





CRÉDIT AGRICOLE ASSURANCES INVESTOR PRESENTATION

September 2021





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SUMMARY

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CHAPTER 1 COMPANY OVERVIEW





Crédit Agricole Assurances (CAA): key figures

€19.5bn in premium income¹ H1 2021



Savings & Retirement

€14.0bn

Death & disability Creditor **Group insurance**

€2.4bn

Property & Casualty

€3.1bn

Strong Financial Profile

IFRS Net income Group share at end of June 2021

€700m

Solvency II ratio² at end of June 2021

243%

^{€316}bn



International 10,000 bancassurance distribution branches³ 17.2% 82.8% France 5,100 employees Presence of a subsidiary POLAND Distribution of CACI products GERMANY Personal insurance subsidiary or branch MBOURG Property-Casualty subsidiary *Run-off activities FRANCE PORTUGAL | SPAIN 10 countries



² Calculated using the standardised approach without transitional measures other than the grandfathering of subordinated debts

Crédit Agricole Assurances: #1 insurer in France

Leader in Europe



bancassurer¹

Leader in France



insurer²

A leading position in profitable segments



Savings and Retirement

#1

Life insurance in France³

15%

market share in Life Insurance in France⁴

Retirement bancassurer in France¹²

10%

market share in Retirement in France⁵



Death & disability / Creditor / Group insurance

Individual Death & Disability in France⁶

market share in Individual Death & Disability in France⁸

⁹ Source: Data FFA 2020 – premiums

⁶ Source: L'Argus de l'assurance, April 2nd, 2021, premiums at end-2020

⁷ Source: L'Argus de l'assurance, Septembre 4th, 2020, premiums at end-2019

8 Source: Data FFA 2019 - premiums of Death, Funerals and Dependence contracts

Creditor bancassurer in France⁷

20%

market share in creditor insurance in France⁹



Property & Casualty¹⁰

Growth in home and car insurance in France¹¹

7%

market share in Car insurance in France¹³ in Home insurance in France¹³

Home, car and health bancassurer in France¹²

market share

10 #5 in France (source; L'Argus de l'assurance, December 18th, 2020, premiums at end-2019)

¹¹ Source: L'Argus de l'assurance, May 7th, 2021, number of contracts

¹² Source: L'Argus de l'assurance, April 23rd, 2021, premiums at end-2020

¹³ Source: Data FFA 2020 – number of contracts – Pacifica estimations

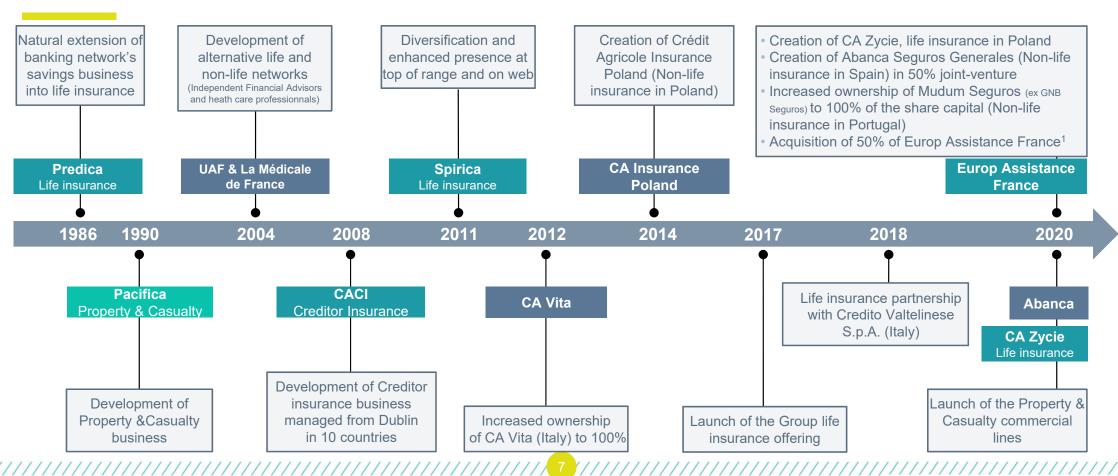
Internal source CAA, premiums at end-2019

² Source: L'Argus de l'assurance, December 18th, 2020, premiums at end-2019 ³ Source: L'Argus de l'assurance, May 21st, 2021, premiums at end-2020

⁴ Source: Data FFA 2020 – life insurance outstandings – Predica estimations

⁵ Source: Data DREES 2020 - premiums of Individual & Group supplementary retirement savings -

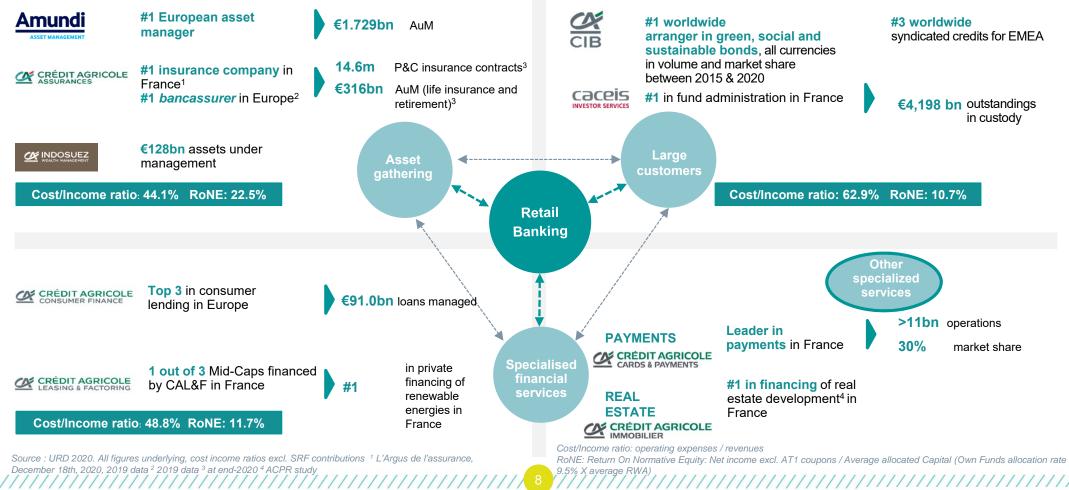
In 35 years, CAA has built from scratch a complete, diversified and international bancassurer Group, fully integrated into the banking system







Crédit Agricole Group: a customer-focused universal banking model





CAA: an integrated bancassurance model in France and abroad

86%Bancassurance model: distribution of personal insurance, property & casualty and creditors insurance in CA's banking networks









8%¹ **Group partnerships:** internal financial partners together with complementary channels (internet, independent wealth management advisors, network dedicated to health professionals)

















6%¹ **External partnerships:** e.g. partnerships with local banks



















THE YAMAGATA BANK, LTD.

¹ As a percentage of premiums at end-2020



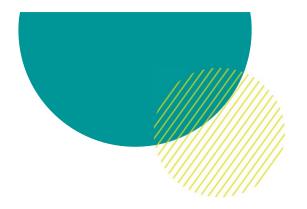


CAA: various business models to support the Group international strategy

Country		Distrik	Distribution model	
		Group Non-Group		
15	Italy	CRÉDIT AGRICOLE AGOS FCA	BANK Credito and 3 local partner banks	Customer Focused Universal Banking Model
	Poland	CRÉDITAGRICOLE EFL (Poland) EFL GRUPA CRÉDITAGRICOLE		Customer Focused Universal Banking Model
1	Luxembourg	INDOSUEZ WEALTH MANAGEMENT WEALTH MANAGEMENT WEALTH MANAGEMENT	BARCLAYS UBS JEMORYAN And ~20 other partners	European Private Banking Hub
7	Japan		SHIZUOKA BANK SHIZUOKA BANK SHIZUOKA BANK and ~30 other Bank of Tokyo Mitsubishi Urj Bank of Tokyo Mitsubishi Urj SHIZUOKA BANK partners	Open architecture model in synergy with Amundi and CACIB
#	Portugal	© credibom (CACF) CRÉDIT AGRICOLE GROUP	NOVO BANCO ^L	Bancassurance Model
As .	Spain	✓ FCABANK bankoa Groupe Crédit Agricole	//ABANCA	Freedom to provide services Joint Venture with Abanca
	Germany	✓FC ∧BANK Credit [©] lus		Freedom to provide services







CHAPTER 2 A ROBUST BUSINESS MODEL



The Bancassurance model

Efficient model, consistent and complementary to banking solutions

Key Success Factors

- Brand strength
- Distribution and sales power
- Combined knowledge of banking & insurance markets
- Multiple contacts and backings' occasions

- Best in class multichannel offers
- An industrial production capacity
- Strong integration & standardisation of processes
- Claims management decentralization
- High quality of service
- Full range of all savings and insurance products supporting global customer relationship

Enhancement of the customer-focused universal banking model

- Additional source of sustainable revenue
- Enriches the customer relationship and brand image
- Protection solutions for retail banking customers
- Empowers the role of banking advisor
- Simple, transparent and competitive product range

...generating value for customers

LIFE INSURANCE

■ Satisfaction rate¹ (2020)

NON-LIFE INSURANCE

Satisfaction rate² (2020)



Net promoter score³ (2020)

93%

90%

44

³ Out of 4,500 Pacifica individual customers making a property & casualty claim between 1 Oct. 2019 & 30 Sept. 2020

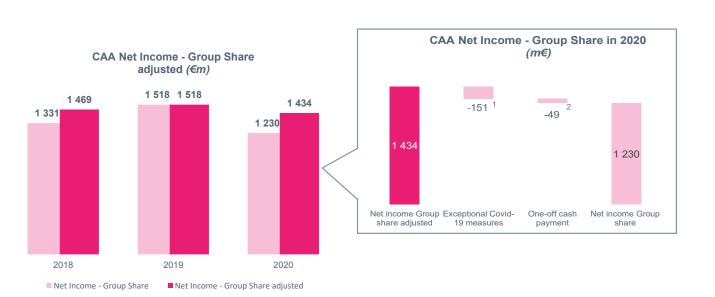


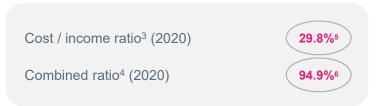


¹ Based on 6 006 customers that responded to a satisfaction survey on Predica's main services

Based on 4,500 individual Pacifica customers surveyed after a car home insurance claim

Strong and recurring profitability with efficient value creation









CRÉDIT AGRICOLE ASSURANCES

¹ Extracontractual measure in favour of vulnerable persons: 5 M€; Contribution to CA's dedicated fund for the seniors: 4 M€ and Contribution for supplementary healthcare insurers: 15 M€

² Crédit Agricole Assurances paid Crédit Agricole S.A. a cash balance of €54 million (€49 million net of tax) due to the early repayment of redeemable subordinated notes in the amount of €1 billion in total. These redemptions followed a new €1 billion issue of perpetual subordinated bonds in July 2020.

³ Group contribution to Crédit Agricole S.A.'s operating expenses (including an analytical allocation of charges by Crédit Agricole S.A.) / Group contribution to Crédit Agricole S.A.'s revenues (including an analytical transfer of the switch guarantee)

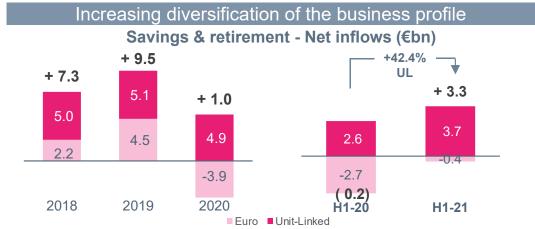
f 4 (Claims + operating expenses + commissions) / earned premiums, net of reinsurance; Pacifica scope

⁵ Adjusted. Without adjustments, the ratio was 33.4% at end-2020

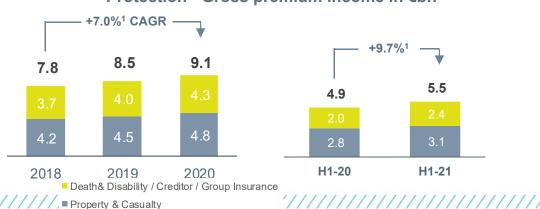
⁶ Adjusted. Without adjustments, the ratio reached 97.6% at end-2020

Diversified business mix and strong activity in all strategic business lines

Diversified business mix End of June 2021 premium income Savings & retirement: 72% (+6 pts vs June 2020) €: +4 pts vs June 2020 UL: +2 pts vs June 2020 42% Euro Death & disability / Creditor / Group insurance (-2 pts vs June 2020) Property & casualty (-4 pts vs June 2020)



Protection - Gross premium income in €bn





Life insurance outstandings (€bn)

¹ Growths restated of an accounting methodological correction; excluding the restatement, growth is 7.5% CAGR between 2018 and 2020 and 11.9% H1-21/H1-20.





CHAPTER 3 MEDIUM TERM PLAN 2022



Strengthen the Group's leadership on core businesses

LIFE INSURANCE

Savings: offer relevant savings products in a low interest rate environment as part of a global advisory approach

- Support the customers in the diversification of their assets, with a loyal advisory approach...
- ... while preserving profitability for CAA Group

Retirement: strengthen positions in Individual and Group Retirement Solutions

- Take full advantage of the "loi PACTE" to increase the market share in France
- Strengthen synergies with AMUNDI for Group Retirement Plans

Death & Disability – Creditor & Group insurance²: adapt the offers and aim for a strong growth

- Offer more flexible Creditor Insurance solutions to preserve our leadership
- ▶ Boost growth on individual D&D insurance: improve product range and increase customer equipment

Continue to grow on Group Health Insurance and Group D&D Insurance

P&C INSURANCE

- Increase Regional banks' and LCL's customer equipment on all segments
- Offer new solutions to farmers to preserve their farms and crops
- ▶ Reinforce the « Prevention Insurance Protection » approach with a prevention plan for all Regional banks and for all targets⁴

Reference: 2018 figures. ¹ Individual & Group retirement ² Group Health Insurance and Group D&D insurance (retirement excluded) ³ Predica, term life insurance ⁴ Young adults, families, seniors, farmers and employees.

2022 targets	
+13%	AuM (€322bn by 2022) +5pp share of unit-linked contracts in AuM by 2022 (26% by end-2022)
15%	market share for new retirement savings ¹ in France by 2022
+35%	premium income in D&D, Creditor & Group insurance² (€5bn by 2022) +2pp customers equipped³ (equipment rate, Regional banks)
+31%	premium income in P&C Insurance (€5.5bn by 2022) >+5pp customers equipped with at least one P&C insurance contract (equipment rate, Regional banks, LCL)

2022 targets



Crédit Agricole Assurances

Explore new growth opportunities

EXTEND THE OFFERING FOR HOUSEHOLDS

- In-home services: remote surveillance, extended offers for P&C individual risk management and support for key life events (comfort, accessibility)
- Services for new mobilities: specific offerings for individuals and fleet management companies
- E-health services for key life moments: health advisory, remote medical consultation, support for easier treatment process, for individual customers and companies' employees

CREATE A COMPREHENSIVE BANCASSURANCE OFFERING FOR CORPORATES

- Deploy a complete offer for Group Health, Death & Disability and Retirement solution, structured for corporate customers' needs
- Launch a P&C commercial lines insurance solution for corporates by end-2020

INCREASE THE INTERNATIONAL BUSINESS: +20% PREMIUM INCOME FOR INTERNATIONAL ACTIVITY¹ (€7.3BN IN 2022)

- Within the Group via synergies
 - Increase the equipment of retail customers in Italy
 - Develop P&C activity in Italy, Portugal and Poland
- Beyond the Group via partnerships
 - Via a bancassurance business model with partner banks in Italy, Portugal, and Japan
 - Via private banks hubs and creditor insurance in Europe

2022 financial targets		
+3%	revenue 2018-22 CAGR (Net Banking Income, €7.2bn in 2022)	
<96%	combined ratio ²	
~30%	cost income ratio	

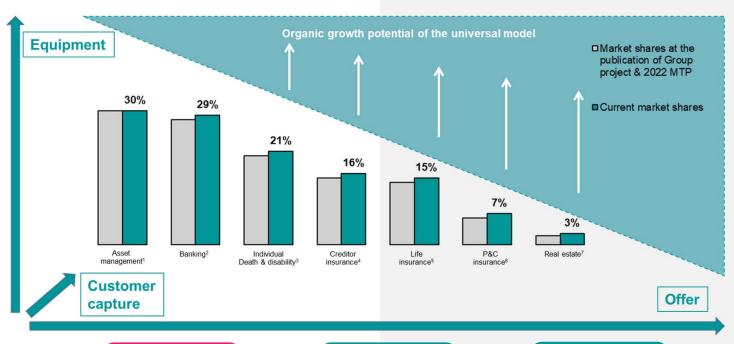




¹ International subsidiaries (excl. CALIE in France) and international activity of CACI; ² Pacifical

3. MEDIUM TERM PLAN 2022

CRÉDIT AGRICOLE GROUP Q2-21 & H1-21 HIGHLIGHTS Constantly renewed organic growth potential



RB*
Insurance
equipment rate8

42.4%
+1.7 pp vs end 2019
+6.2 pp vs end 2018

LCL
Insurance
equipment rate⁸
26.2%
+1.2 pp vs end 2019
+2.5 pp vs end 2018

CA Italia
Insurance
equipment rate⁸
18.4%
+3.0 pp vs end 2019
+4.7 pp vs end 2018

(1) Market share of UCITS in France at end December 2020 (2) End 2020, Crédit Agricole S.A. study – France – market share loans to LCL and RB households (3) End 2019, scope: annual contributions for temporary insurance for death + funeral coverage + long-term care (4) End 2019, annual contributions collected by CAA originated by CRCA and LCL (total Group market share of 25% including 9% insured by CNP) (5) End 2020, scope: Prédica, outstandings (6) End 2019, Pacifica & La Médicale de France Property & Casualty business, annual contributions. Market size: Argus de l'Assurance (7) Internal sources (8) Car, home, health, legal, all mobile phones or personal accident insurance * Regional banks



CHAPTER 4 SOLVENCY & CAPITAL MANAGEMENT



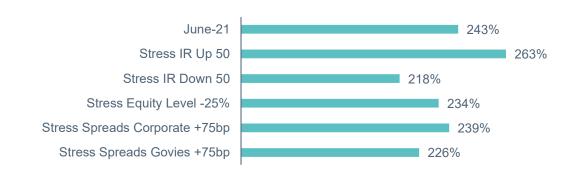
A strong solvency ratio under Solvency II

Group coverage ratio

Key sensitivities

243%

Solvency II ratio at 30th June 2021



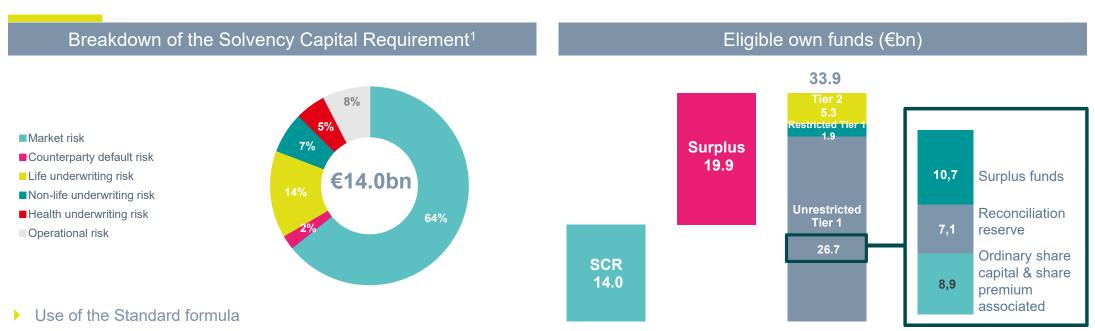
Solvency ratio at a high level

- A steadily high Solvency II prudential ratio of 243% at 30th June 2021, showing the solidity and the resilience of Crédit Agricole Assurances
- Protection against an interest rate increase: policy of reserve constitution, high level of unrealised gains
- Inclusion of the eligible policyholder participation reserve (PPE) in surplus funds





CAA Solvency Capital Requirement (SCR) and Capital structure at end-June 2021

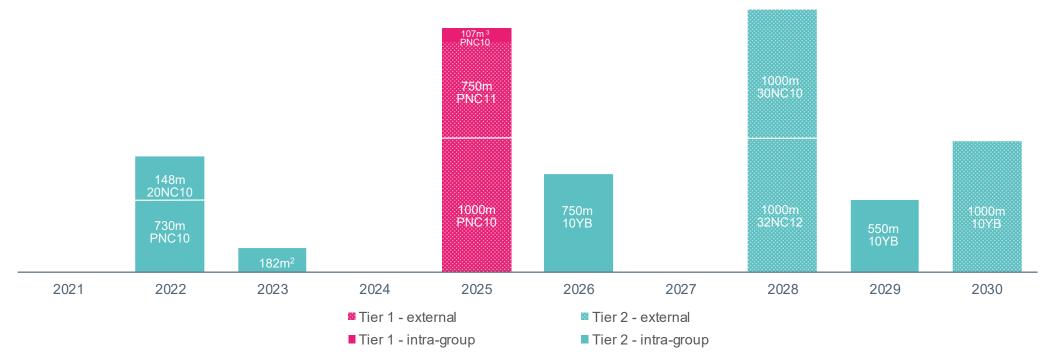


- No transitional measures applied
- Inclusion of the eligible policyholder participation reserve (PPE) in surplus funds
- Unrestricted and restricted T1 cover 205% of SCR; Tier 2 cover 38% of the SCR
- Group's subordinated debt valued at €7,563 million under Solvency II, of which €2,542 million held by Crédit Agricole Group



¹ Solvency Capital Requirements (SCR) breakdown presented before diversification and after loss absorbing capacity by technical provisions and including operational risk

Maturities and call dates of subordinated debts¹



¹ Maturity date for bullet issues and first call date for callable issues; ² of which €168m of 20NC10 debt and €14m of 10Y debt; ³ 2025 corresponds to the end of the grandfathering clause for the PNC10 €107m debt. NB: The indication of the first call date is not an indication of the issuer's intention to call or not to call the instruments



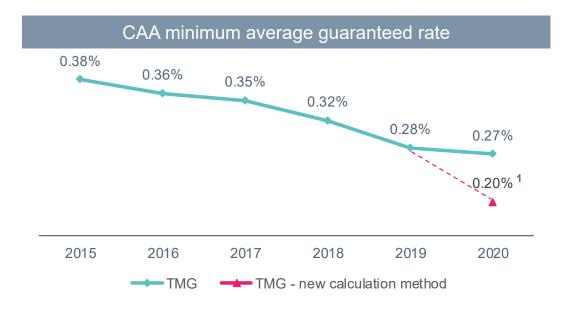




CHAPTER 5 DISCIPLINED RISK MANAGEMENT



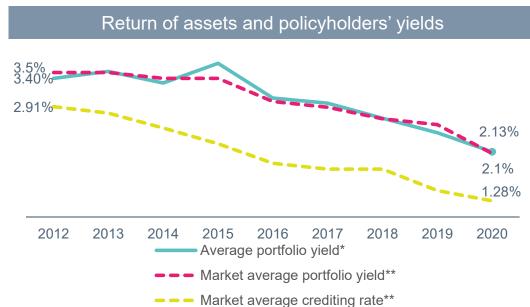
Low structural exposure of CAA to minimum guaranteed rates







¹ Rate calculated with a new calculation method. That takes into account the contractual guarantees gross of fees, following the launch of new products since 2017 which applies negative guarantees for customers.



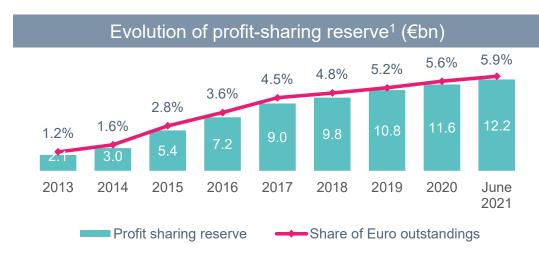
- Average investment portfolio return of 2.13%* in 2020, materially above the average guaranteed rate
- Ability to adjust the profit-sharing rate to reflect a decrease in the average investment return over time: 1.28%*** at end-2020

* CAA scope ** Source: ACPR *** Predica scope





Ability to adapt to the shift of the yield curve



Ability to increase the yield paid to policyholders in case of rate increases:

- Deliberate policy of reserves constitution via the policyholder participation reserve ("PPE") which reached €12.2bn at end of June 2021 (5.9% of Euro contracts in outstandings)
- Part of the bond portfolio covered by CAPS

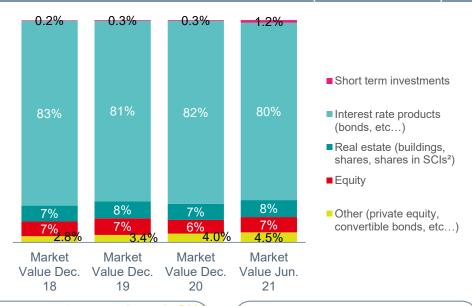
- Strong customer loyalty (Surrender rate of 3.2% at end-2020²)
- Dynamic management of the investment portfolio
- Flexibility offered by a high level of unrealised gains (€30.4bn at end of June 2021)
- Ability to regulate euro-denominated products' inflows and to assist the Group's clients in the diversification of their savings
- Ability to enhance the development of products less sensitive to the low interest rate environment such as protection, health, group insurance and creditor products

¹ "Life France" Scope ² Predica Scope



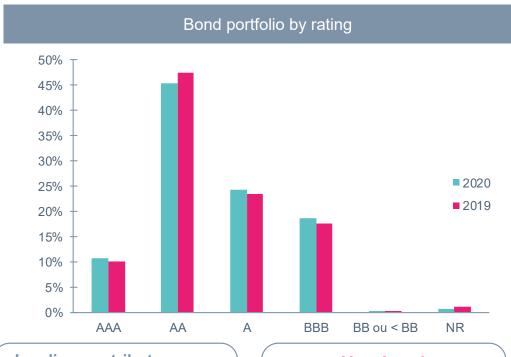
A prudent and diversified assets allocation with strong focus on **Economic, Social & Environment**

Breakdown of investments by asset class (excl. Unit-linked accounts) Total of investments at end-2020; €344.8bn (excl. UL accounts)



Financing of more than 8 GW of production capacity in renewable energies, the equivalent of 6 nuclear power plants³

€6.3bn of green bonds



Leading contributor among insurers with €2.25bn **Recovery Participating** Loans⁴

Number 1 institutional investor in France in renewable energies

Scope; life insurance companies of CAA; 2 Société civile immobilière: non-trading real estate investment company; 3 A power plant has an average power of 1.3 GW; 4 "Prêts participatifs Relance" Crédit Agricole Assurances

September 2021

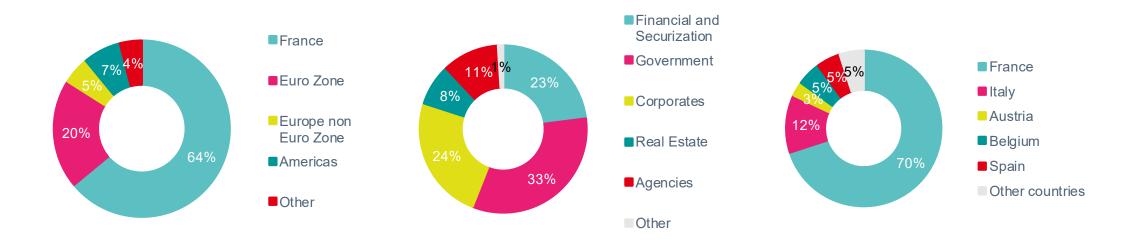


Diversification of issuers and geographic areas

Breakdown of investments by geographical area at end-2020¹

Breakdown of investments by economic sector at end-2020¹

Gross exposure to sovereign debt: €77.3bn at end-2020²



² Exposure to sovereign debt is presented as net of impairment, before hedging, and corresponds to an exposure before application of sharing mechanisms between insurer and policyholder specific to life insurance.



¹ Scope: CAA Group AuM owned directly excluding Mudum Seguros (ex GNB Seguros) and CA Assicurazioni as well as derivatives, repurchase agreements, intragroup loans.



CHAPTER 6 APPENDICES





COVID-19: strong support to our customers and the European economy

As a responsible insurer, investor and company CAA has been mobilised during the crisis

€239m Mutual and voluntary support scheme

24/7 remote medical consultation service available

Customers

- **Voluntary support scheme** for all policyholders holding a comprehensive professional insurance with business interruption coverage¹ (~80k professionals);
- Remote medical consultation service for all 420k beneficiaries of CAA' top-up health insurance policies.

98% CAA's employees working remotely during lockdowns

Employees

- Employee support schemes: support and counselling services (social worker, free remote medical consultation);
- Maintenance of our employees' salaries and **avoidance of short-time working measures**, in line with CA Group.

Simplification and digitalisation

Operations

- Simplification and digitalisation of a number of processes to facilitate business continuity and continuity of services for its customers, while maintaining the same quality of services (remote management of P&C claims);
- Accelerated claims processing for insured customers.

€38m Contribution to the solidarity fund

€40m Exceptional contribution of supplementary health insurers

€350m Economic recovery and health sector investments

€2.25bn² Contribution Recovery Participating Loans

Society

- Solidarity fund set up by the public authorities to support very small enterprises;
- **Supplementary health insurers** contribution to the expenses related to the management of the epidemic;
- **Economic recovery and health sector investments: €200m** as part of the support programme for SMEs set up by French insurers and **€150m** to a SMEs equity investments fund.
- Recovery Participating Loans "Prêts participatifs Relance": CAA, leading contributor among insurers
- €5m contribution to Crédit Agricole's dedicated fund for financing basic necessities for the seniors;





² Out of an initial fundraising of €11bn announced by the French Insurance Federation



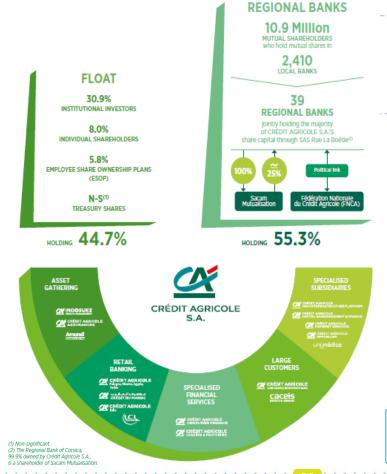
Group organization

Crédit Agricole Group includes Crédit Agricole S.A.,

all of the **Regional Banks**

and Local Banks

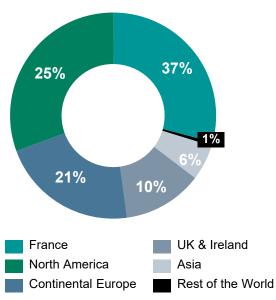
and their subsidiaries.





Nearly

30,000 administrators



The top **50 institutional investors** hold 20% of the capital, i.e. 52% of the free float

30



Group key figures













Based on number of retail banking customers



Asset Manager in Europe

Source: IPE Top 500 Asset Managers published in June 2020 based on assets under management as at 31/12/2019



Insurer in France

Source: L'Argus de l'assurance, December 2020, ranking based on 2019 revenues



Provider of financing to the French economy

Internal source: Office of Economic Research

EMPLOYEES







& Sustainability Bonds, all currencies. for Crédit Agricole CIB (4)





⁴ Source: Bloomberg

⁶ Scope: Crédit Agricole Group

Company overview: Crédit Agricole Group insurance companies

In France. In Europe, Life insurance and Death & disability CACI develops creditor insurance worldwide CRÉDIT AGRICOLE S.A. activities, with Predica and Spirica Presence in several countries, mainly Italy and Property & casualty insurance activity led by Luxembourg 100%**V** Pacifica and La Médicale CRÉDIT AGRICOLE ASSURANCES 100% 100% 100% 100% 100% 98% La Médicale CAAS Predica Spirica Pacifica CACI 100% 94% 100% 100% 100% 38% 100% 100% 100% \ Mudum CA Life CA Life Space CALIE CA Vita Assur&me Seguros Space Lux Holding Greece Japan Assicurazioni 100% 100% 100%



CACI Re

CACI

Non Life

CACI Life

Simplified consolidated organisational chart (March 2021)



CHAPTER 7 CAA CONTACT LIST



CAA Contact list

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