

**GROUPE GROUPAMA**

**FULL YEAR 2016 RESULTS  
PRESENTATION**

**Media Conference – 17 March 2017**



ASSUREURS CRÉATEURS DE CONFIANCE

# GROUPAMA GROUP FISCAL YEAR 2016 RESULTS

- 1. Groupama in 2016**
2. Solid performance at 31/12/2016
3. Appendices

## Groupama in 2016

# KEYWORDS HIGHLIGHTS

National interprofessional agreement 'ANI'  
'Groupama Habitation' Santino Safety System  
'Groupama On Board' Unit-linked Digital transformation  
Historically low interest rates 'Prairies' Franck Cammas Window Cerise  
Floods, drought, hail, frost Transformation of Groupama's central body  
'La vrai vie s'assure ici' Orange Bank Groupama Team France  
Agricultural climatic risks Groupama's mutual certificates  
'Noé' – telecare system Groupama Banque 'Road Coach' Amaguiz  
'Gan Cyber-risks' Solvency 2 IPrev – 100%-tablet equipped salesforce  
'Groupama Autonomie' 'Objectif Stabilité'  
Groupama Campus

## Groupama in 2016 KEY FIGURES



**13 MILLION** members  
and customers  
**32 600** employees



**€13.6 BILLION**  
in Premium Income



**€153 MILLION**  
in Operating Income



**€322 MILLION**  
in Net Result



**€8.8 BILLION**  
in Shareholders' Equity



Solvency 2 Margin of  
**289%**

## Groupama in 2016

# SELECTIVE GROWTH, STRONG BUSINESS RANKINGS



**13 MILLION** members  
and customers  
**32 600** employees



**€13.6 BILLION**  
in Premium Income

### Strong business rankings in France



1<sup>st</sup>  
agricultural  
insurance



1<sup>st</sup>  
individual  
health



2<sup>ème</sup>  
home  
insurance



4<sup>ème</sup>  
motor  
insurance

### Selective growth

- Increased number of cars and stable number of homes in portfolios
- sharp increase in unit-linked policies in individual savings business
- strong development in group health insurance driven by new regulation in compulsory group health insurance

### Strong customer care and commitment on daily basis

- Signing of partnerships to address the change in our members' and customers' everyday life
- To an exceptional situation, an exceptional mobilisation in support of farmers affected by the adverse weather conditions

## Groupama in 2016

# STRATEGY DRIVEN BY PERFORMANCE IN AN ADVERSE ENVIRONMENT



**€153 MILLION**  
in Operating Income



**€322 MILLION**  
in Net Result

### Adverse and challenging environment in 2016

- Consecutive out of the ordinary weather events
- Historically low interest rates
- Political uncertainties

### Operating efficiency and controlled technical fundamentals

- Major transformation in life business mix and greater financial leeway
- Higher severe and weather-related losses but efficient reinsurance protection
- Slight improvement of the cost ratio

## Groupama in 2016

# FINANCIAL STRENGTH ENHANCEMENT



**€8.8 BILLION**  
in Shareholders' Equity



Solvency 2 Margin of  
**289%**

### Busy regulatory schedule in 2016

- Entry into force of Solvency 2 framework on January, 1<sup>st</sup> 2016
- Legislative framework in place for the transformation of Groupama Group's central body into a mutual insurance company, reaffirming the group's mutual identity

### Strong balance sheet

- Increase in shareholders' equity
- Solid solvency 2 margin
- Successful launch of mutual certificates with our members

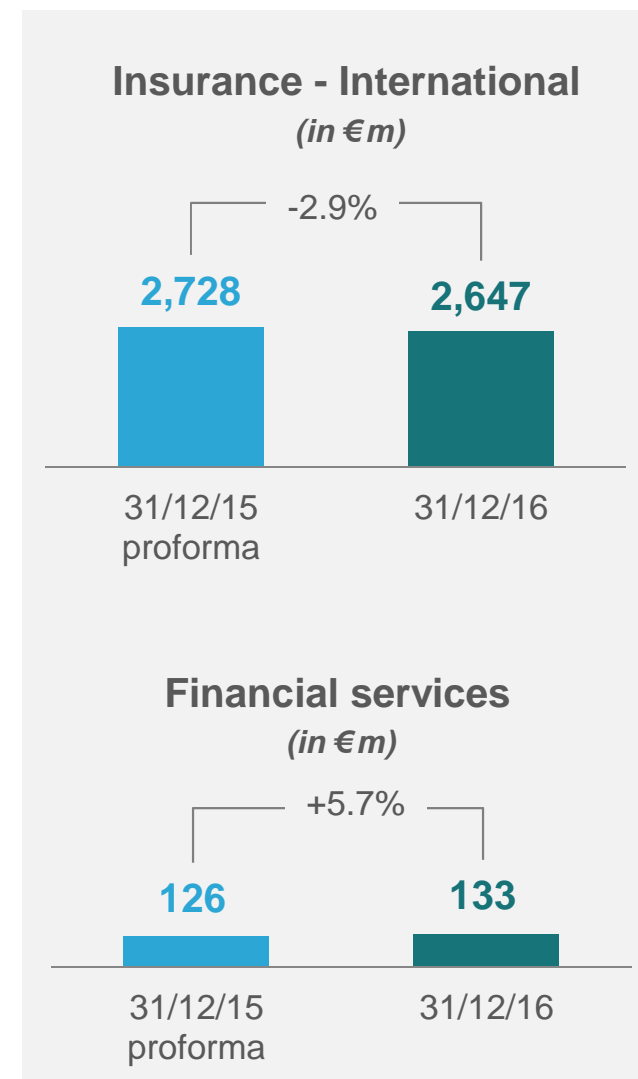
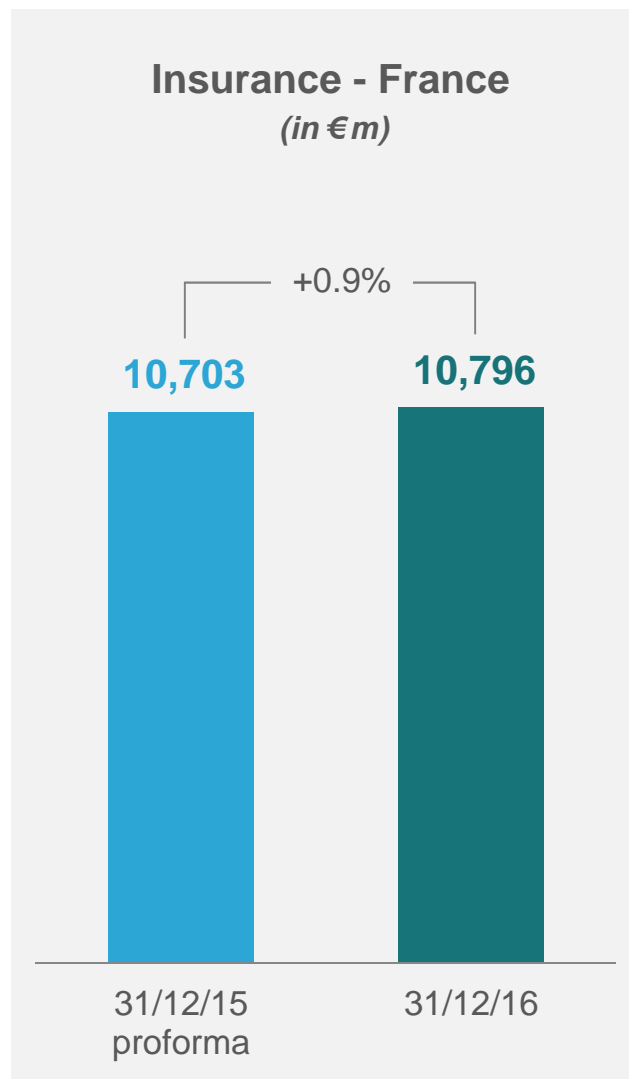
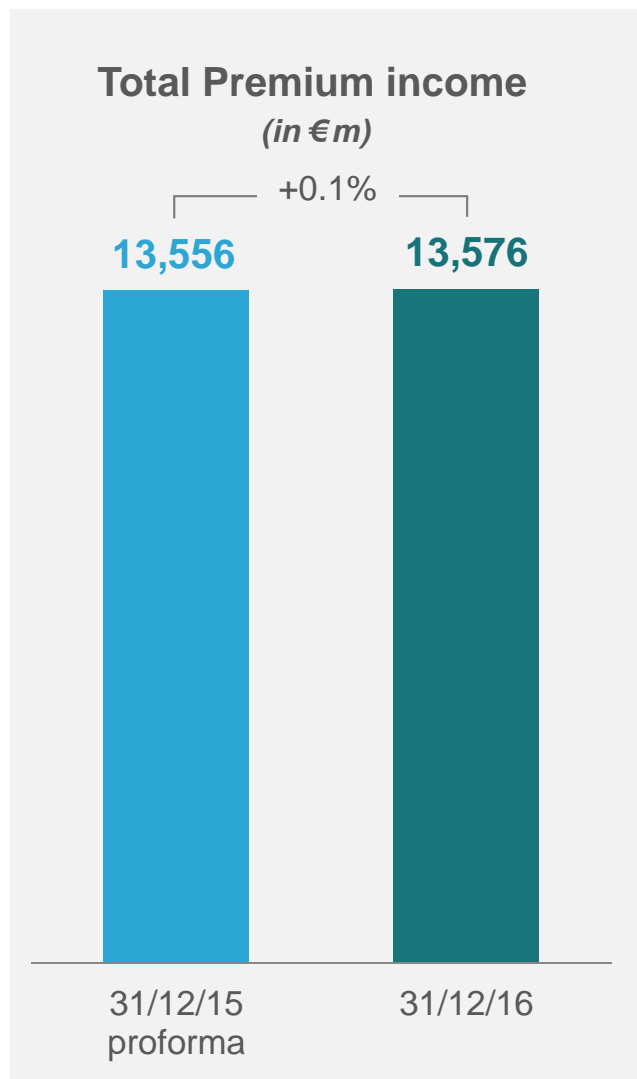
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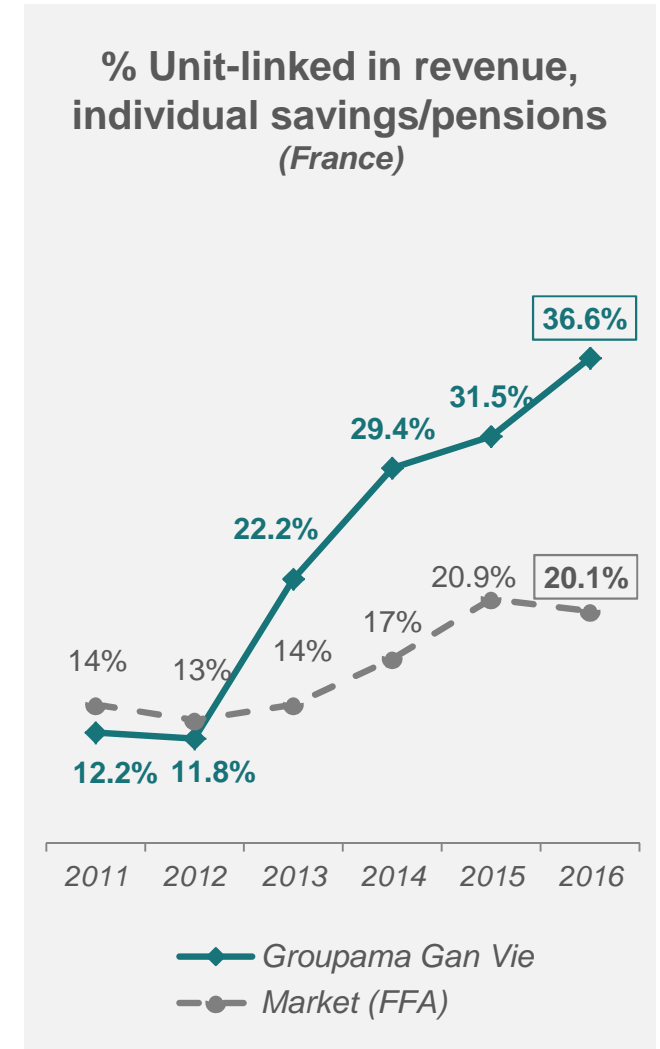
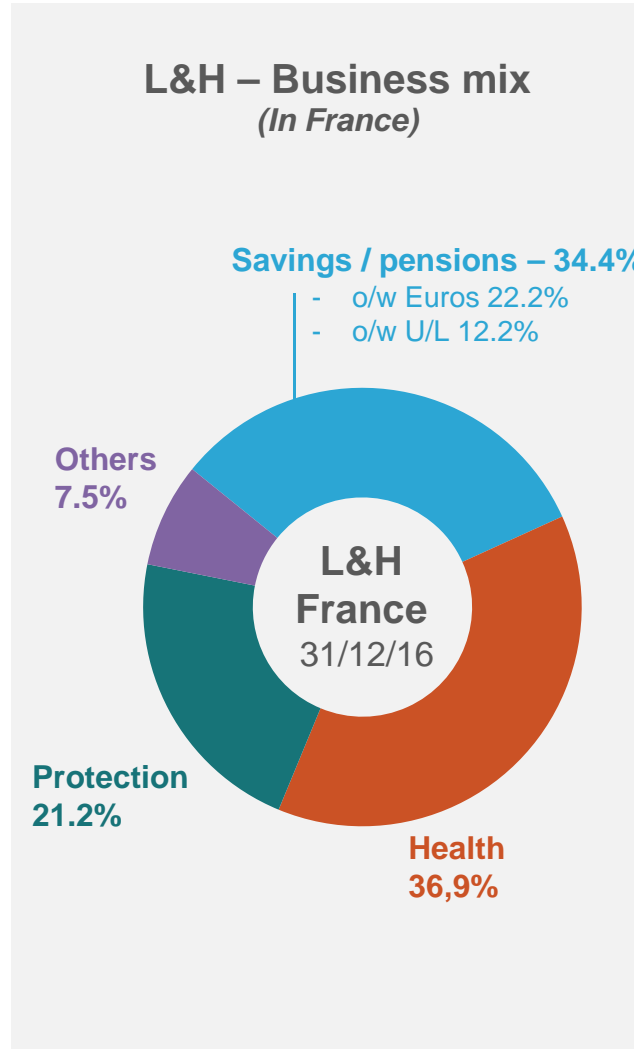
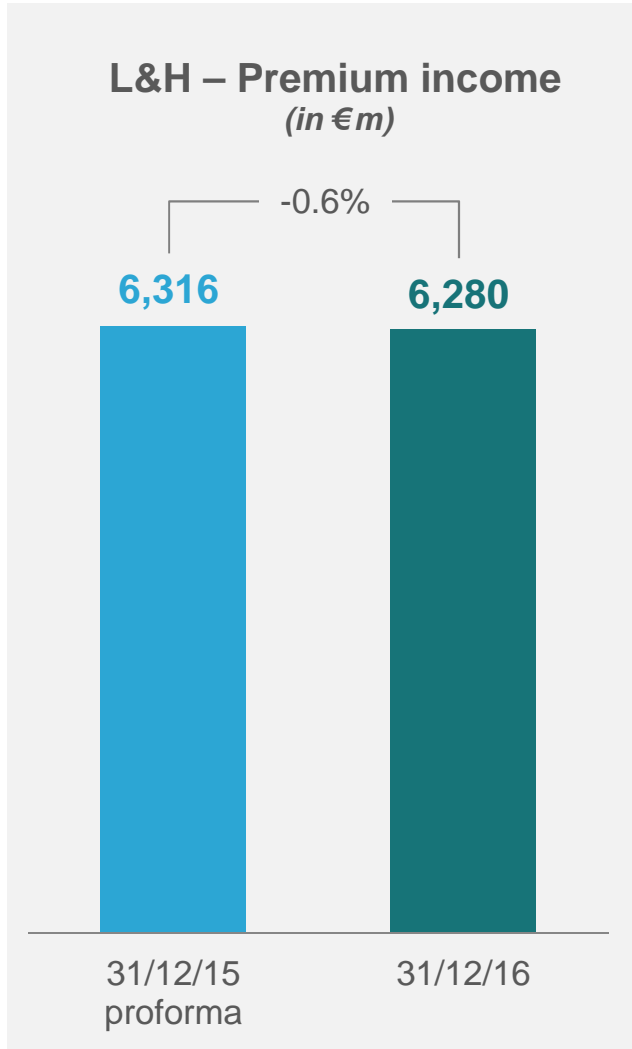
## Solid performance at 31/12/2016

# STABLE PREMIUM INCOME



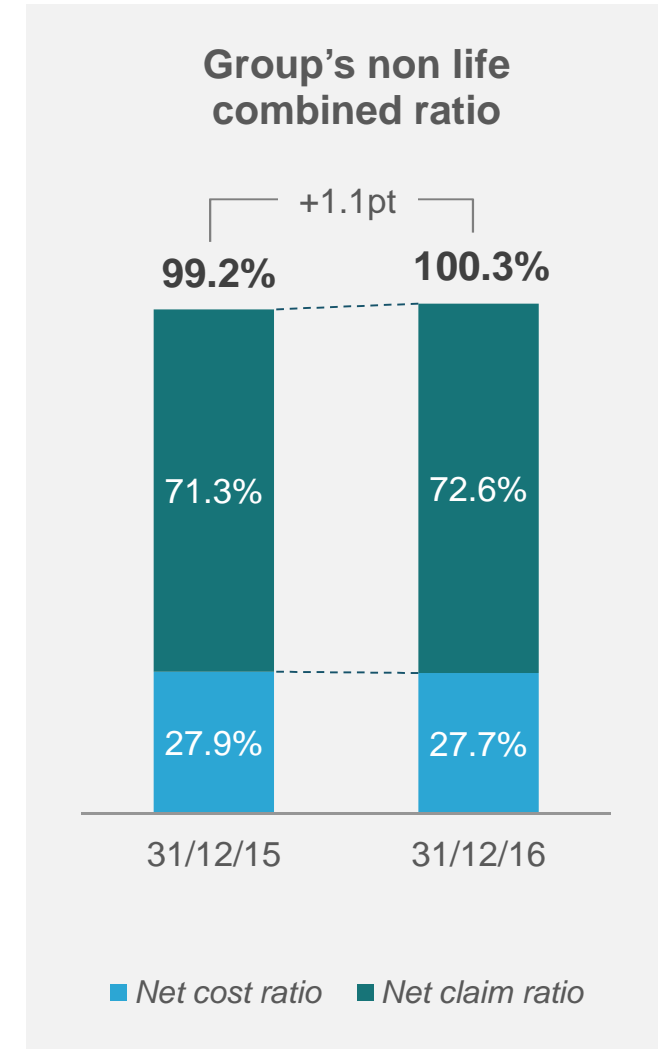
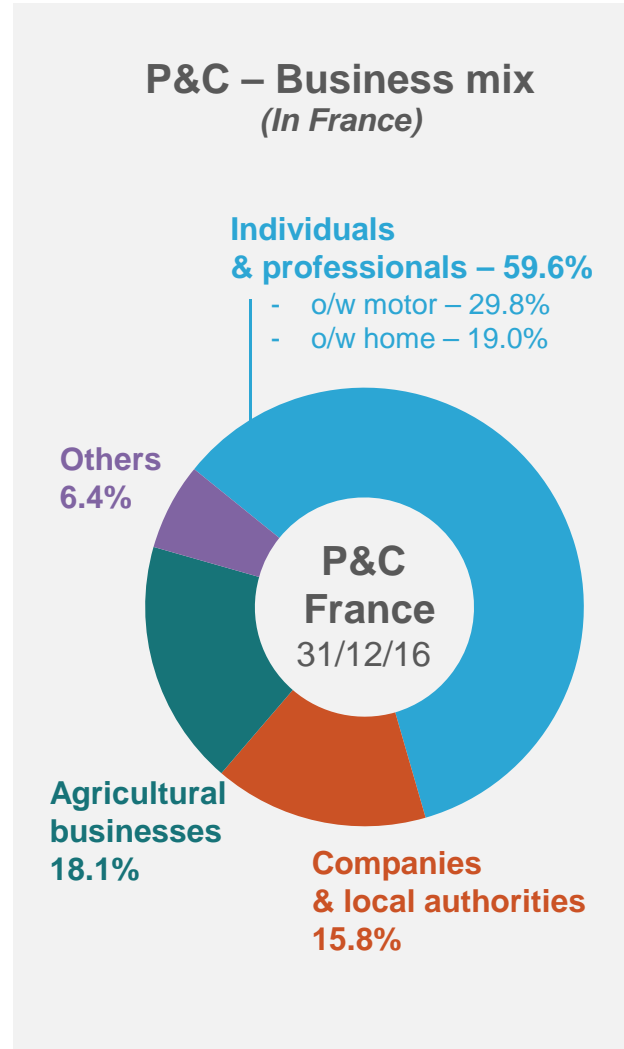
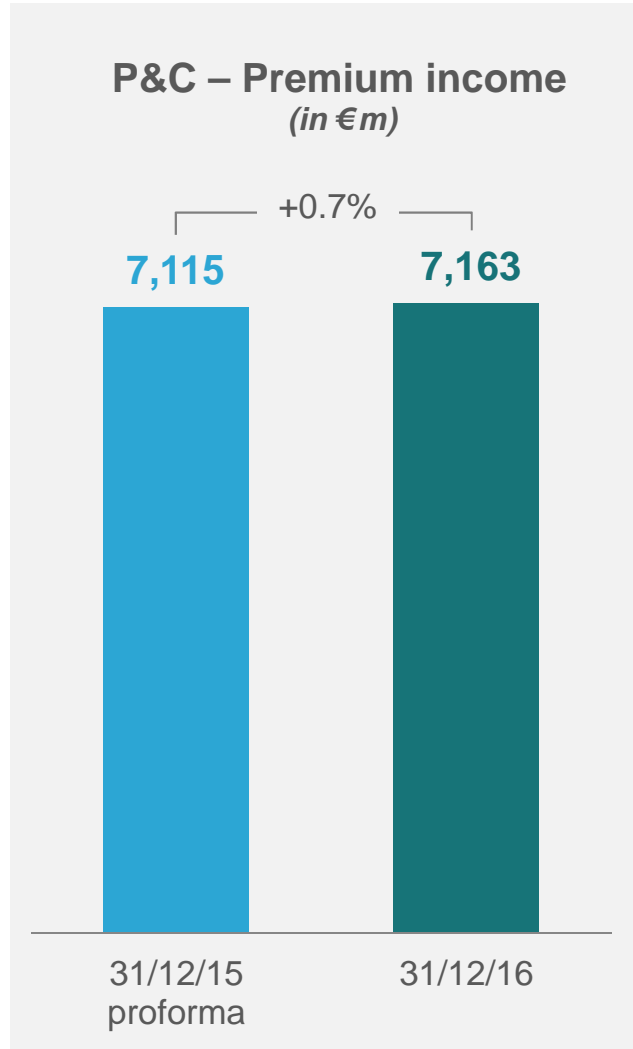
**Solid performance at 31/12/2016**

**LIFE & HEALTH INSURANCE: STEERING OF BUSINESS MIX**



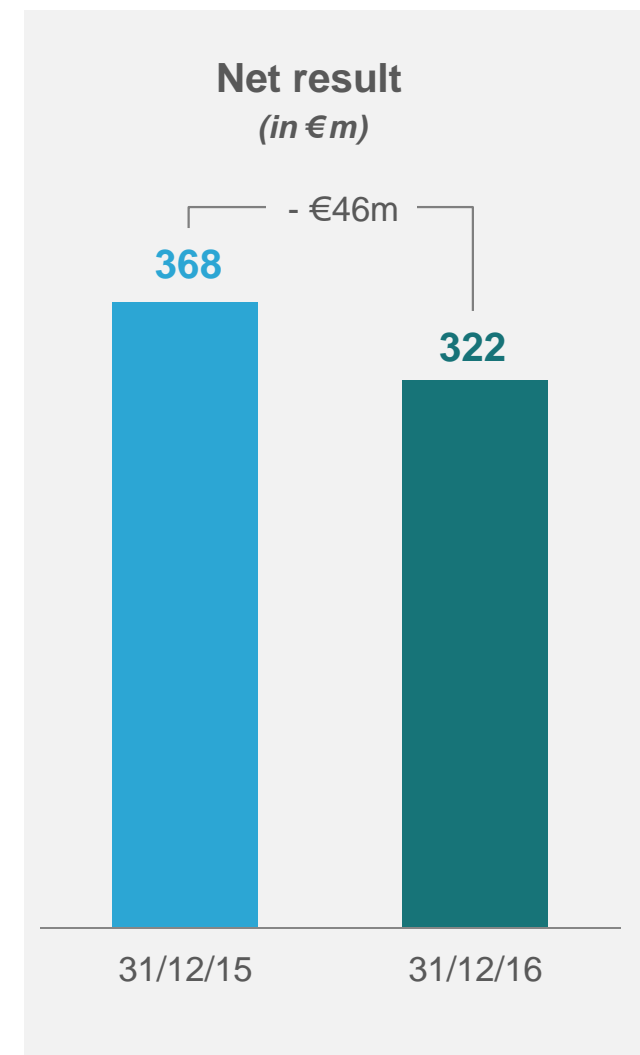
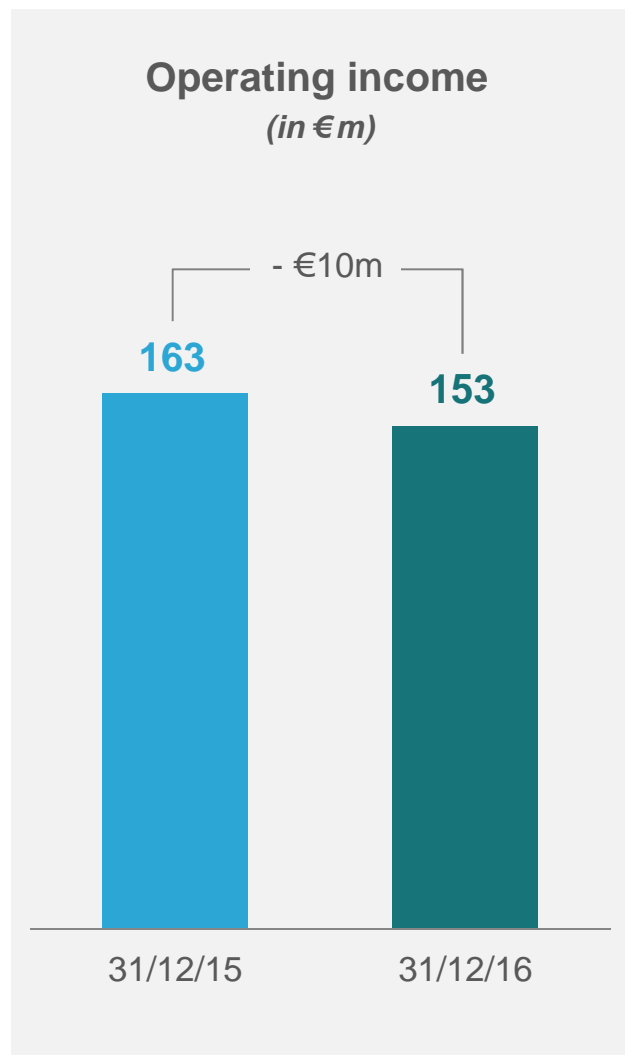
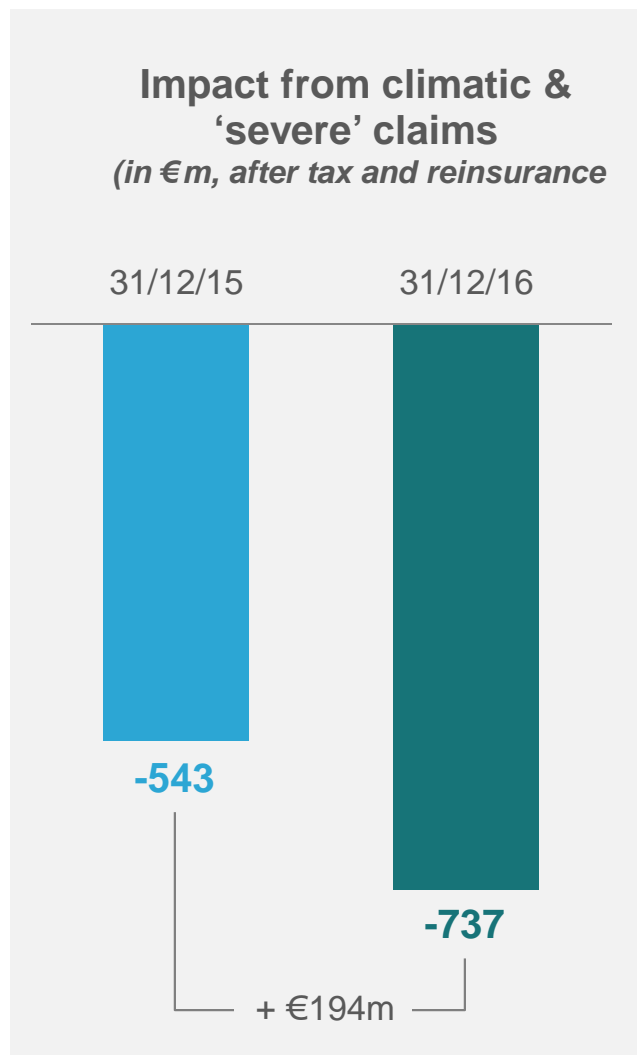
**Solid performance at 31/12/2016**

**PROPERTY & CASUALTY: CONTROL OF TECHNICAL MARGINS**



**Solid performance at 31/12/2016**

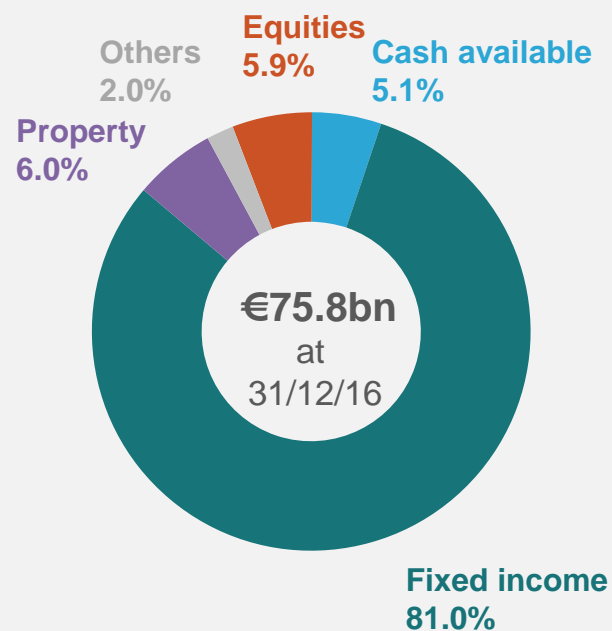
**€322M IN NET RESULT**



## Solid performance at 31/12/2016

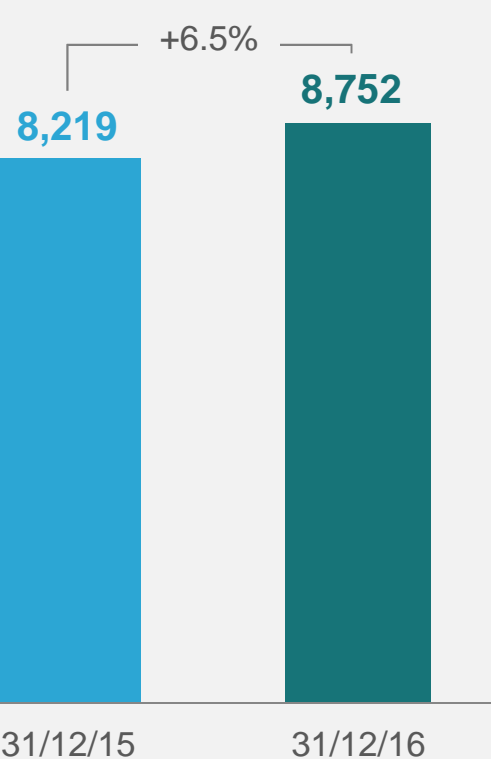
# STRONG BALANCE SHEET

### Asset portfolio breakdown



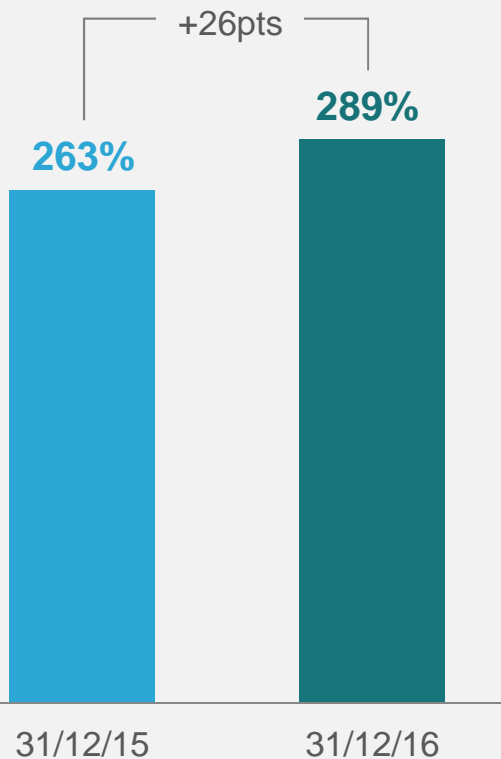
Fair value excluding unit linked, repurchase agreements and minorities

### Shareholders' equity (in €m)



of which, €190m mutual certificates issued as at 31/12/16

### Solvency 2 Margin



Preliminary data, partial internal model and incorporation of a transitional measure on technical reserves

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## Appendices

# RANKING IN FRANCE



1<sup>ST</sup>

**IN AGRICULTURAL  
INSURANCE**  
(% du total premiums)



1<sup>ST</sup>

**INSURER OF  
LOCAL AUTHORITIES**  
(number of towns insured)



1<sup>ST</sup>

**IN INDIVIDUAL  
HEALTH**  
(revenue)



2<sup>ND</sup>

**IN INDIVIDUAL  
PROTECTION**  
(revenue)



2<sup>ND</sup>

**IN HOME  
INSURANCE**  
(revenue)



4<sup>TH</sup>

**IN MOTOR  
INSURANCE**  
(revenue)



3<sup>RD</sup>

**WEB INSURER  
WITH AMAGUIZ**  
(number of clients)



6<sup>TH</sup>

**ASSISTANCE COMPANY  
WITH MUTUAIDE**  
(car assistance, travel assistance and insurance,  
home assistance, janitorial services, sport events)

8<sup>E</sup>  
**MULTI-LINE INSURER**

3<sup>E</sup>  
Property & Casualty insurer

12<sup>E</sup>  
Life & Health insurer

**7 MILLIONS  
MEMBERS AND CUSTOMERS**

**24 800  
EMPLOYEES**

Sources: Groupama, Argus de l'Assurance, FFA

## Appendices

# RANKING IN THE INTERNATIONAL MARKETS

### 4 major markets



**Italy**

7<sup>th</sup> insurer in non life



**Turkey**

2<sup>nd</sup> agricultural insurer  
8<sup>th</sup> insurer in nonlife



**Hungary**

4<sup>th</sup> insurer in non life  
1<sup>st</sup> player in bancassurance  
with the partnership with  
OTP Bank



**Romania**

5<sup>th</sup> insurer

### Other markets



Greece



Portugal



Bulgaria



Slovakia



Tunisia



China



Vietnam

**11**

**COUNTRIES OUTSIDE OF  
FRANCE**

**6 MILLIONS  
CUSTOMERS**

**7,800  
EMPLOYEES**



## Appendices

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