

# FULL YEAR 2019 RESULTS

*Analysts Conference Call – 13 March 2020*

**Key messages**

# SIGNIFICANT INCREASE IN THE OPERATING INCOME



**€14.4bn**  
Premium Income

Increase in both P&C and  
L&H insurances



**€413m**  
Economic  
Operating Income

Non life combined ratio  
of 97.0%



**€345m**  
Net Income

Capital gains realised  
notably on the sale of a  
building in Paris

**Key messages**

# FINANCIAL STRENGTH

**€600m**

Mutual Certificates  
outstanding



€60m of mutual certificates  
issued in 2019

**€10.2bn**

IFRS Group's equity



Increase in  
IFRS equity

**178%**

Solvency Ratio  
(302% with transitional measure)



'A' Positive  
IFS rating by Fitch Ratings

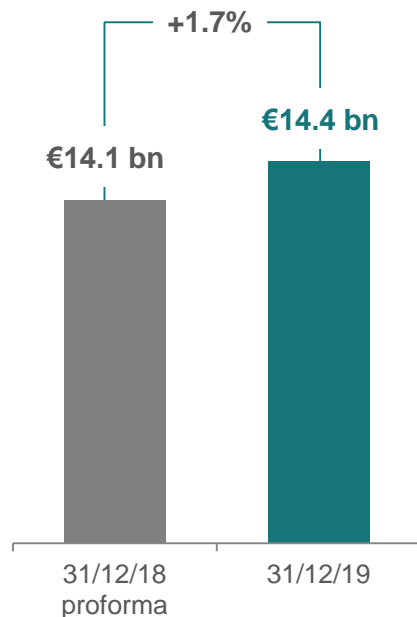
# GROUPAMA GROUP FY 2019 RESULTS

- 1. Business performance**
2. Financial strength
3. Appendices

## Business performance

# PREMIUM INCOME

Total premium income



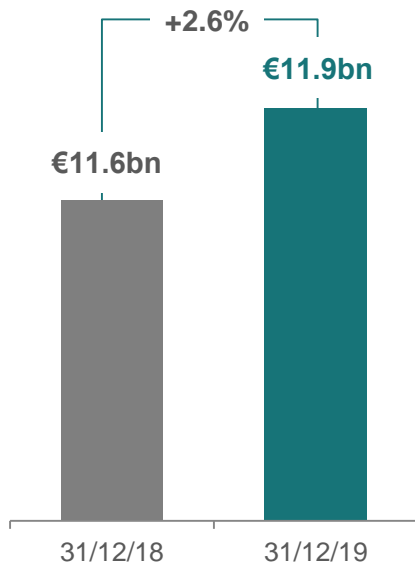
Premium income breakdown

Premium income In millions of euros	31/12/18	31/12/19	Like-for-like Δ
	Proforma		
<b>P&amp;C</b>	<b>7,296</b>	<b>7,377</b>	<b>+1.1%</b>
France	5,621	5,755	+2.4%
International	1,675	1,623	-3.2%
<b>L&amp;H</b>	<b>6,673</b>	<b>6,836</b>	<b>+2.4%</b>
France	5,936	6,102	+2.8%
International	737	734	-0.4%
<b>Total Insurance</b>	<b>13,969</b>	<b>14,213</b>	<b>+1.7%</b>
Financial businesses	169	168	-1.0%
<b>Total – Groupama</b>	<b>14,138</b>	<b>14,381</b>	<b>+1.7%</b>

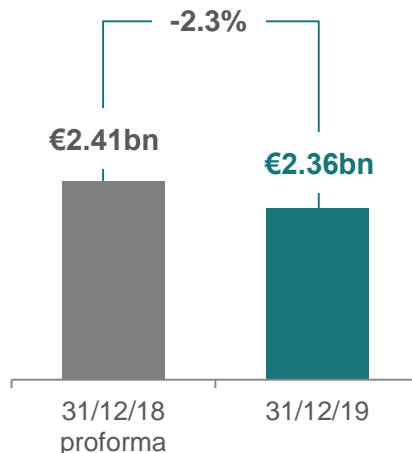
**Business performance**

# FRANCE AND OUTSIDE FRANCE PREMIUM INCOME

Premium income  
France



Premium income  
International



International premium income breakdown

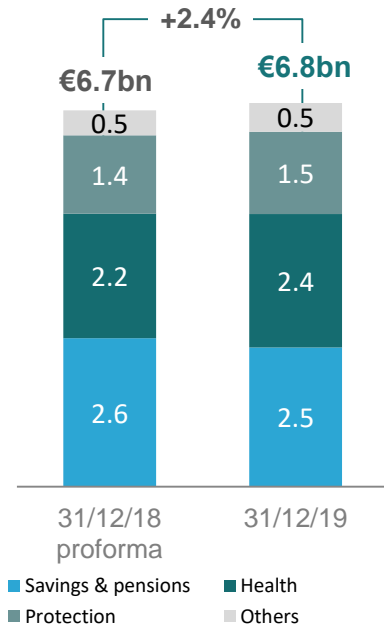
In millions of euros	31/12/19	Like-for-like Δ
Italy	1,334	-9.9%
CEEC (Hungary, Romania, Bulgaria)	618	+7.0%
Other countries <sup>(1)</sup>	404	+14.1%
<b>Total Insurance - International</b>	<b>2,357</b>	<b>-2.3%</b>

(1) mainly Turkey and Greece

## Business performance

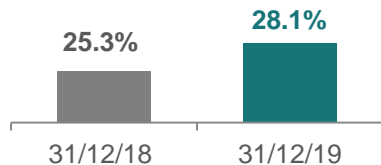
# LIFE & HEALTH INSURANCE

L&H Premium income

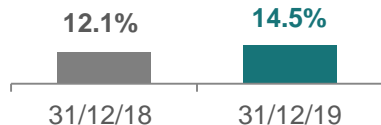


■ Savings & pensions ■ Health  
■ Protection ■ Others

Share of unit-linked in individual savings reserves (France)

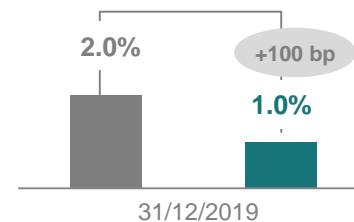


Share of unit-linked in group pensions reserves (France)

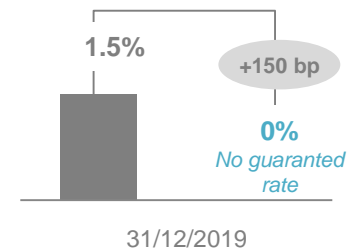


Financial Leeway (Groupama Gan Vie)

Inforce business



New business



■ Asset yield (GGVie)  
■ Average guaranteed rate

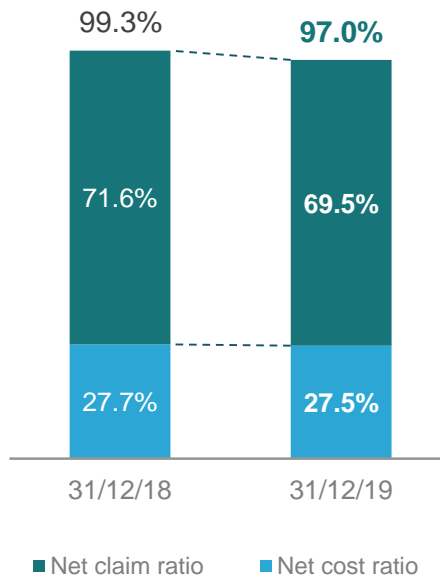
**Business performance**

**PROPERTY & CASUALTY INSURANCE**

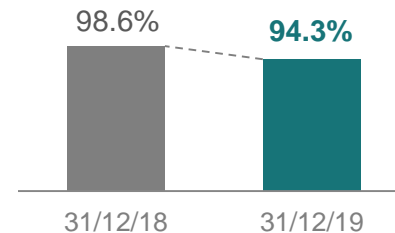
P&C Premium income



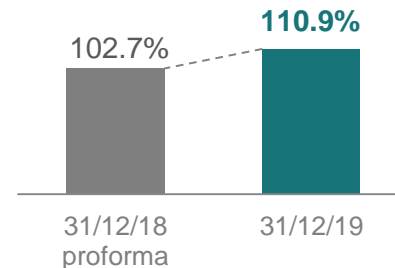
Non-life combined ratio Group



Non-life combined ratio France



Non-life combined ratio International





**Group results**

# ECONOMIC OPERATING INCOME

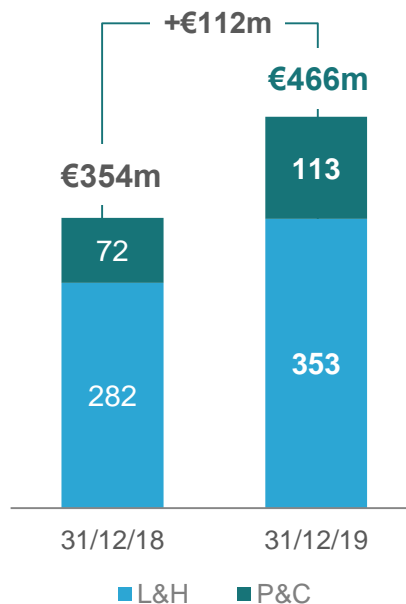
## Operating income P&C

In €m	France	Int'l	Total P&C
31/12/18	59	13	72
<b>31/12/19</b>	<b>223</b>	<b>-110</b>	<b>113</b>

## Operating income L&H

In €m	France			Int'l	Total L&H
	GGVIE	Other entities	Total		
31/12/18	80	172	252	30	282
<b>31/12/19</b>	<b>128</b>	<b>211</b>	<b>339</b>	<b>14</b>	<b>353</b>

## Operating income Total Insurance

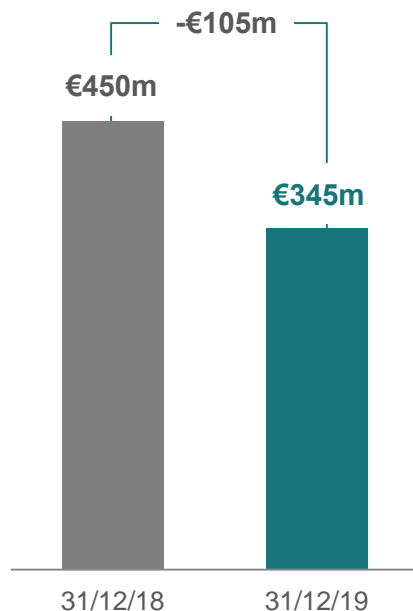


## Breakdown of Groupama operating income

In €m	31/12/18	31/12/19
Insurance	354	<b>466</b>
Financial activities	34	<b>38</b>
Holdings	-89	<b>-90</b>
<b>TOTAL</b>	<b>298</b>	<b>413</b>

## Group results NET INCOME

Net income



Breakdown of Groupama net income

In €m	31/12/18	31/12/19
Economic operating income	298	413
Net realised capital gains <sup>(1)</sup>	351	354
Long-term impairment losses on financial instrument <sup>(1)</sup>	-7	-71
Gains or losses on financial assets booked at fair value <sup>(1)</sup>	-25	9
Financing expenses	-57	-63
Net profit from disposal activities	-2	-4
Goodwill impairment	0	-183
Other costs and income	-109	-110
<b>Net income</b>	<b>450</b>	<b>345</b>

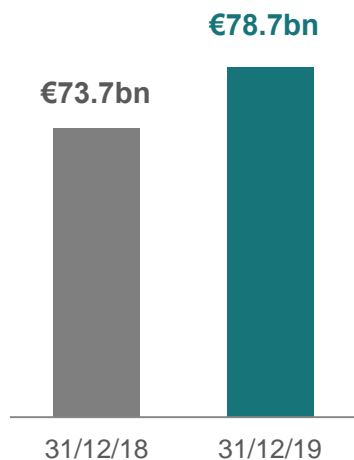
<sup>(1)</sup> amounts net of profit sharing and tax

# GROUPAMA GROUP FY 2019 RESULTS

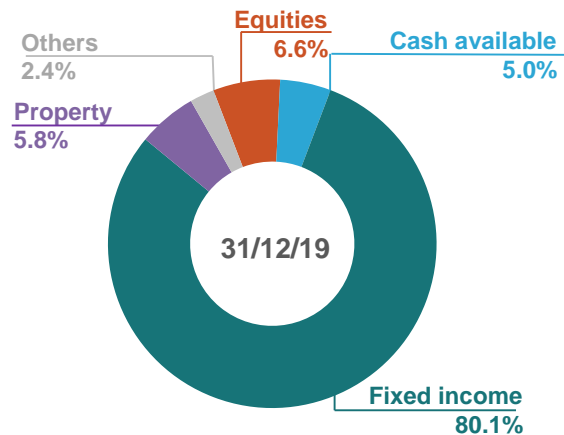
1. Business performance
- 2. Financial strength**
3. Appendices

## Balance sheet ASSET BREAKDOWN

Asset portfolio\*



Asset portfolio breakdown\*



Unrealised capital gains

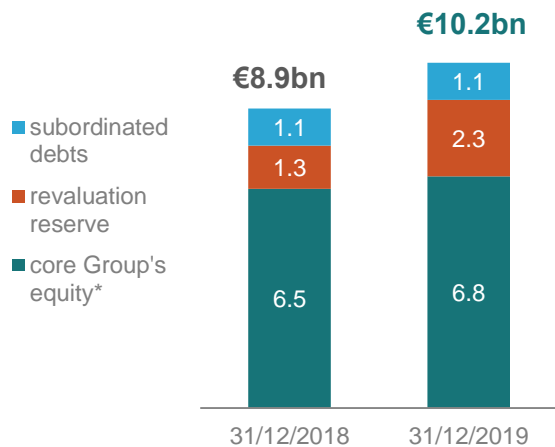
In € bn	31/12/18	31/12/19
Fixed income	5.2	7.4
Equities	0.6	1.2
Property	2.2	2.3
<b>Total</b>	<b>8.0</b>	<b>10.9</b>

\* Fair value, excluding unit linked, repurchase agreements and minorities

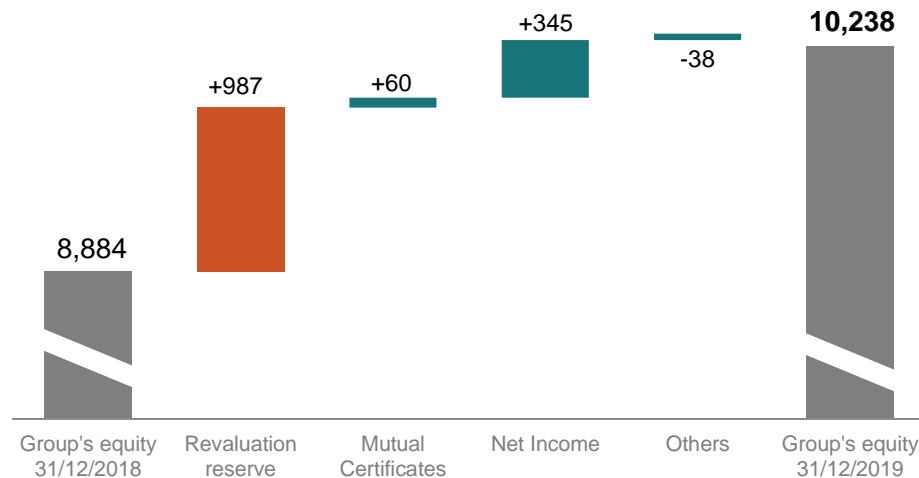
**Balance sheet**

**GROUP'S EQUITY**

**IFRS Group's equity**  
(in €bn)



**Change in IFRS Group's equity**  
(in €m)



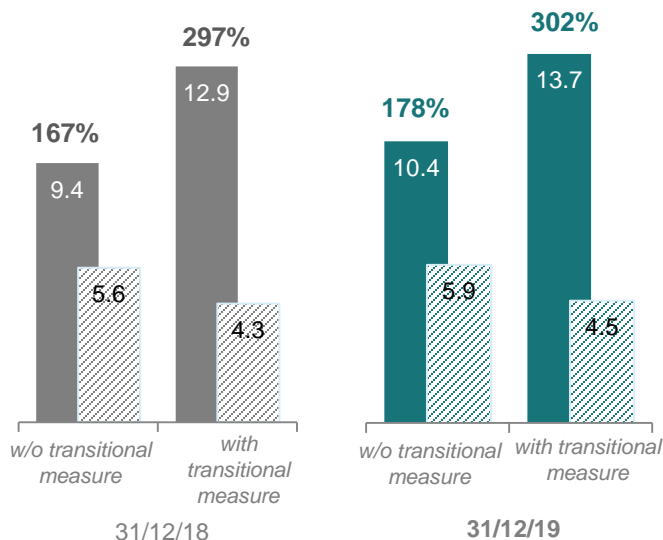
\* Core Group's equity: initial capital, retained earnings

**Balance sheet**

# SOLVENCY RATIO

**Solvency ratio  
with and without transitional measure**

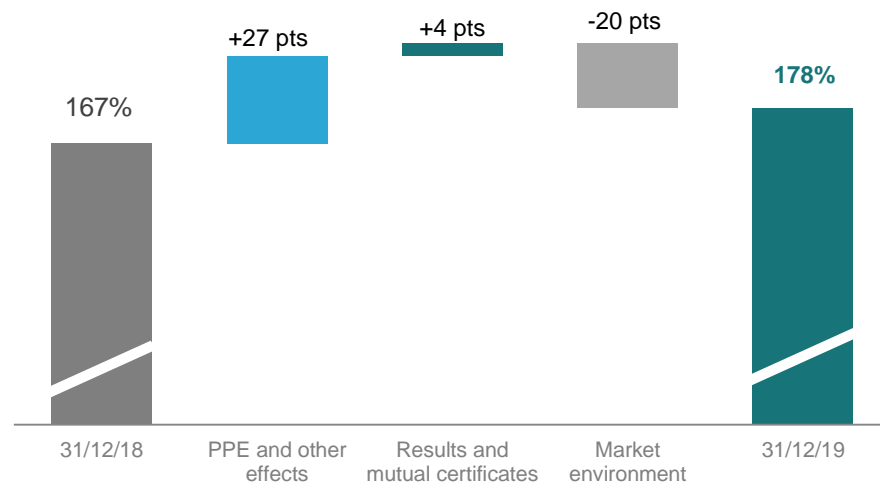
*In €bn*



■ eligible own funds (S2)  
▨ capital requirement (SCR)

**Solvency ratio roll-forward**

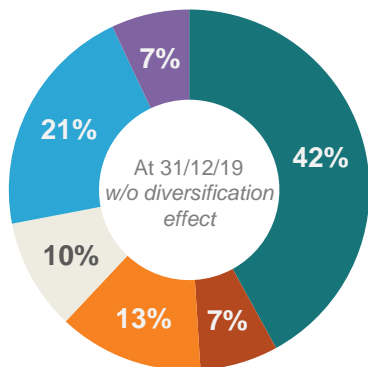
*ratio w/o transitional measure*



**Solvabilité Groupe**

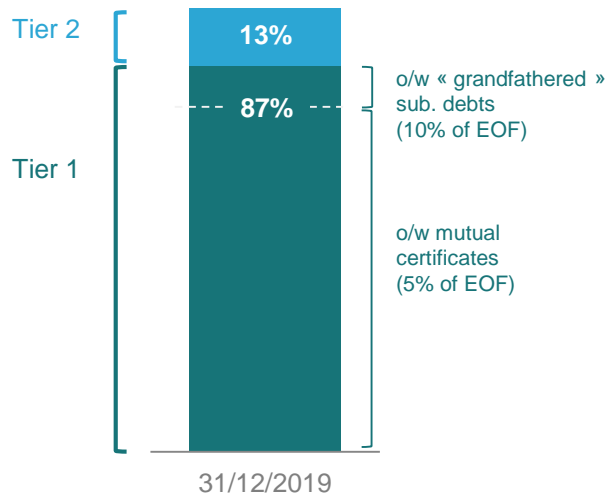
# CONTRIBUTION TO SCR, ELIGIBLE OWN FUNDS AND SENSITIVITIES

**Contribution to SCR  
by risk**



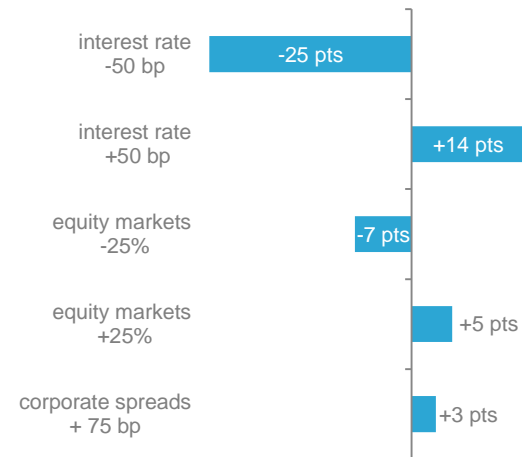
- Market risk
- Counterparty default risk
- Life underwriting risk
- Health underwriting risk
- Non-life underwriting risk
- Operational risk

**Eligible Own Funds (1)**



(1) Scope w/o financial activities

**Sensitivities \*  
31/12/19**



\* Of solvency ratio with transitional measure

# GROUPAMA GROUP FY 2018 RESULTS

## Q&A Session



# GROUPAMA GROUP FY 2019 RESULTS

1. Business performance

2. Financial strength

## 3. Appendices

- Responsible investor
- Ranking
- Asset portfolios
- Subordinated debts

**Balance sheet**

# RESPONSIBLE INVESTOR

## Financing the real economy



Nearly **€2 billion commitment**: private equity, loan funds, transportation infrastructure, energy-environment, commercial real estate projects...

of which **€600 million** commitment in support of **major infrastructure projects**

Almost half directly dedicated to finance the **energy transition**

## Property and forest assets



**21,000 ha** of sustainably managed forests allowing to store **10 Mt of carbon**

**ISO 14001 certification** of our property activities, guaranteeing the quality of environmental assets management

## Green bonds



Nearly **€500 million outstanding amount** of green or socially responsible bonds

## Product offers



**Launch of a sustainable profile** in the Delegated Management unit-linked offers

Wider range of **green or durable debt securities**, 100% committed to energy transition and climate risk mitigation

## Appendices

# RANKING IN FRANCE



1<sup>ST</sup>

IN AGRICULTURAL  
INSURANCE  
(% of 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)

8<sup>TH</sup>

MULTI-LINE INSURER

3<sup>RD</sup>

Property & Casualty insurer

12<sup>TH</sup>

Life & Health insurer

6.5 MILLION  
MEMBERS AND CUSTOMERS

25,000  
EMPLOYEES

Sources: Groupama, Argus de l'Assurance, FFA

**Appendices**

# RANKING IN THE INTERNATIONAL MARKETS

## 3 major markets



**Italy**

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



**Romania**

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



**Hungary**

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

## Other markets



Turkey



Greece



Bulgaria



Slovakia



Tunisia



China

**9**

**COUNTRIES OUTSIDE FRANCE**

**5.5 MILLION**  
**CUSTOMERS**

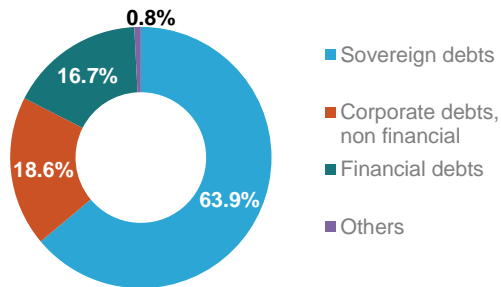
**6,500**  
**EMPLOYEES**

## Appendices

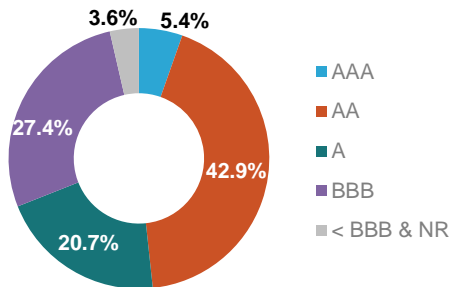
# FIXED INCOME PORTFOLIO AT 31/12/2019

MARKET VALUE

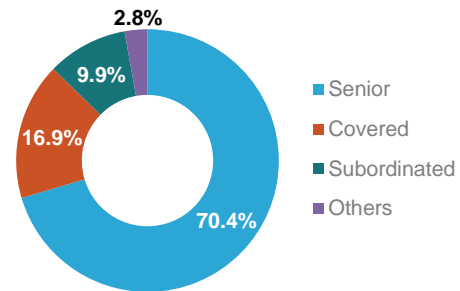
### Breakdown by type of issuer



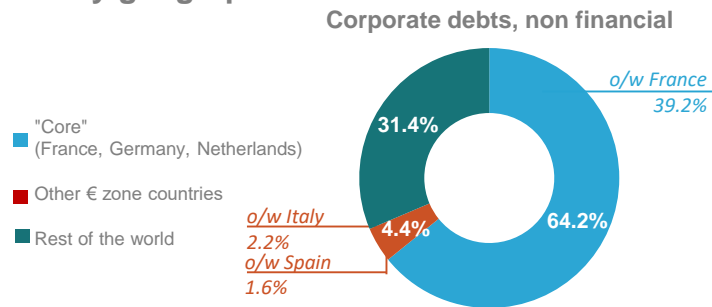
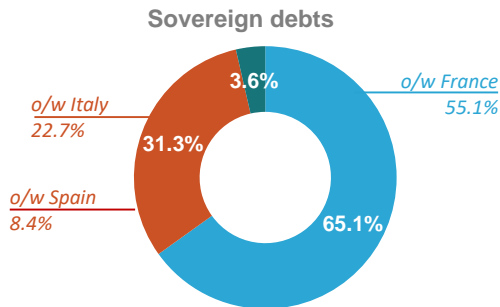
### Breakdown by issuer's rating



### Breakdown by subordination



### Breakdown by geographic area



**Appendices**

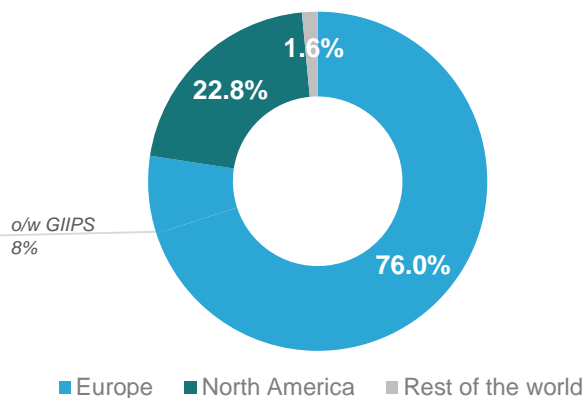
**EXPOSURE TO € ZONE SOVEREIGN DEBTS**

<i>In €m</i>	31/12/18				31/12/19			
	Cost value gross amount	Fair value gross amount	Unrealised capital gains or losses gross amount	Unrealised capital gains or losses net amount*	Cost value gross amount	Fair value gross amount	Unrealised capital gains or losses gross amount	Unrealised capital gains or losses net amount
Spain	2,193	2,842	649	78	2,207	3,076	869	132
Greece	-	-	-	-	-	-	-	-
Ireland	10	11	1	0	16	17	1	0
Italy	7,148	8,084	936	146	6,947	8,634	1,687	314
Portugal	13	14	0	0	6	6	0	0
<b>Total</b>	<b>9,365</b>	<b>10,951</b>	<b>1,586</b>	<b>225</b>	<b>9,176</b>	<b>11,733</b>	<b>2,557</b>	<b>446</b>

## Appendices

# EQUITY PORTFOLIO AT 31/12/2019

### Breakdown by geographical area



### Issuer breakdown

Market value	31/12/19
Consumer goods, cyclical	18.7%
Industrials	15.3%
Commodities	4.5%
Energy	4.2%
Health	10.8%
Utilities	4.1%
Consumer goods, non cyclical	4.5%
Financials	18.5%
Technology	15.3%
Telecommunications	3.1%
Others	1.0%
<b>Total Equity Portfolio</b> <i>(excl. strategic shareholdings)</i>	<b>100.0%</b>

## Appendices

# PROPERTY PORTFOLIO AT 31/12/2019

### Breakdown by geographical area

<i>Market value</i>	<b>31/12/2019</b>
Paris	<b>81%</b>
Paris area	<b>12%</b>
Province	<b>7%</b>
<b>Total property portfolio * (France)</b>	<b>100%</b>

\* Assets managed by Groupama Immobilier

### Breakdown by nature

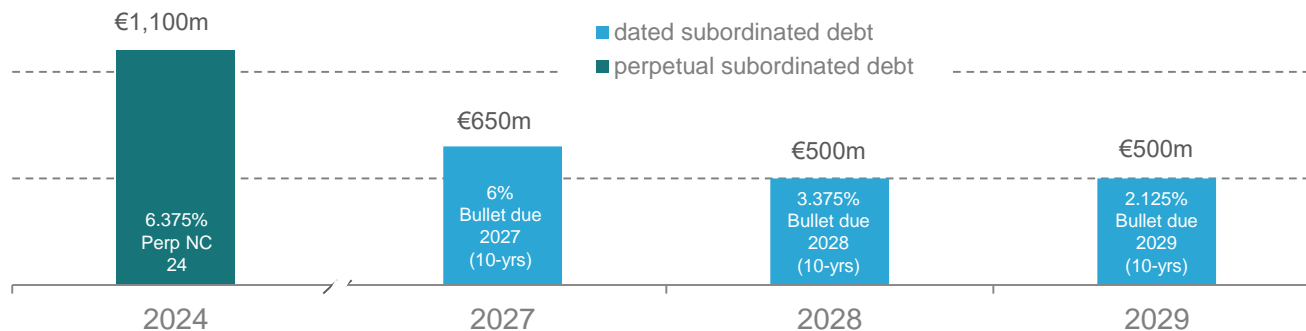
<i>Market value</i>	<b>31/12/2018</b>
Commercial	<b>75%</b>
Résidentiel	<b>21%</b>
Forests	<b>4%</b>
<b>Total property portfolio * (France)</b>	<b>100%</b>

\* Assets managed by Groupama Immobilier



## Appendices

# SUBORDINATED DEBTS: MATURITY / CALL DATE BREAKDOWN



Type	Outstanding amount as at 31/12/2019 (€m)	Coupon	Call date	Maturity date	S2 treatment	IFRS treatment
TSDI	1,100	6.375%	28/05/2024	Perpetual	Tier 1 (grandfathering)	Own funds
TSR	650	6%	N/A	23/01/2027	Tier 2	Financial debts
TSR	500	3.375%	N/A	24/09/2028	Tier 2	Financial debts
TSR	500	2.125%	N/A	16/09/2029	Tier 2	Financial debts

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