<table>
<thead>
<tr>
<th>Market value</th>
<th>31/12/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial</td>
<td>76%</td>
</tr>
<tr>
<td>Residential</td>
<td>20%</td>
</tr>
<tr>
<td>Forests</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Total property portfolio (France)</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>
### GROUPAMA SA SUBORDINATED DEBTS: MATURITY / CALL DATE BREAKDOWN

<table>
<thead>
<tr>
<th>Type</th>
<th>Outstanding amount (€m) 31/12/2017</th>
<th>Coupon</th>
<th>Call date</th>
<th>Maturity date</th>
<th>S2 treatment</th>
<th>IFRS treatment</th>
</tr>
</thead>
<tbody>
<tr>
<td>TSR</td>
<td>500</td>
<td>7.875%</td>
<td>27/10/2019</td>
<td>27/10/2039</td>
<td>Tier 2 (grandfathering)</td>
<td>Financial debts</td>
</tr>
<tr>
<td>TSDI</td>
<td>1,100</td>
<td>6.375%</td>
<td>28/05/2024</td>
<td>Perpetual</td>
<td>Tier 1 (grandfathering)</td>
<td>Own funds</td>
</tr>
<tr>
<td>TSR</td>
<td>650</td>
<td>6%</td>
<td>N/A</td>
<td>23/01/2027</td>
<td>Tier 2</td>
<td>Financial debts</td>
</tr>
</tbody>
</table>

**Graphical Representation:**
- **Dated subordinated debt**
- **Perpetual subordinated debt**

### Breakdown
- **€500m**
  - 7.875% 2039 NC 19
- **€1,100m**
  - 6.375% Perp NC 24
- **€650m**
  - 6% Bullet due 2027 (10-yrs)
3 major categories of risk

- Weather-related risks
  - Forces of nature, windstorms, natural catastrophes
  - Hailstorms, droughts, floods

- Financial Risks
  - Interest rate risk
  - Market risks: equity, property spread & credit risks

- Operational Risks
  - Cyber-risk
  - Reputation risk due to a lack of conformity

Multiple buffers

- Mutual insurance model
  - Affectio societatis / customer loyalty
  - Low minimum guarantee rates
  - Lower profit sharing rates

- Business diversification
  - Balanced business mix between P&C and L&H
  - International diversification (20%)

- Reinsurance protections
  - Cat bonds, stop-loss aggregate cover
  - Strong internal and external reinsurance agreements

- Reserving policy
  - Conservative reserve policy
  - Policyholder surplus reserve

- Asset de-risking & diversification
  - Equity and property divestments
  - Bond portfolio diversification
  - Dynamic hedging policy

Groupama chose strategically not to be present in the following insurance risks:
- Variable annuities / sophisticated products
- Large corporate & industrial risks
Groupama will calculate its solvency 2 ratio at the Group level, in accordance with the regulatory provisions:

- on its combined scope, identical to the scope under Solvency 1
- on the basis of the Standard Formula specifications and a Partial Internal Model to calculate the capital requirement (SCR)
  - the Partial Internal Model applies to French entities
- by incorporating a transitional measure on technical reserves
  - which applies only to Groupama Gan Vie
The Group’s SCR incorporates the results of the partial internal model on the two Non-Life and Health/Life risk modules.

Groupama obtained the ACPR’s approval of its Partial Internal Model in 2014. Since then, it has been regularly reviewed by the ACPR (the last one was in January 2018).
**Appendices**

**SOLVENCY 2: TRANSITIONAL MEASURE ON TECHNICAL RESERVES**

- The transitional measure replaces the Solvency II technical provisions (Best estimate + Risk Margin) with the Solvency I technical provisions. At the same time, the measure cannot result in total quantitative requirements (technical provisions + SCR) lower than those under Solvency I. The measure is implemented by homogeneous risk groups.
- The impact of the measure will be linearly amortized over 16 years.

---

**SOLVENCY II BALANCE SHEET**

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>LIABILITIES</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td><strong>LIABILITIES</strong></td>
</tr>
<tr>
<td>Assets at market value</td>
<td></td>
</tr>
<tr>
<td><strong>S2 own funds</strong></td>
<td><strong>S2 own funds</strong></td>
</tr>
<tr>
<td>S2 technical provisions wrt contracts within the scope of the measure</td>
<td>Impact of the measure (net of tax)</td>
</tr>
<tr>
<td>S2 technical provisions wrt contracts out of the measure’s scope</td>
<td>Tax impact of the measure</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>Other liabilities</td>
</tr>
</tbody>
</table>

Amortized over 16 years.
How do low(er) interest rates impact the financial performance of an insurance company?

**French 10-yr OAT rates:**
- 31/12/14 – 0.82%
- 29/06/15 – 1.24%
- 31/12/15 – 0.99%
- 31/12/16 – 0.68%
- 31/12/17 – 0.78%

**Life business:** traditional savings contracts are less profitable to insurers in a low rates environment with fewer attractive investment opportunities

**Reserving policy:** the discount rate used for the calculation of actuarial reserves for annuities is based on the average yield of government bonds (‘TME’)

**Financial assets:** lower interest rates, in comparison to the same period a year earlier, result in a negative impact on valuation of floating-rate assets booked at fair value through income

**Solvency 2:** the new framework leads to higher volatility and notably higher sensitivity of the coverage ratio to interest rates movements
GROUPAMA CONTACTS

- Cyril Roux
  Group Chief Financial Officer
cyril.roux@groupama.com
  +33 1 4456 7243

- Marie Lemarié
  Group Chief Investment Officer
marie.lemarie@groupama.com
  +33 1 4456 7403

- Smail Damouche
  Corporate Finance
smail.damouche@groupama.com
  +33 1 4456 7177

- Sylvain Burel
  Group Communications Director
sylvain.burel@groupama.com
  +33 1 4456 7584

- Valérie Buffard
  Investor Relations
valerie.buffard@groupama.com
  +33 1 4456 7454

Groupama SA
8 – 10 rue d’Astorg - 75383 Paris cedex 08 - France
+33 1 4456 7777

www.groupama.com
@GroupeGroupama