

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 vraie 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



1st
agricultural
insurance



1st
individual
health



2^{ème}
home
insurance



4^{ème}
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, 1st 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

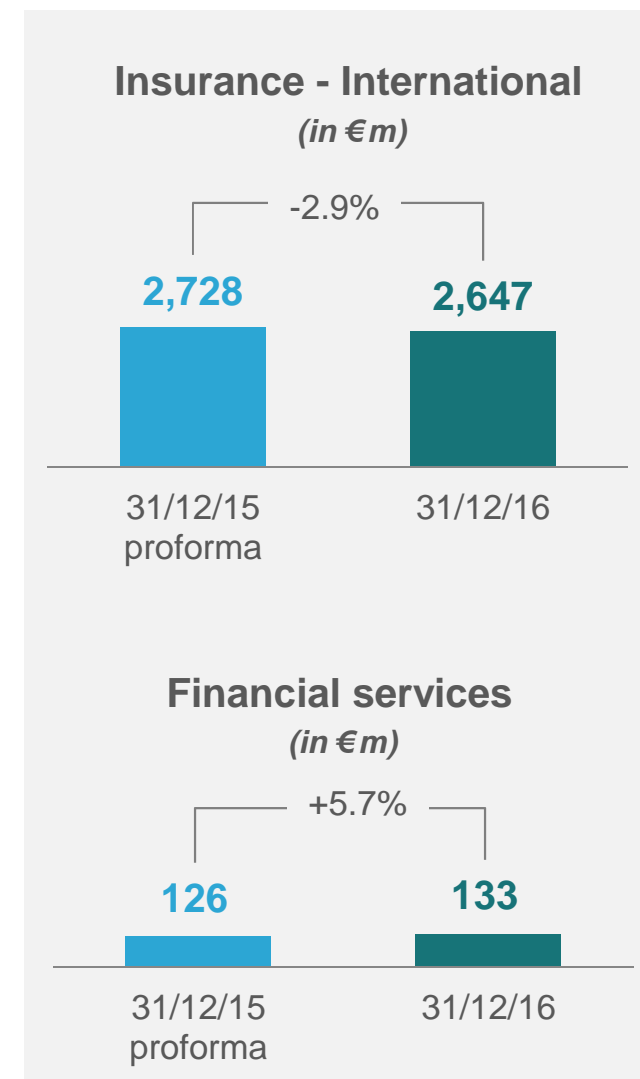
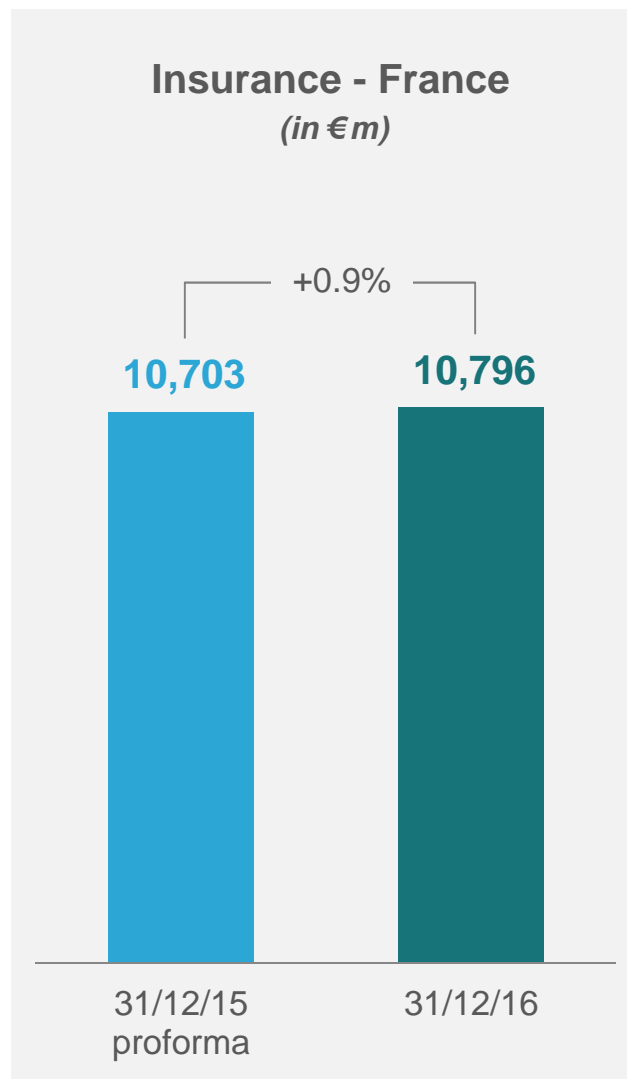
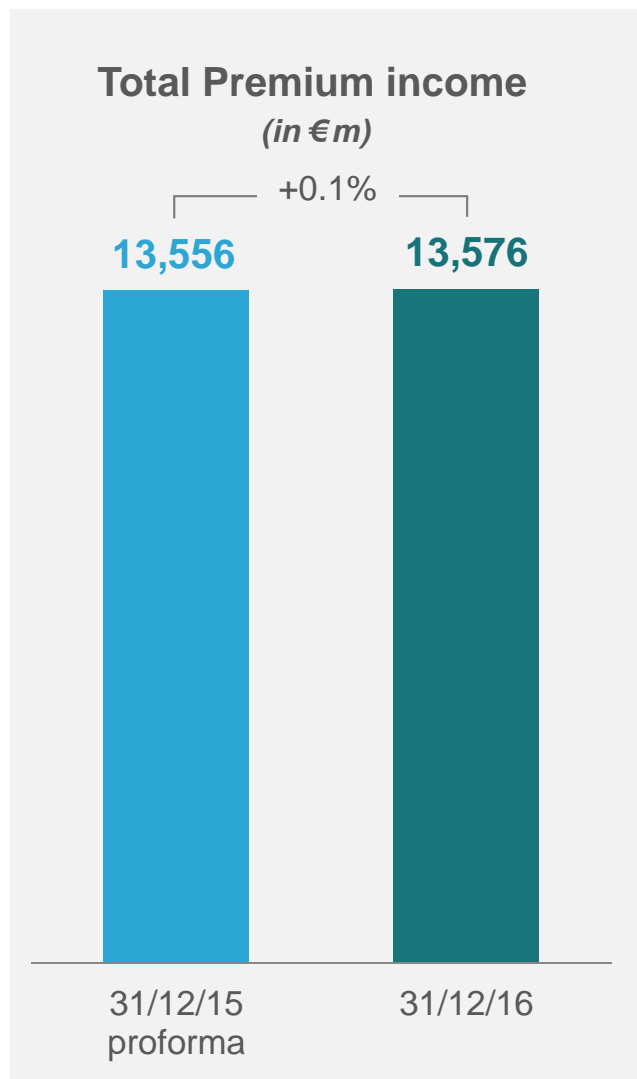
- Increase in shareholders' equity
- Solid solvency 2 margin
- Successful launch of mutual certificates with our members

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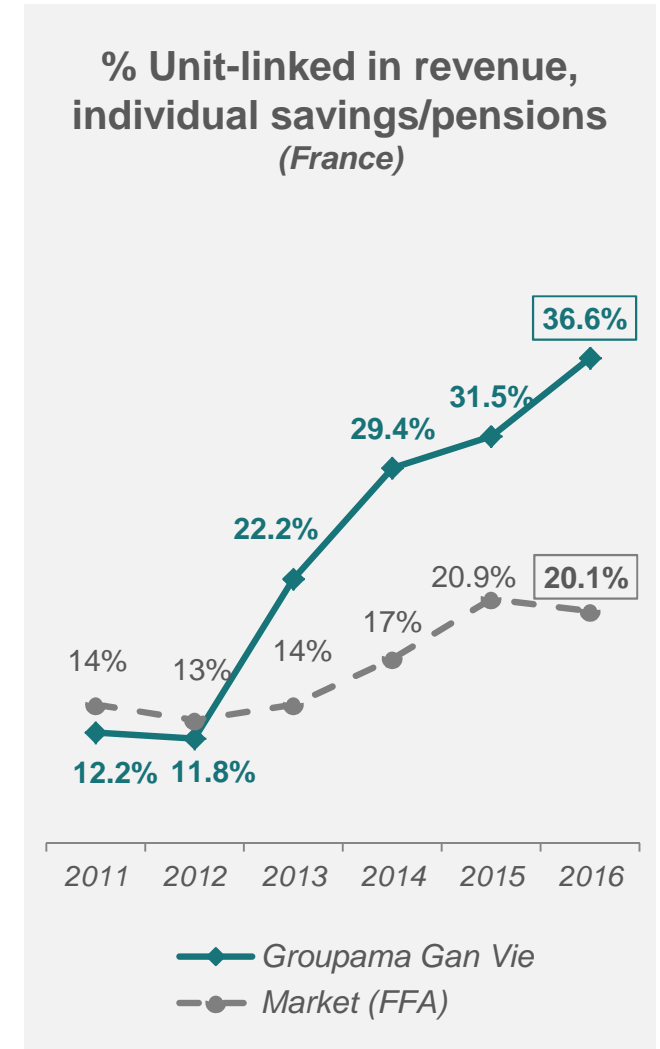
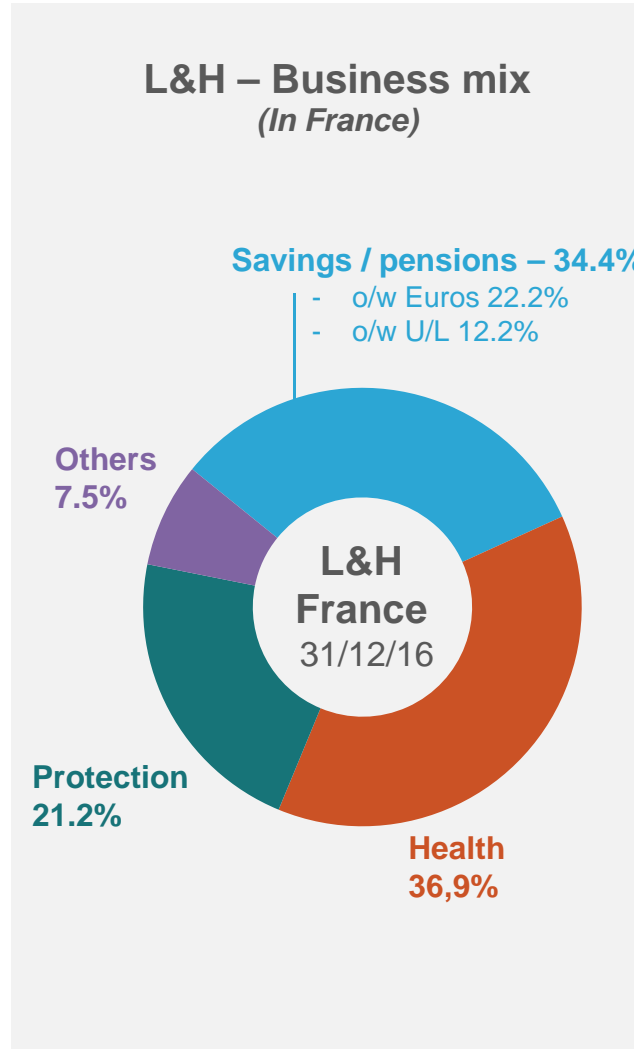
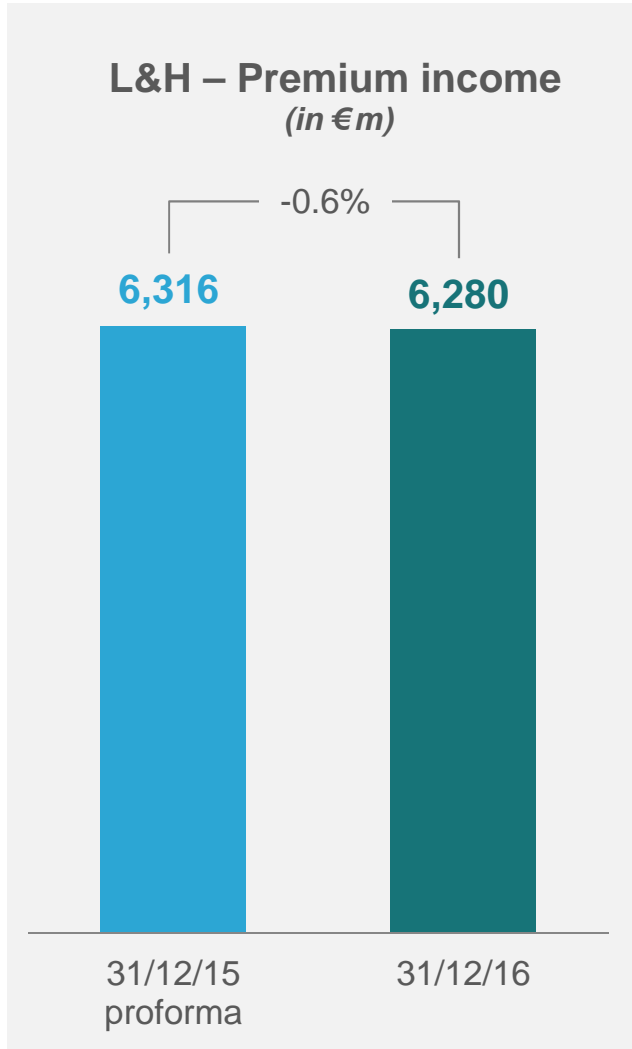
Solid performance at 31/12/2016

STABLE PREMIUM INCOME



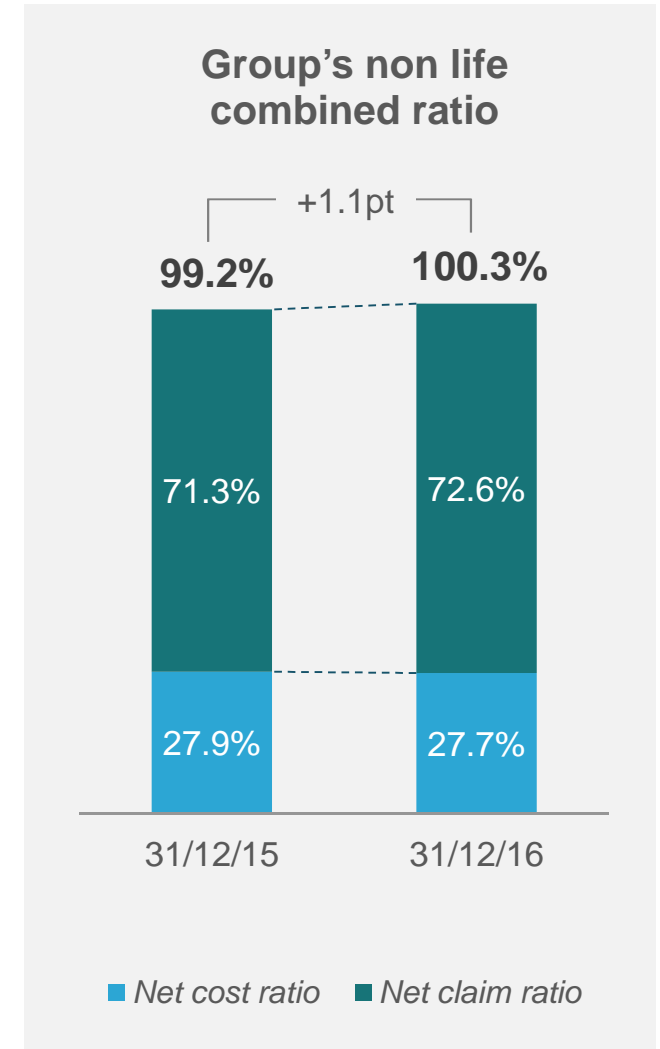
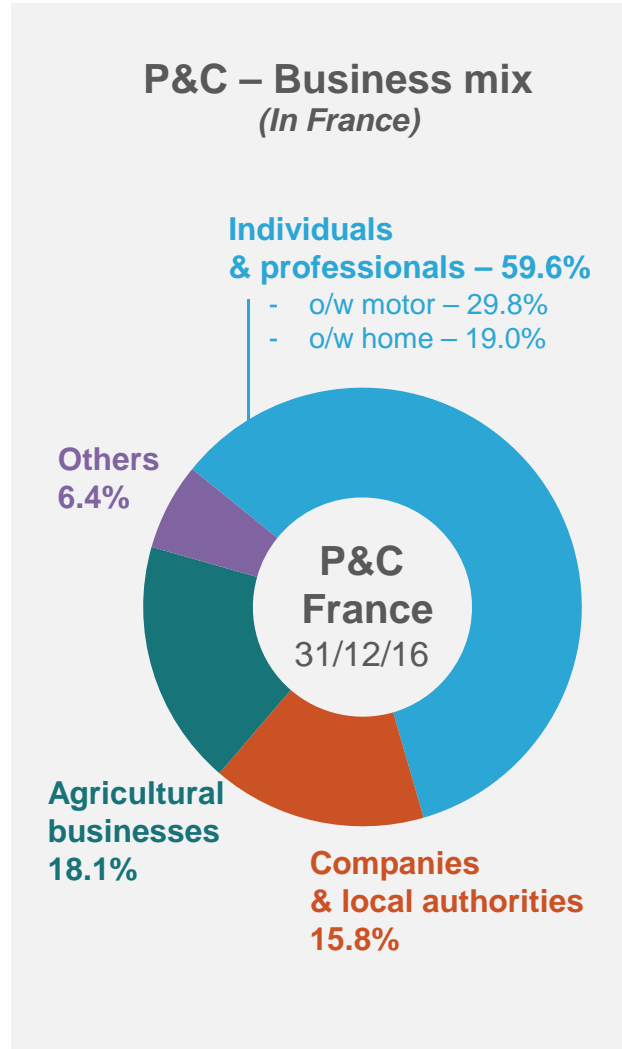
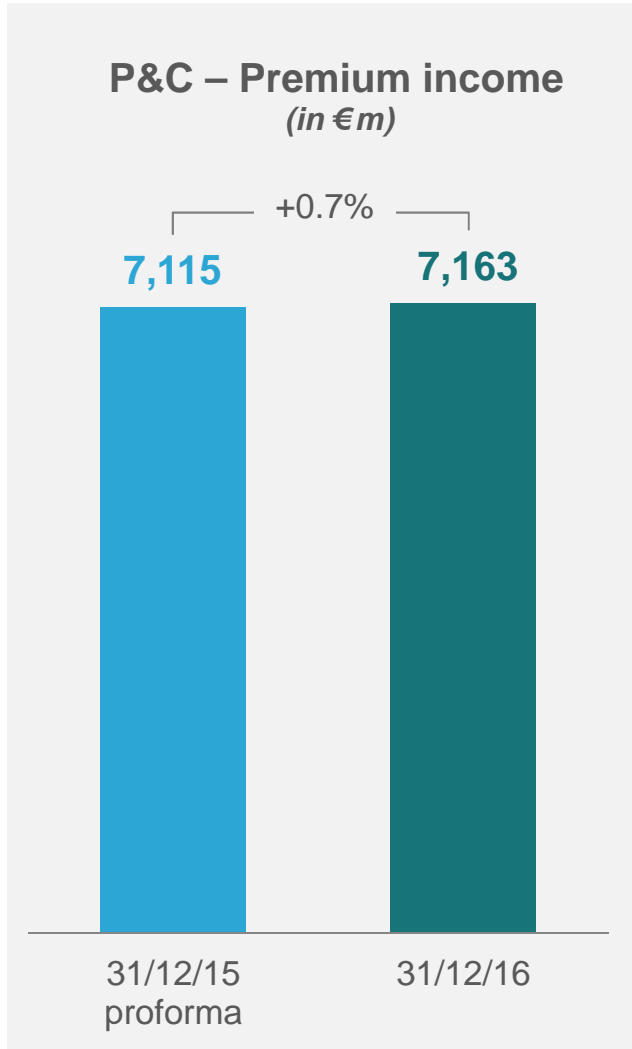
Solid performance at 31/12/2016

LIFE & HEALTH INSURANCE: STEERING OF BUSINESS MIX



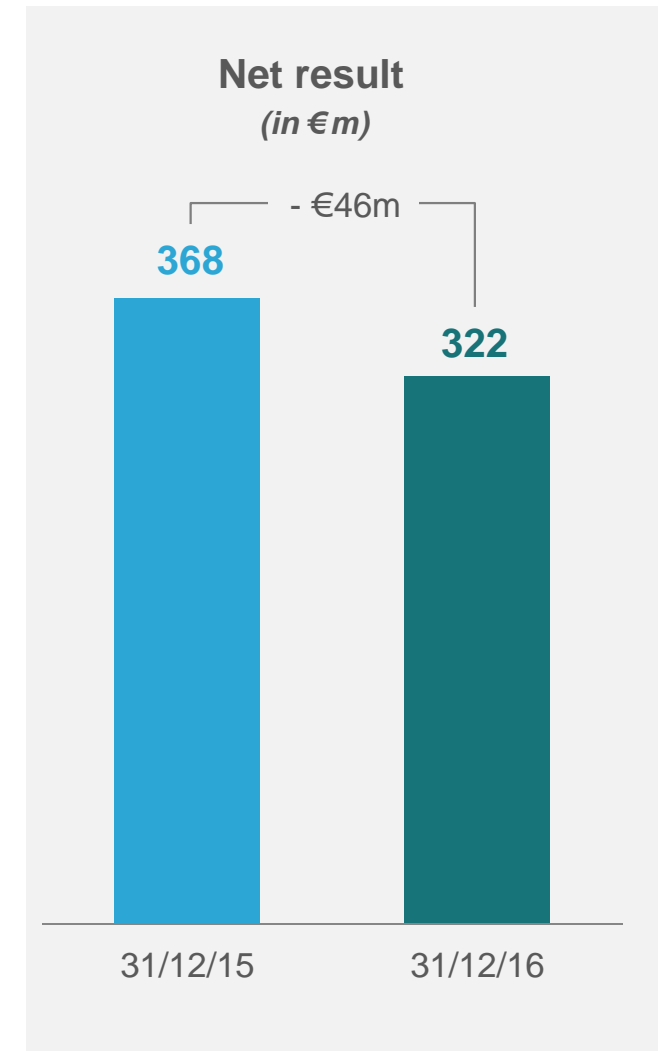
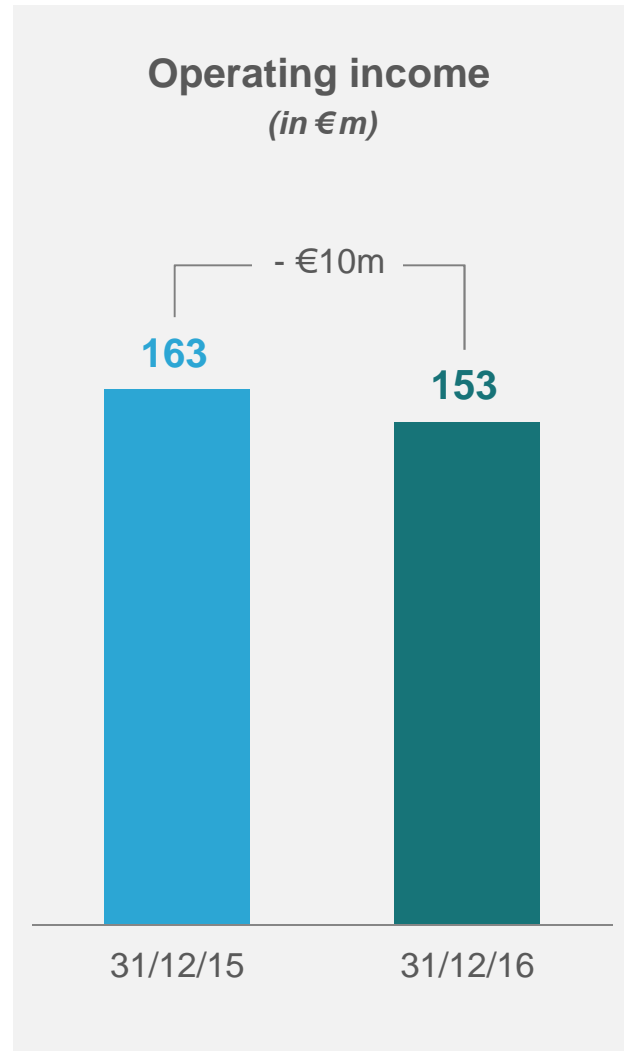
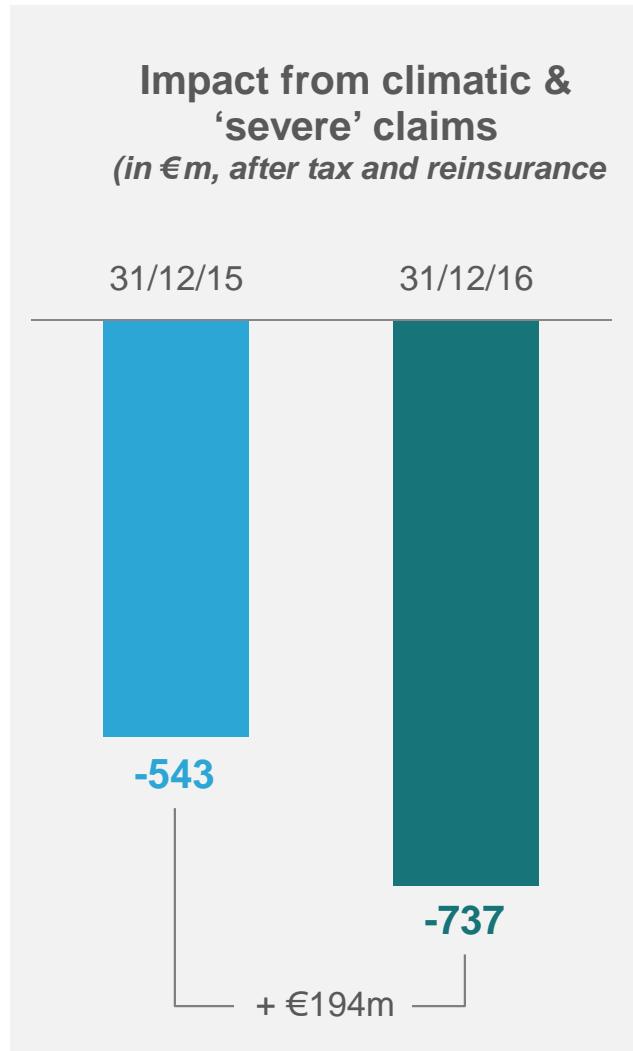
Solid performance at 31/12/2016

PROPERTY & CASUALTY: CONTROL OF TECHNICAL MARGINS



Solid performance at 31/12/2016

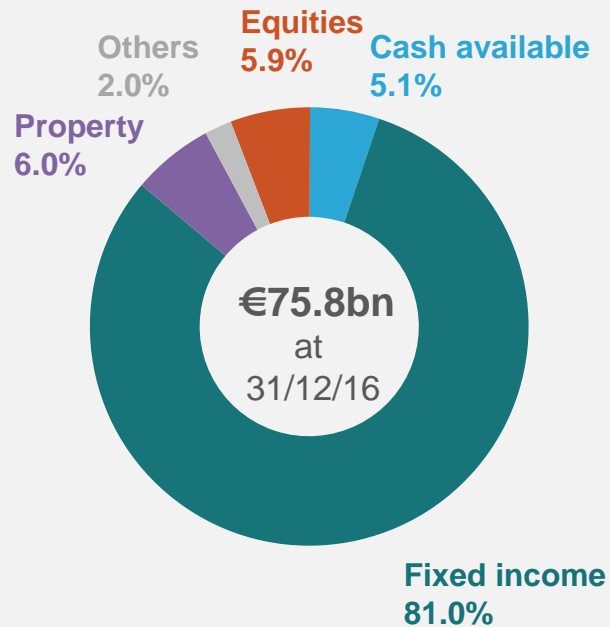
€322M IN NET RESULT



Solid performance at 31/12/2016

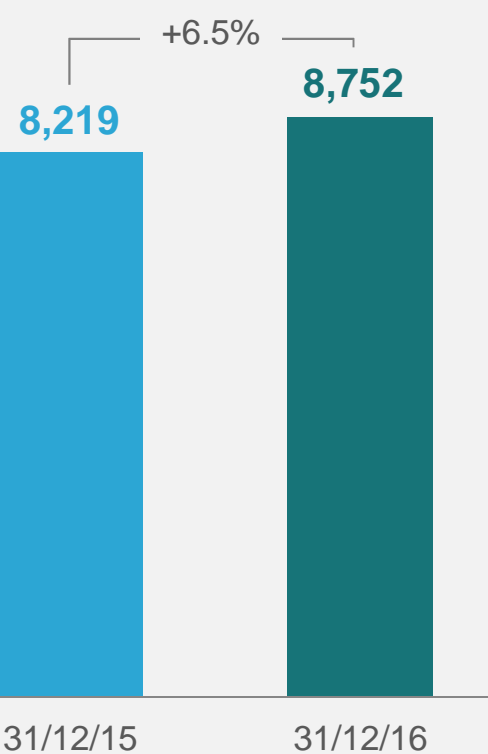
STRONG BALANCE SHEET

Asset portfolio breakdown



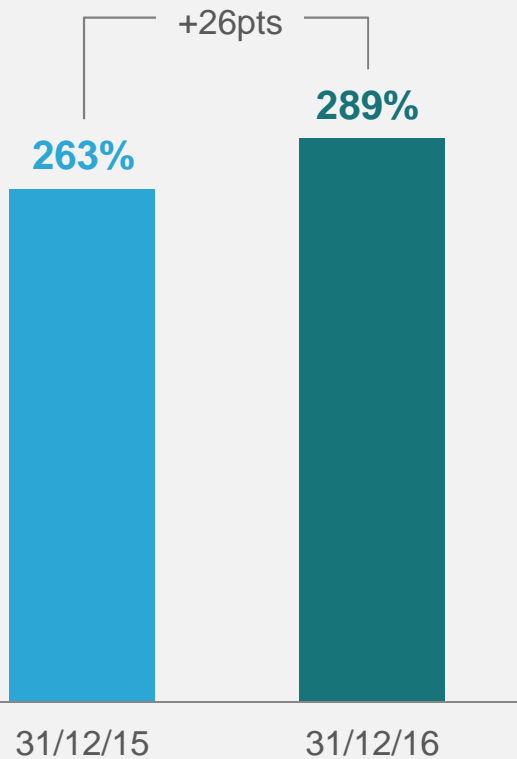
Fair value excluding unit linked, repurchase agreements and minorities

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



1ST

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



1ST

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



1ST

**IN INDIVIDUAL
HEALTH
INSURANCE**
(revenue)



2ND

**IN INDIVIDUAL
PROTECTION**
(revenue)



2ND

**IN HOME
INSURANCE**
(revenue)



4TH

**IN MOTOR
INSURANCE**
(revenue)



3RD

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



6TH

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

8^E
MULTI-LINE INSURER

3^E
Property & Casualty insurer

12^E
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

7th 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



Portugal



Bulgaria



Slovakia



Tunisia



China



Vietnam

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**COUNTRIES OUTSIDE OF
FRANCE**

**6 MILLIONS
CUSTOMERS**

**7,800
EMPLOYEES**

Appendices

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