

GROUPAMA

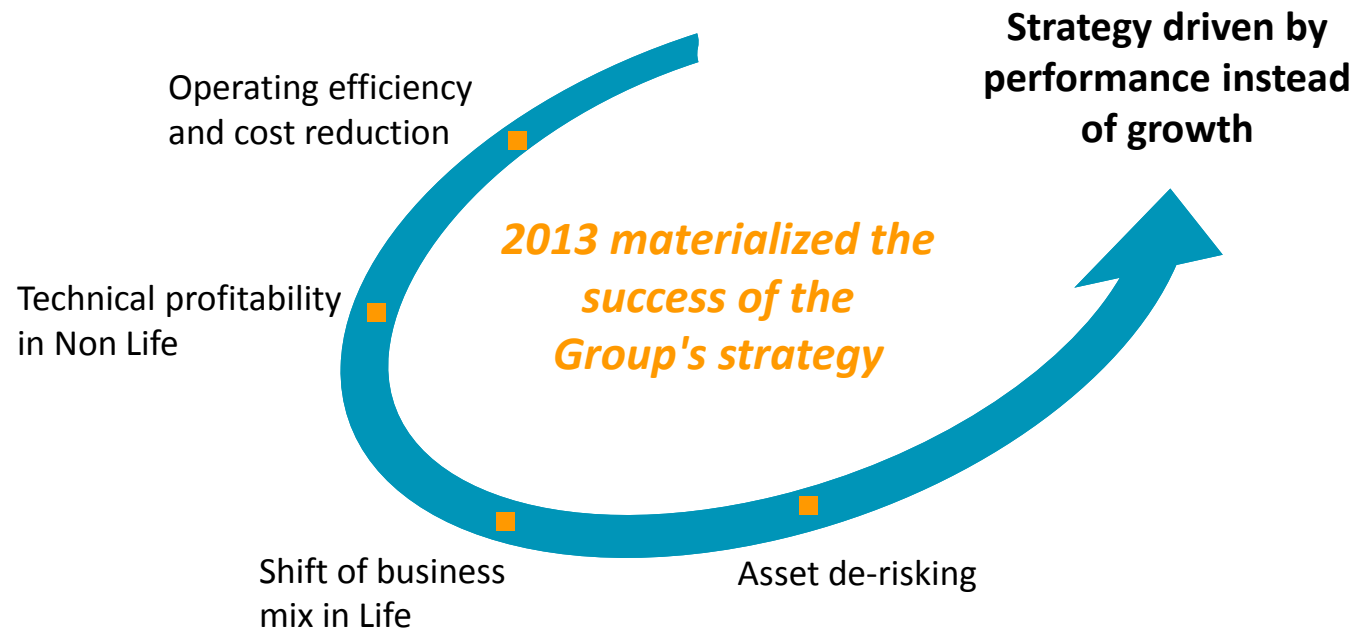
Fiscal Year 2013 Results

Media presentation
20 February 2014



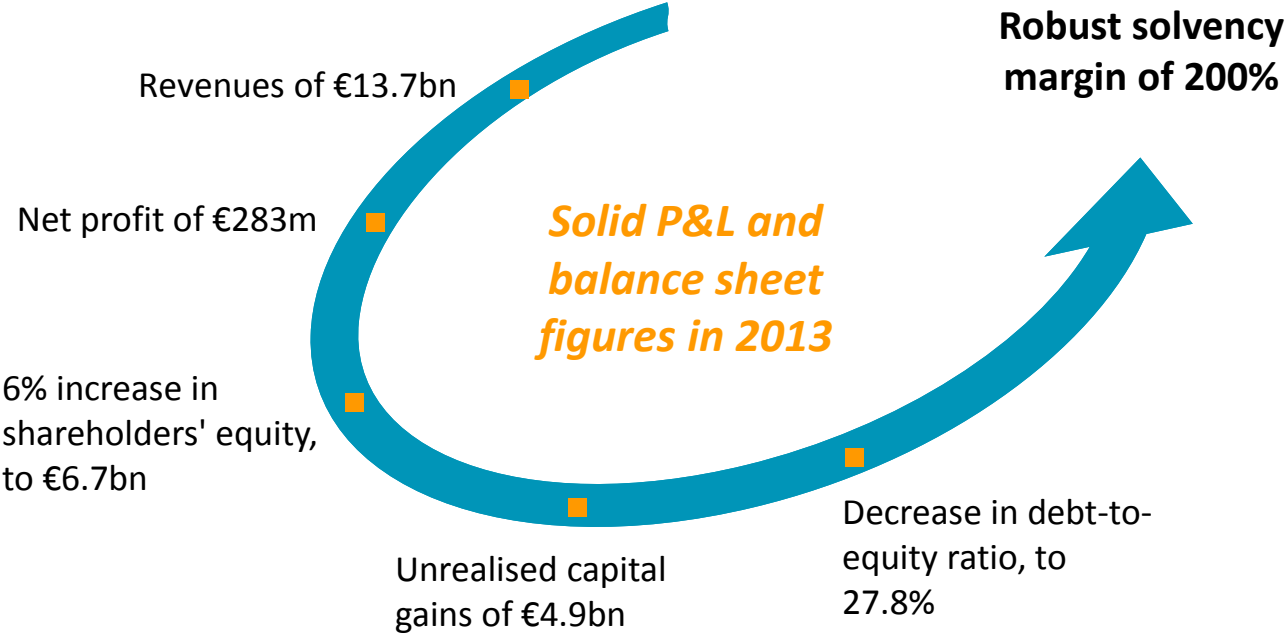


Groupama in 2013





2013 key figures



Groupama – FY 2013 Results

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A Implemented initiatives

B Solid results

C Stakes, challenges and objectives



Groupama



Prioritizing profitable growth

Groupama's total revenues

Revenues in € millions	31/12/13	like-for-like Δ
P&C	7,052	+1.5%
France	5,163	+3.6%
International	1,889	-3.9%
L&H ⁽¹⁾	6,345	-6.5%
France ⁽¹⁾	5,588	-7.8%
International	757	+5.1%
Total Insurance ⁽¹⁾	13,397	-2.4%
Financial businesses	266	+5.0%
Total Groupama	13,669	-2.3%

⁽¹⁾ excluding discontinued operations: Assuvie, €6M at 31/12/13

- ▶ In France, market positions reinforced in P&C
 - Motor insurance, Home insurance, Agricultural lines⁽²⁾
- ▶ In L&H, a strategy based on differentiation
 - Individual health, Individual protection
 - Individual savings, U/L
- ▶ Development of specialised insurance businesses with strong profitability
 - Assistance and Legal protection
- ▶ International markets with high potential
 - Hungary, Turkey, China⁽³⁾

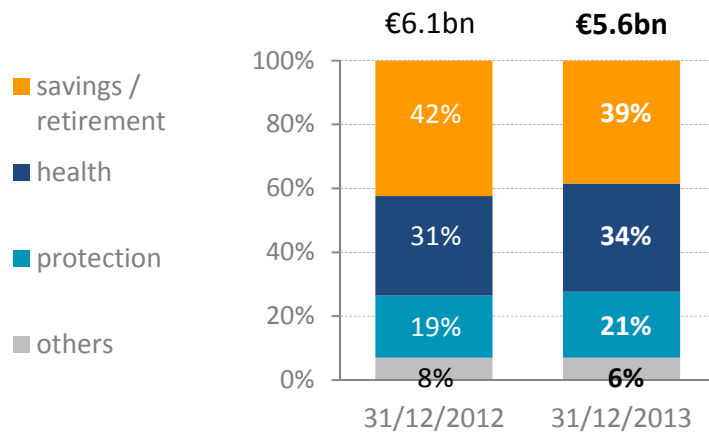
⁽²⁾ agricultural risks, climatic risks, agricultural equipment insurance

⁽³⁾ Groupama Avic China is consolidated through equity method – Groupama holds a 50% stake.



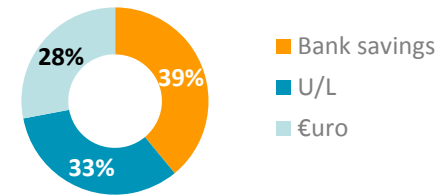
Shifting business mix in L&H

Business mix in L&H (France)

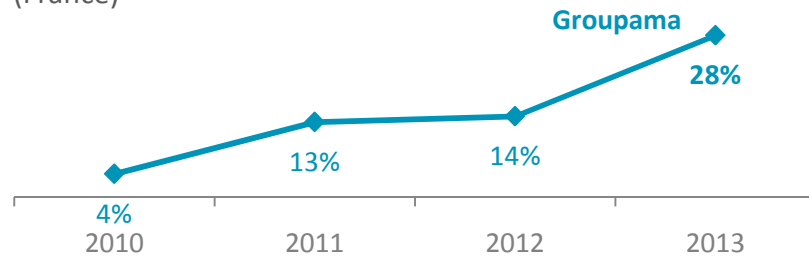


- ▶ Increased weight of health and protection businesses
- ▶ Winning comprehensive savings approach
 - Increase and portfolio shift into U/L products :
 - Increase in bank savings
- ▶ Strategy that bears fruits:

First results of the 2014 savings campaign⁽¹⁾



% U/L in individual savings revenues (France)

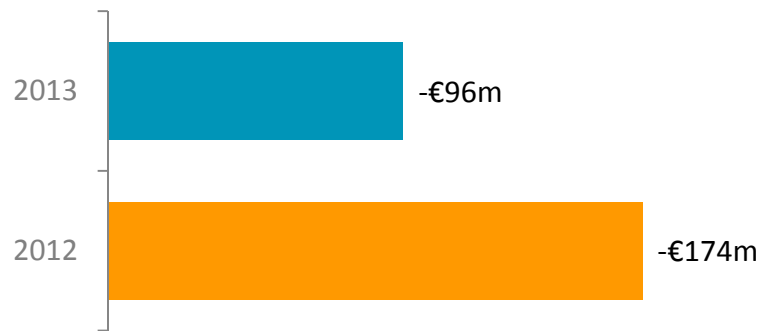


⁽¹⁾ total inflows from 06/01/2014 to 08/02/2014

Proactively cutting cost

Decrease in cost

In € millions



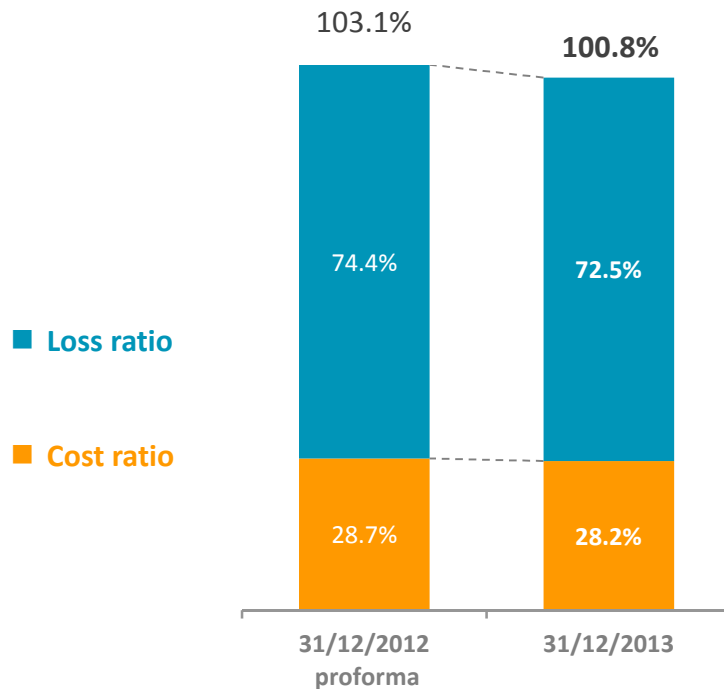
**-€270m in 2 years,
a 10% cut**

- ▶ A programme intended for the long term
 - At the Group level
 - In all entities
 - On all cost items
 - 5 completed voluntary redundancy plans
- ▶ Decreases in cost ratios
 - Non Life: 28.2% in 2013 (% of premiums)
 - Life: 0.96% in 2013 (% of reserves)



Enhancing operating profitability in non life

Groupama's non life combined ratio

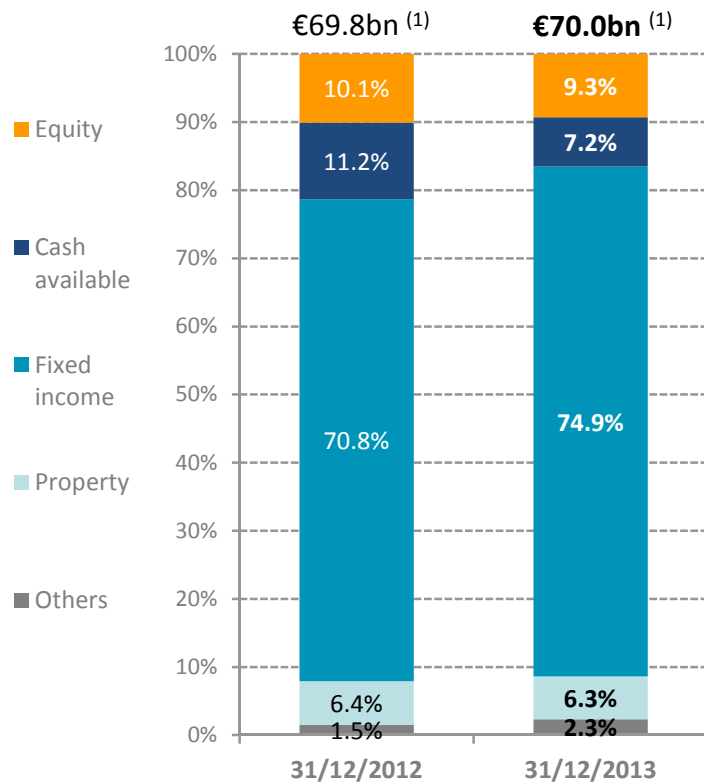


- ▶ Full range of actions
 - Tariffs increases and segmentation
 - Portfolio surveillance and pruning
 - Control over claims costs
- ▶ Improved non life combined ratios
 - France: 100.9% (-2.5 points)
 - International: 100.5% (-1.5 point)
- ▶ Despite increasing weight of climatic claims in France
 - 7 points in 2013 (+2.3 points YoY, +€180m YoY)



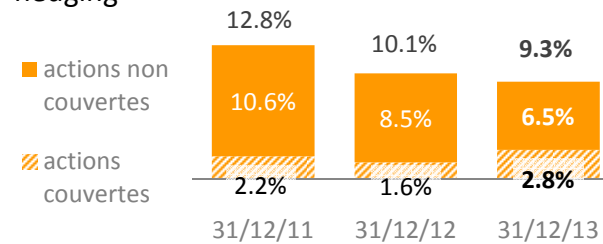
De-risking the asset portfolio and diversifying investments

Breakdown of the asset portfolio ⁽¹⁾



- ▶ A 40% decrease in cost value over a 2-year period
 - Decrease of -€3.6bn

- ▶ Exposure to equity in fair value of 6.5% net of hedging



- ▶ Declining cash portion
- ▶ €4.9bn of unrealised capital gains

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

Groupama – FY 2013 Results

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A *Implemented initiatives*

B **Solid results**

C *Stakes, challenges and objectives*



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Solid results and balance sheet

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**2013 Net Profit of
€283m
(-€589m in 2012)**

**2013 Solvency Margin
of 200%
(179% in 2012)**

- ▶ Net operating profit of €16m
 - Benefitting from the improved technical margins in non life and life
 - Impacted by €120m⁽¹⁾ from climatic events in France
- ▶ Net profit of €283m
- ▶ Strengthened solvency margin at 200%
- ▶ 6% increase in Group's shareholders' equity, at €6.7bn
- ▶ Decrease in debt-to-equity ratio
 - From 28.5% in 2012 to 27.8% in 2013

⁽¹⁾ amount net of taxes

Groupama – FY 2013 Results

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A *Implemented initiatives*

B *Solid results*

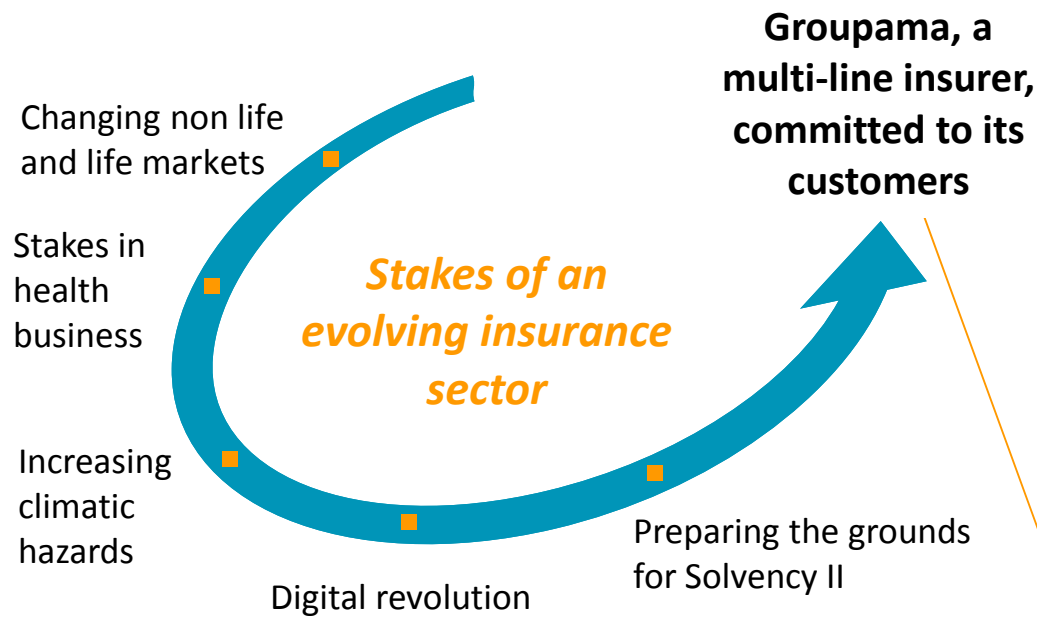
C **Stakes, challenges and objectives**



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Stakes, challenges and objectives



- Further implementing a **strategy focused on profitable growth**
 - Based on quality in customer relationship, loyalty and multi-equipment
- With operating objectives by business lines:
 - **98% in non life combined ratio**
 - **Increase in weight of health and protection businesses**
 - **Strategy of diversification in individual savings** into U/L and banking savings products, with a targeted breakdown of **1/3 Euros – 1/3 UC – 1/3 Bank**
- And a strong commitment of the Group's men and women