



**Insuring
a more
open world**

Retour d'expérience: émission d'un green bond

**8 octobre 2020
Séminaire EIFR**

Jean-Philippe MEDECIN

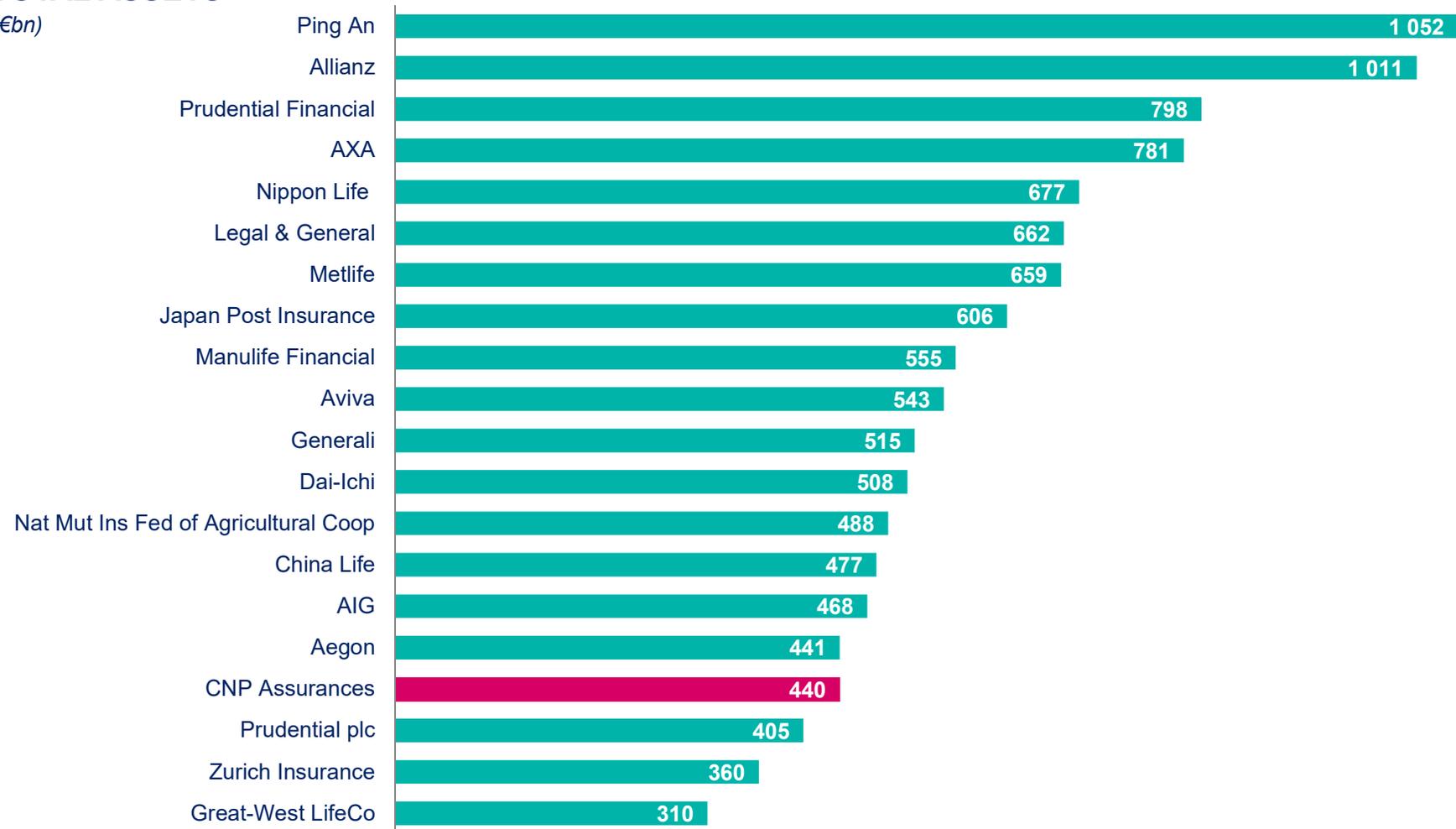
Directeur Compte Propre et Financement



CNP Assurances: 7th largest European insurer by assets, and 17th worldwide

TOTAL ASSETS

(€bn)



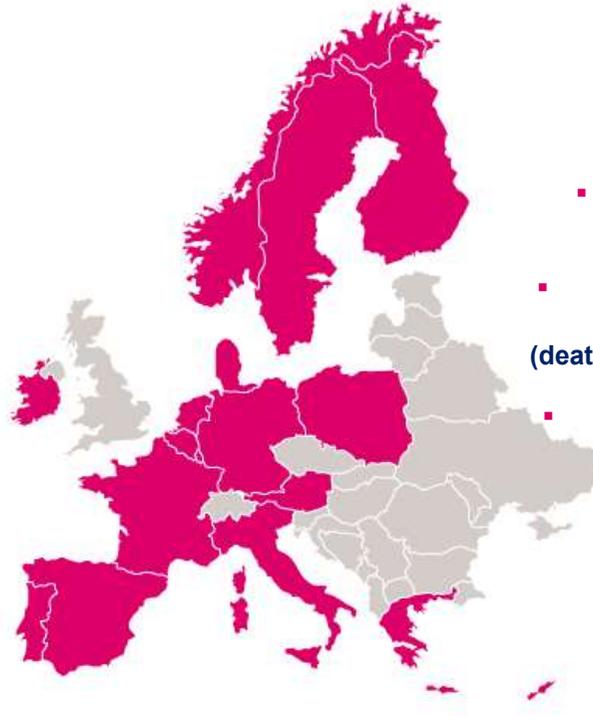
Source: Bloomberg, latest annual consolidated accounts of each company

A leading position in France and Brazil



LATIN AMERICA

- Acquisition of Caixa Seguradora in July 2001
- Exclusive distribution agreement with the public bank Caixa Econômica Federal (CEF)
- 3rd insurer in Brazil, 11.4 % market share⁽²⁾
- Self-funded subsidiary with good cash generation (€178m of upstream dividends in 2019 after €180m in 2018⁽³⁾)



FRANCE

- Market leader in France life, 13% market share⁽¹⁾
- Significant market share of the term creditor insurance market (death & disability of the borrowers)
- Stable earnings and cash-flow



EUROPE EXCLUDING FRANCE

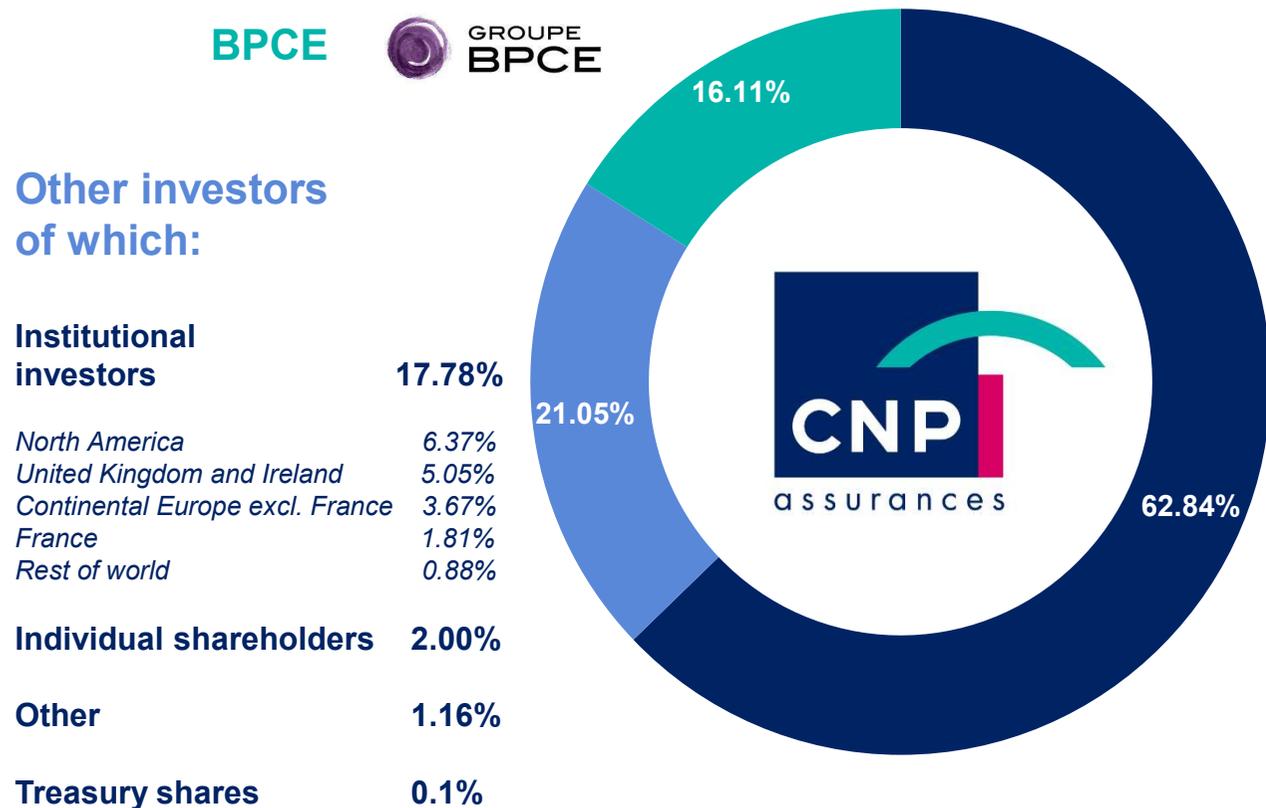
- Strong growth in term creditor insurance with CNP Santander in 12 European countries (Germany, Poland, Nordic countries, etc.)
- Footprint in Italy with CNP UniCredit Vita, Spain with CNP Partners and Luxemburg with CNP Luxembourg

(1) In terms of insurance premium income. Source: FFA

(2) In terms of insurance premium income. Source: SUSEP

(3) Dividends from Brazilian entities have been transferred to a local subsidiary (CNP Participações fully owned by CNP Assurances) since 2016 representing a cumulated amount of BRL3.1bn

CNP Assurances' ownership structure



La Banque Postale

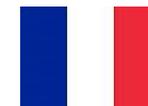


Wholly-owned by La Poste Group,



LE GROUPE LA POSTE

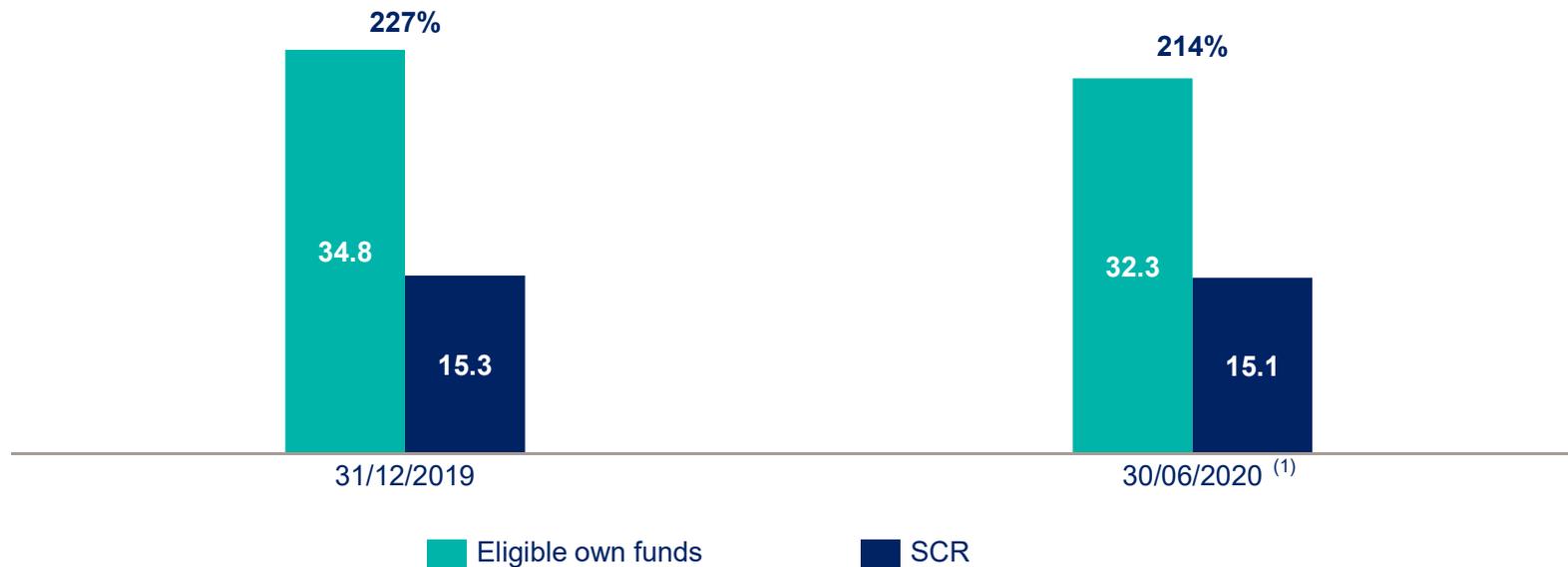
66%-owned by Caisse des Dépôts⁽¹⁾ and 34% by the French State



Data at 30 June 2020
 (1) Wholly-owned by the French State

Consolidated SCR coverage ratio

Consolidated SCR coverage ratio (€bn)

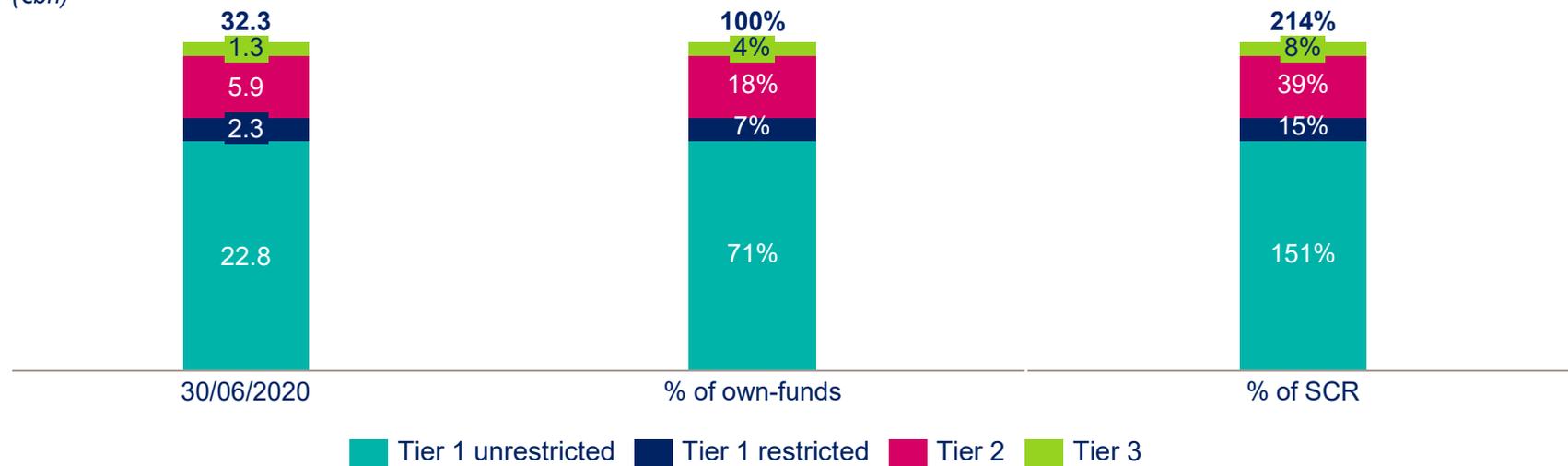


- At 30 June 2020, €17.2bn surplus own funds, including €11.4bn policyholders' surplus reserve
- Subsidiaries' surplus own funds, considered as not fungible at Group level (not included in Group coverage ratio): €2.8bn at 30 June 2020

(1) Including June 2020 €750m Tier 2 debt issue

Group capital structure under Solvency II

Eligible capital (Group) (€bn)

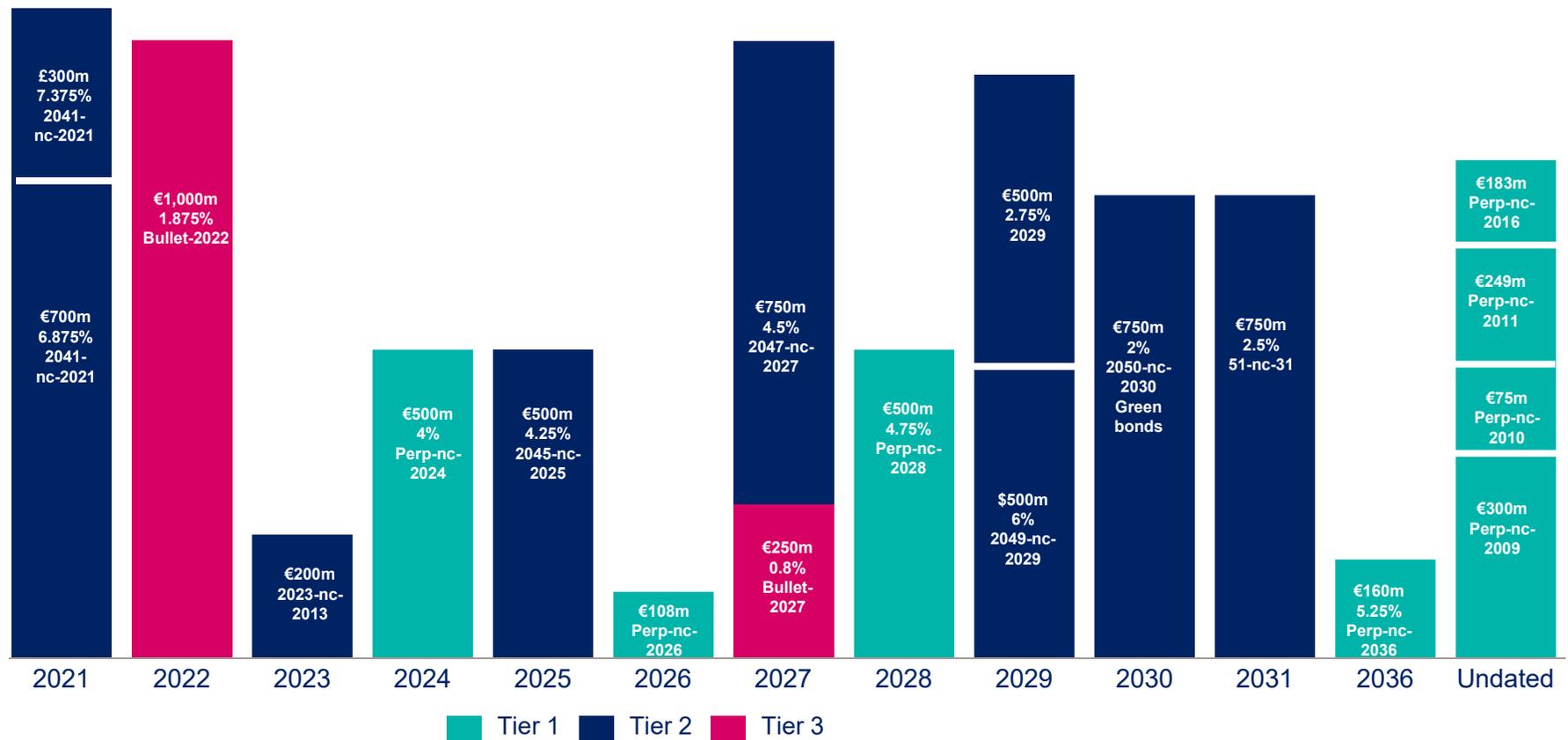


➤ The Group's financial headroom is based on:

- high-quality eligible own funds
 - 71% of own funds are Unrestricted Tier 1
 - no ancillary own funds

- its subordinated notes issuance capacity at 30 June 2020
 - €3.4bn of Tier 1
 - €0.3bn of Tier 2/Tier 3

Maturities and call dates of subordinated notes



Undated notes are subordinated notes for which the first call date has already passed

PILLARS OF CNP ASSURANCES' CSR STRATEGY & ACHIEVEMENTS



Contribute to a sustainable society

- Fight inequalities by avoiding financial exclusion
- Satisfy policyholders as much as possible
- Ensure good business ethics
- Implement a responsible HR policy
- Develop social initiatives

→ 36% of female senior executives

→ Less than 0.2% term creditor insurance rejection rate for the past eight years

Contribute to a sustainable environment

- Optimize the environmental footprint of the Group
- Gear our customers towards a low-carbon economy through insurance products and investments

→ 2 business sites are equipped with renewable energies

→ 199,000 life insurance policies including a SRI fund at year-end 2018

Contribute to a sustainable economy

- Be a responsible investor
- Be a responsible purchaser

→ 55% of purchasers were assessed under their environmental, social and ethical criteria

→ €279bn of assets managed under ESG criteria

➤ **CSR department is directly supervised by a member of the Executive Committee, and reports to the CEO, the Board of Directors and the Chairman on the Group's activities and objectives**

Commitments aligned with United Nations sustainable development goals

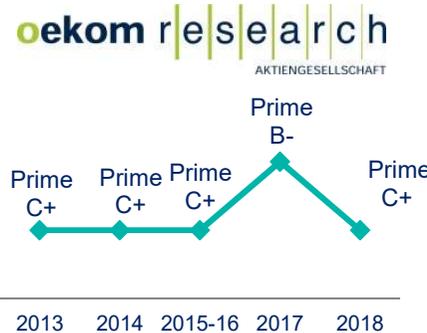
<p>3 GOOD HEALTH AND WELL-BEING</p>  <p>Good health & well-being</p> <ul style="list-style-type: none"> • 38 million personal risk/protection insureds worldwide 	<p>8 DECENT WORK AND ECONOMIC GROWTH</p>  <p>Decent work & economic growth</p> <ul style="list-style-type: none"> • 5,353 employees • 96% under permanent contracts • 97% covered by collective bargaining agreements 	<p>10 REDUCED INEQUALITIES</p>  <p>Reduced inequalities</p> <ul style="list-style-type: none"> • CEO- to-average-worker pay ratio: 6.6x • The CNP Foundation's programme to reduce social inequality is improving access to healthcare for 60,000 young people
<p>12 RESPONSIBLE CONSUMPTION AND PRODUCTION</p>  <p>Responsible consumption & production</p> <ul style="list-style-type: none"> • Environmental, social and governance (ESG) screens applied to 82% of the investment portfolio 	<p>13 CLIMATE ACTION</p>  <p>Climate action</p> <ul style="list-style-type: none"> • €14.4bn in "green" investments at end-2019 	<p>16 PEACE, JUSTICE AND STRONG INSTITUTIONS</p>  <p>Peace, justice & strong institutions</p> <ul style="list-style-type: none"> • 94 countries excluded from investment portfolios due to the absence of transparency in taxation, corruption or failure to respect democratic rights and freedoms

EXTERNAL CSR EVALUATIONS & SRI INDICES

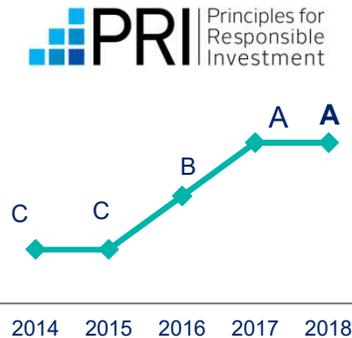
CSR evaluation



➤ #4 out of 53 European insurers



➤ #1 out of 131 insurers worldwide



➤ Continuous rating upgrade

SRI Indices



Highest rating maintained over the years



Since 2010



Since the inception of the indices (2013)



FTSE4Good

Since 2015

➤ CNP Assurances ranks among the leading players in the insurance sector

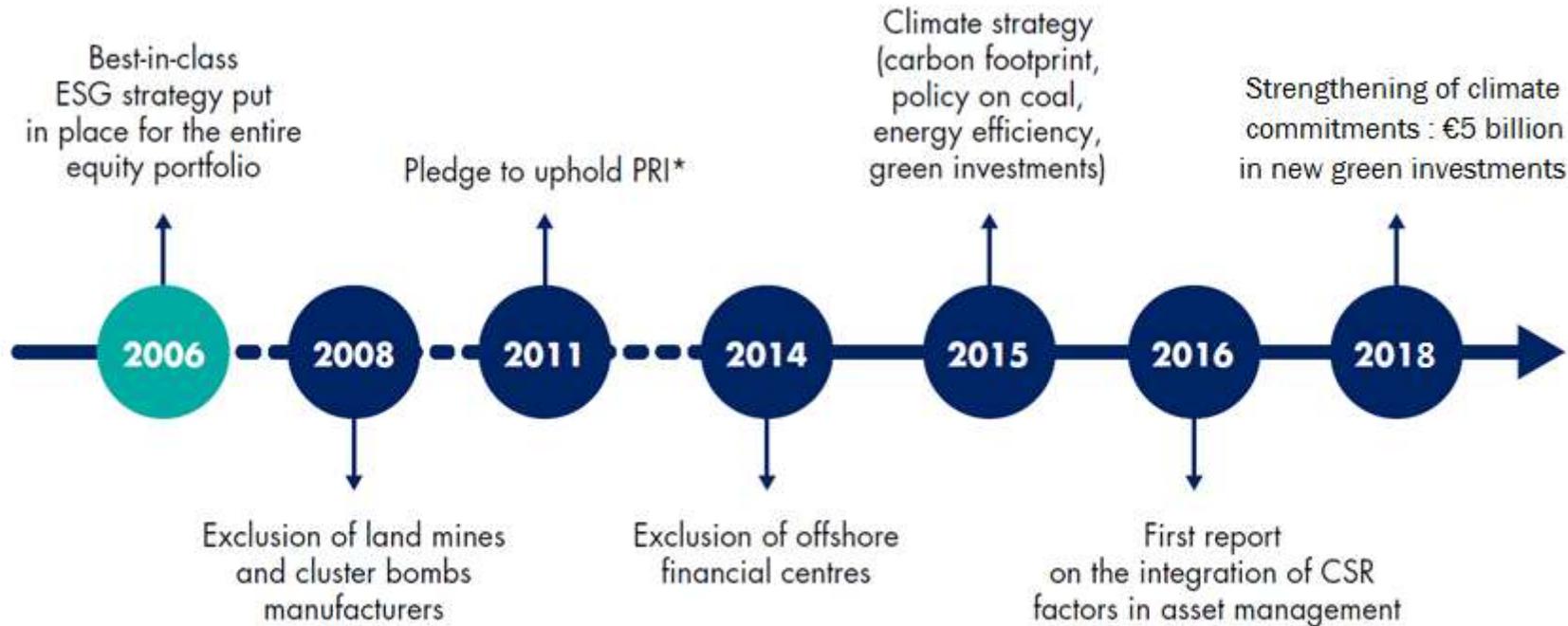
FOCUS ON HUMAN RESOURCES: A ROBUST POLICY ON DIVERSITY



*QWL: Quality of Work Life

- In early 2019, CNP Assurances scores **99/100 on the gender and diversity index**. The firm obtained the maximum score for practically all of the indicators:
 - ✓ gender pay gap for people of comparable ages in comparable positions,
 - ✓ individual pay rise differences and discrepancies in promotions between men and women,
 - ✓ pay rises when women come back from maternity leave,
 - ✓ gender-based apportionment of the ten employees with the highest salaries.
- **Employees with disabilities** represented **7 % of CNP Assurances' workforce** at year-end 2018. Our 7th internal agreement signed on this topic with three union organizations for 2015-2018 is a testimony to CNP Assurances' enduring commitment

RESPONSIBLE INVESTMENT COMMITMENT STRENGTHENED OVER TIME



*PRI: the United Nations' Principles for Responsible Investment

A RESPONSIBLE INVESTOR CONTRIBUTING TO THE 2°C CLIMATE OBJECTIVE

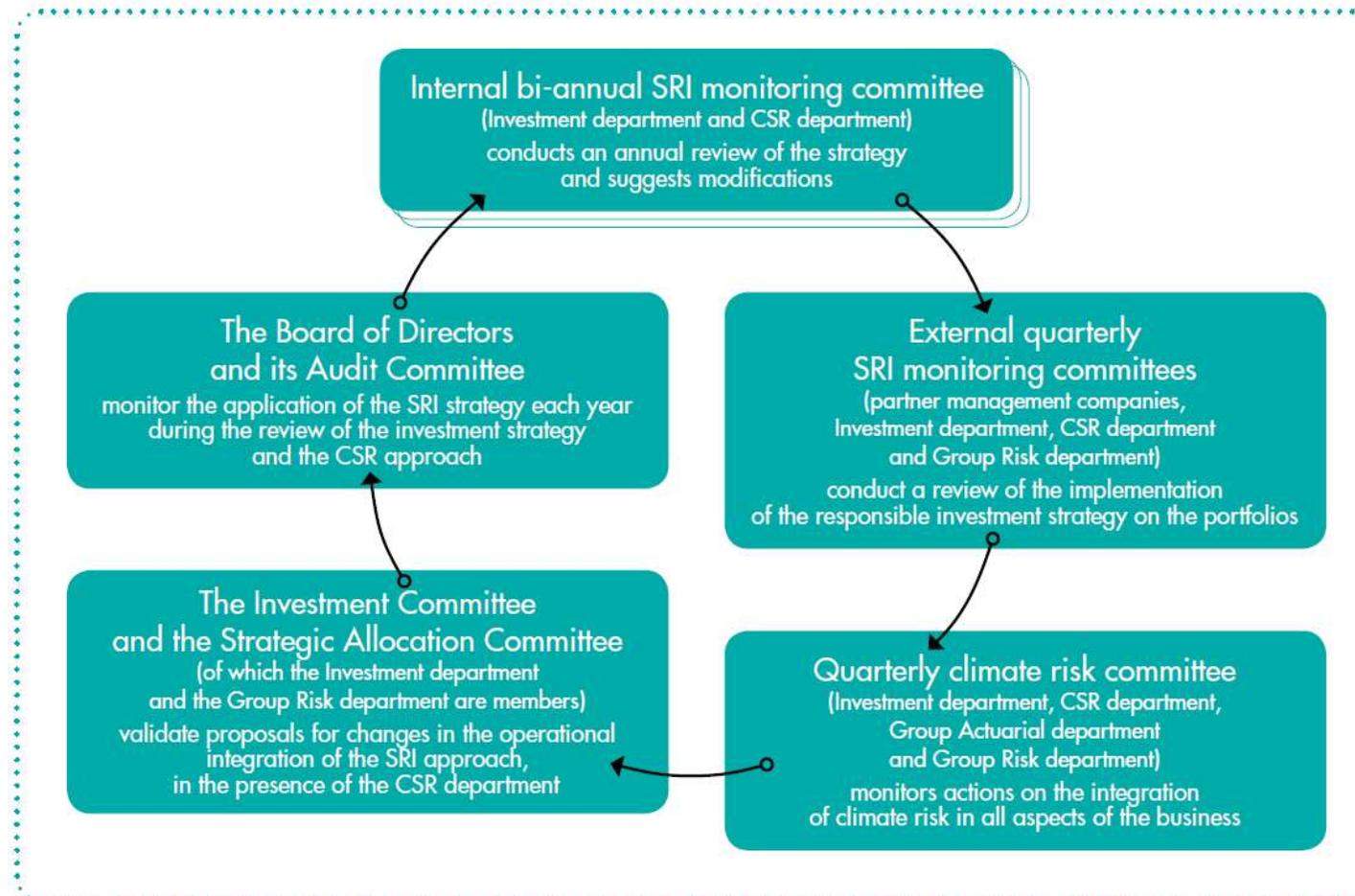


Objective	% of target achieved at end-2018
Reduction of the carbon footprint on directly owned listed equities (0.25 teqCO ₂ per thousand euros invested in 2021, i.e., a 47% reduction between 2014 and 2021)	91%
Reduction of greenhouse gas emissions linked to the energy consumption of directly held property (in teqCO ₂ /sq.m./year: -40% between 2006 and 2021)*	85%
New “green” investments for the energy and environmental transition (€5 billion between 2018 and 2021)	61%
Exclusion of acquisitions in companies that derive over 10% of their revenue from thermal coal	100%

* Change in the indicator: To meet France’s objectives and as part of its “low carbon” component, CNP Assurances has modified its indicator by committing to reducing the greenhouse gas emissions linked to the energy consumption of property assets held directly or through wholly owned subsidiaries by 40% by 2021

- **Shareholder’s engagement and voting policy**
- **In house climate indexes for the equity portfolio**

GOVERNANCE OF THE RESPONSIBLE INVESTMENT POLICY

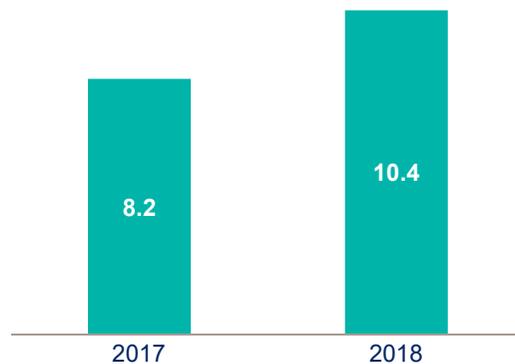


- The principles are written in a charter, validated by all the relevant departments

SOCIALLY RESPONSIBLE INVESTING: A CORE COMMITMENT

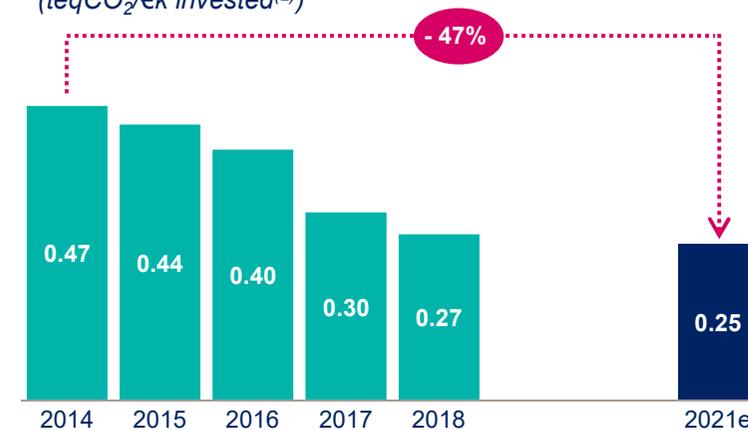
Green investments portfolio (1)

(€bn)



Equity portfolio's carbon footprint

(teqCO₂/€k invested⁽²⁾)



➤ To help limit global warming, CNP Assurances has made the following commitments:

- Hold a €3bn portfolio of “green” investments⁽³⁾ by the end of 2018 → Objective 125% met
- Make €5bn worth of investments over the period 2018-2021 to support energy and environmental transition → Objective 61% met (with portfolio at that date representing €10bn)
- Reduce the equity portfolio's carbon footprint to 0.25 teqCO₂/€k invested by end-2021 → Objective 91% met

➤ The Group has announced new ambitions to withdraw from the coal industry

- No shares will be held in companies that derive over 10% of revenue from thermal coal
- The Group has stopped investing in companies that are involved in building new coal-fired power stations

Unaudited management reporting data. Achievement rates at end-2018

(1) Green bonds, infrastructure investments, private equity, property and forestry assets, SRI funds

(2) CO₂-equivalent tonnes per thousand euros invested

(3) Green bonds, infrastructure investments and private equity

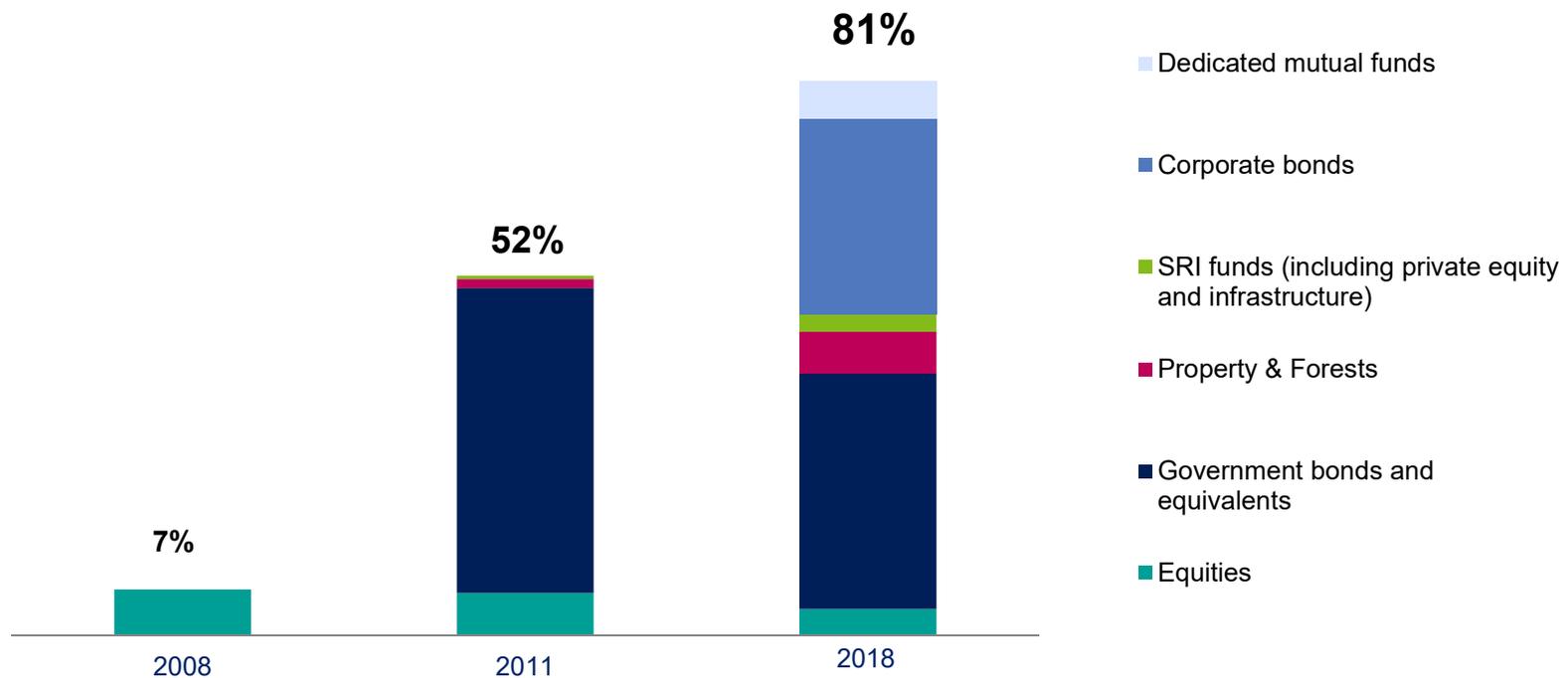
RESPONSIBLE INVESTMENT POLICY

	 Country exclusion	 Securities exclusion	 Food speculation funds exclusion	 ESG rating analysis	 Systematic integration of ESG in investment policy
Property	✓			✓	✓
Woodland	✓			✓	✓
Equities	✓	✓		✓	✓
Corporate bonds	✓	✓		✓	
Private equity/Infrastructure	✓	✓		✓	
Government bonds	✓				
CNP Assurances-dedicated funds	✓	✓	✓		
Other funds	Watchlist	Watchlist	✓		

-  Undemocratic countries deemed at risk, with a low level of freedom or corrupt judges, and tax havens.
-  In accordance with the UN Global Compact: arms manufacturers whose products include anti-personnel mines or cluster munitions and coal mining and coal-based energy producing companies.
-  Speculation on agricultural commodities.
-  ESG data collection for investment analysis.
-  ESG analysis and/or ratings systematically impact the decision to invest.

ESG SCREENING SIGNIFICANTLY ENLARGED TO A WIDER RANGE OF ASSET CLASSES SINCE 2008

% of assets managed under ESG criteria ⁽¹⁾



(1) CNP Assurances France including unit-linked

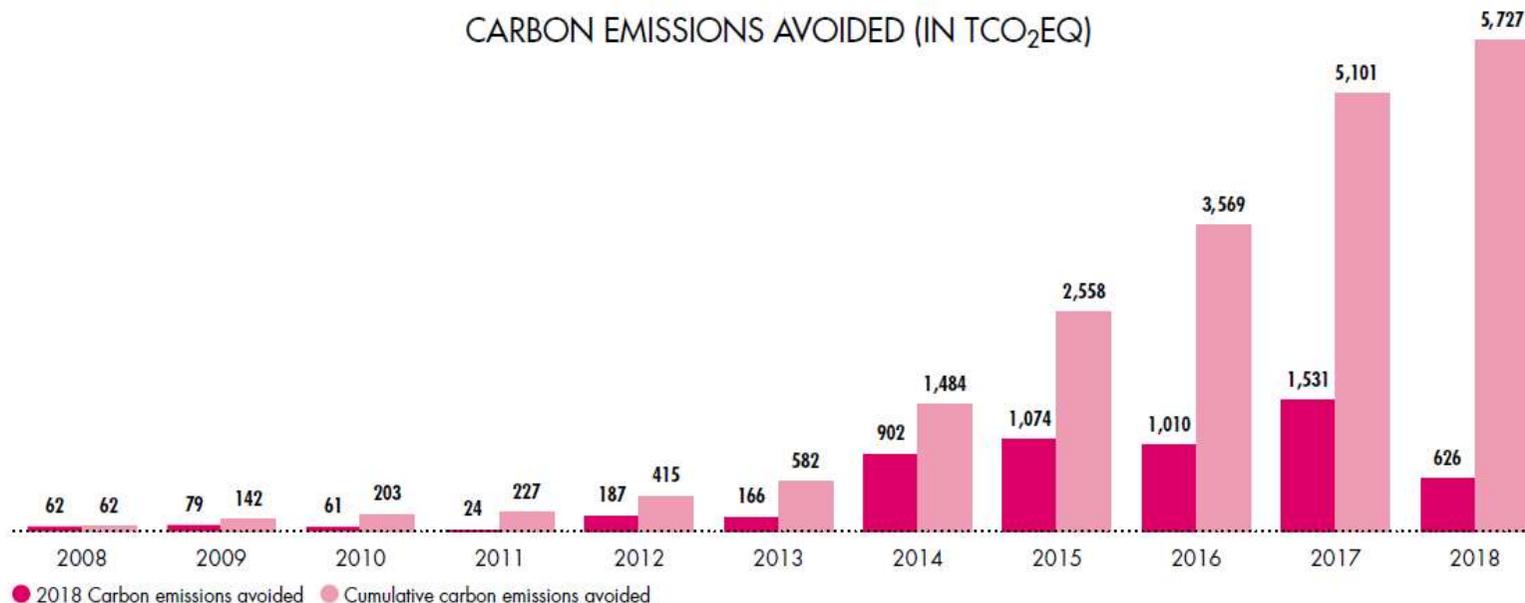
PROPERTY PORTFOLIO

REDUCTION IN THE PROPERTY PORTFOLIO'S CARBON FOOTPRINT

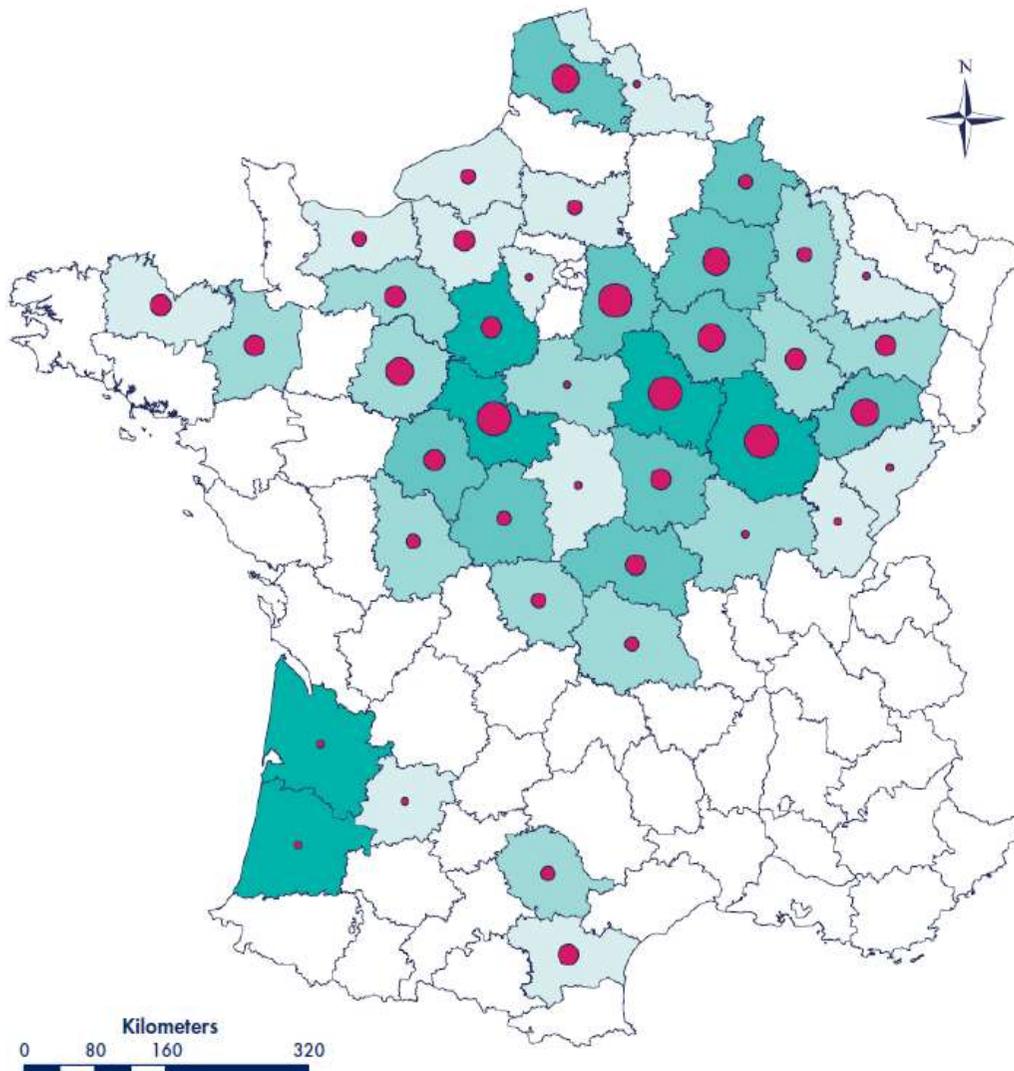
- Systematic analysis of the improvement of energy performance when planning work
- Commitment to reduce GHG emissions related to energy consumption by 40% on owned assets (plus wholly-owned property assets) between 2006 and 2021

Gréco project launched by CNP Assurances in 2012 with the aim of drafting work plans tailored to each building from the outset in order to reduce CO2 emissions and energy

CARBON EMISSIONS AVOIDED (IN TCO₂EQ)



CNP ASSURANCES IS FRANCE'S 1ST PRIVATE OWNER OF WOODLAND



➤ **203 forest areas** owned, covering a total of nearly **57,090 ha**

➤ Net storage of **204,179 tonnes** of **CO2** in 2018 ⁽¹⁾

➤ **Sustainable management certification and preservation of biodiversity** are the key ESG criteria included in CNP Assurances' woodland investments

(1) CO2 sequestration calculation method is based on "Label Bas Carbone" and Intergovernmental Panel on Climate Change indexes. It was considered robust by EcoAct Company and will be formalized and implemented by our Asset Manager

Going even further in the fight against climate change



On joining the Net-Zero Asset Owner Alliance in November 2019, CNP Assurances pledged to achieve **carbon neutrality** in its investment portfolio by 2050



In July 2020, we adopted an ambitious plan to **withdraw completely from the coal industry**

Objective: zero investment portfolio exposure to thermal coal in the European Union and OECD countries by 2030 and the rest of the world by 2040



During first-half 2020, CNP Assurances strictly applied its shareholder voting policy, voting against the re-election of directors and say-on-pay resolutions in companies that failed to implement **sufficiently ambitious responses to the challenges of climate change**

Shareholder activism plays a role in meeting the Paris Agreement objectives

CNP ASSURANCES' GREEN BOND FRAMEWORK



Use of Proceeds

- Green buildings
 - ✓ New Green Buildings Constructions
 - ✓ Renovation & restructuring of existing buildings
 - ✓ Energy efficiency of existing buildings
- Sustainable forestry
 - ✓ Sustainable management of forests and lands
- Green Infrastructure
 - ✓ Renewable energy
 - ✓ Clean transport

Process for Project Evaluation & Selection

- Compliance with the internal CSR policy of CNP Assurances, including the ESG criteria
- Green Bond Committee in charge of the evaluation and selection of the eligible assets & of the validation of the annual reporting

Management of Proceeds

- Allocation management
 - ✓ 24-month look back period
 - ✓ Refinancing up to 50% of the proceeds maximum
- Proceeds tracking system
 - ✓ Internal tracking system within its treasury management
- Unallocated proceeds management
 - ✓ Invested according to CNP Assurances' Treasury policy and to the extent possible in SRI funds

Reporting

- Allocation reporting
 - ✓ Available one year from the date of the bond issuance, and thereafter once a year until bond maturity
 - ✓ External review by an independent auditor
- Impact reporting
 - ✓ Where feasible, on annual basis until bond maturity
 - ✓ Output and impact indicators

USE OF PROCEEDS

Project categories	Subcategories	Definition	Eligibility Criteria	Environmental Benefits	Alignment with the UN SDGs
Green buildings	New Green Buildings Constructions	Investments in new or recently built buildings that have obtained or expected to obtain one or more environmental certification or label		<ul style="list-style-type: none"> ✓ Reduction of GHG emissions ✓ Increase in energy savings 	  
	Renovation & Restructuring of existing Buildings	Investment in major renovation of existing buildings in order to: obtain at least one environmental certification or label and/or upgrade them in to the top 15% of the most energy-efficient buildings in the correspondent local market and/or demonstrate at least 30% of energy consumption savings	<ul style="list-style-type: none"> ✓ HQE: [≥ "Excellent"] ✓ LEED: [≥ "Gold"] ✓ BREEAM: [≥ "Very Good"] ✓ BBC Effinergie+ ✓ BBCA (Bâtiments Bas Carbone) ✓ HPE [RT 2012 -10%] ✓ THPE [RT 2012 -20%] ✓ BePOS ✓ E+/C- ✓ NF Habitat HQE 		
	Energy efficiency of existing buildings	Investments in energy efficiency works including: heating systems renovation, geothermal energy systems, insulation retrofitting, solar panels installation, LED lightening... in order to : obtain at least one environmental certification or label and/or demonstrate at least 20% of energy consumption savings.			
Sustainable Forestry	Sustainable management of forests and lands	Investments to finance acquisition, maintenance and sustainable management of forests and lands	<p>Including</p> <ul style="list-style-type: none"> ✓ Certified forests (FSC, PEFC or equivalent) ✓ Forest regeneration 	<ul style="list-style-type: none"> ✓ CO2 sequestration ✓ Reduction of air pollution ✓ Biodiversity protection 	
Green Infrastructure	Renewable energy	Investments in renewable energy production including equipment, development, manufacturing, construction, operation, distribution and maintenance from sources	<p>Including</p> <ul style="list-style-type: none"> ✓ Onshore and offshore wind energy ✓ Solar energy ✓ Geothermal energy with direct emissions ≤ 100g CO2e/ kWh 	<ul style="list-style-type: none"> ✓ Reduction of GHG emissions 	  
	Clean transport	Investment in clean vehicles infrastructures and services	<p>Including</p> <ul style="list-style-type: none"> ✓ Public mass transportation ✓ Charging infrastructure for electric vehicles ✓ Railway extensions 	<ul style="list-style-type: none"> ✓ Reduction of GHG emissions ✓ Reduction of air pollution 	

PROCESS FOR PROJECT EVALUATION AND SELECTION

- **Alignment with the internal CSR policy of CNP Assurances, including the ESG criteria**

- **Green Bond Committee's functions**
 - **Verifying the compliance** with potential Eligible Green Assets & internal CSR policy of CNP Assurances including the ESG criteria
 - **Selecting** the pool of Eligible Green Assets in line with the eligibility criteria stated in Use of Proceeds section of the Framework
 - **Monitoring** the aforementioned pool by replacing assets that no longer satisfy the eligibility criteria (i.e. divestment, cancellation, ineligibility) with new Eligible Green Assets if need be
 - **Validating** the annual reporting publication

- **Green Bond Committee's organization**
 - The committee will be chaired by the Chief Investment Officer, member of the EXCOM
 - Will meet at least on annual basis
 - Composed of relevant parties including Investment Department and CSR Department

MANAGEMENT OF PROCEEDS

Allocation management

- The net proceeds of any CNP Assurances Green Bond issuance will be used to finance and/or refinance Eligible Green Assets identified under the eligible assets section of the Green Bond Framework
- Eligible Green Assets for Green Bond financing are:
 - ✓ Investments disbursed 2 years maximum prior to the Calendar year of issuance of the Green Bond(refinancing)
 - ✓ Investments to be disbursed 2 years maximum next to the year of issuance of the Green Bond (new financing)
- No more than 50% of the proceeds from each Green Bond issued to be allocated to refinancing

Proceeds tracking system

- Set up an internal tracking system within its treasury management to facilitate the allocation process during the lifetime of the Green Bonds issued

Unallocated proceeds management

- The balance of unallocated proceeds to be invested according to CNP Assurances' Treasury policy
- To the extent possible, investments in SRI funds

REPORTING

Allocation reporting

- Will be available to investors within approximately one year from the date of the bond issuance, and thereafter once a year until bond maturity
- Provide information such as follows:
 - ✓ Total amount of proceeds allocated to Eligible Green Assets per category
 - ✓ The share of financing and refinancing
 - ✓ The share of CNP Assurances in the total project cost
 - ✓ Total amount of unallocated proceeds

Impact reporting

- CNP Assurances will report on the environmental impact of the projects funded on an annual basis and until bond maturity, subject to data availability
- The relevant metrics could include:

Project categories	Subcategories	Examples of output indicators	Examples of impact indicators
Green buildings	New Green Buildings Constructions	Number of dwellings Number/m2 of commercial buildings by type of certification	Avoided CO2 emissions (in t.CO2/year)
	Renovation & Restructuring of existing Buildings	Number of dwellings renovated Number/m2 of newly certified buildings	Estimated energy savings (in MWh/year)
	Energy efficiency of existing buildings		
Sustainable Forestry	Sustainable management of forests and lands	Surface of FSC and/or PEFC certified forests (in ha)	Estimated CO2 sequestered (in t.CO2/year)
Green Infrastructure	Renewable energy	Capacity installed (GW or MW) Power Energy production (MWh)	Avoided CO2 emissions (in t.CO2/year)
	Clean transport	Number of clean transportation systems financed by type Number of km of rail constructed or maintained	

SECOND-PARTY OPINION & EXTERNAL REVIEW

Second-Party Opinion

- Vigeo Eiris was appointed to provide a Second-Party Opinion on the Green Bond Framework
- The Second-Party Opinion document will be made available on CNP Assurances' website <https://www.cnp.fr/le-groupe-cnp-assurances/investisseurs>



“Vigeo Eiris is of the opinion that the Green Bond Framework of CNP Assurances is aligned with the four core components of the Green Bond Principles 2018”

External Review

- The external auditor will verify that the proceeds of the bonds are either allocated to eligible assets or invested in approved financial instruments
- The audit report will be published annually

EXAMPLES OF ELIGIBLE ASSETS – GREEN BUILDINGS

CNP ASSURANCES' NEW HEADQUARTERS

Project description

- Asset: future CNP Assurances Headquarters
- Location: Issy-les-Moulineaux, Paris region, in the new eco-district of “Issy Coeur de Ville” including 100 000 sqm of mixed use new constructions, being built around a central green park of 1.3 ha, all very well served with public transportation
- HQ Description: 40 000 sqm office, with the objective of having all CNP’s Paris region employees working in the same place

Key features

- Certifications: BREEAM “Excellent”, BEPOS-Effinergie 2013, NF HQE Bâtiment tertiaire 2015 “Exceptionnel”, WELL” Silver”
- 3 300 sqm of solar panels on the roofs of the office building
- Share of CNP Assurances financing: 100%
- Operating stage: to be delivered in Q2-2022



Future CNP Assurances Headquarters – Issy-les-Moulineaux
Photos : Valode&Pistre

EXAMPLES OF ELIGIBLE ASSETS – GREEN BUILDINGS

NEW OFFICE BUILDING IN FINLAND

Project description

- Asset: Kasarminkatu 21, Helsinki, Finland
- Description : 17,000 sqm office, restaurants, retail unit
- Location: Historical city center of Helsinki (first newly built office in this part of the city for several decades)

Key features

- Certification: LEED Platinum
- Share of CNP Assurances financing: 100%
- Operating stage: Completed and in full operation (Q4 2017)



Kasarminkatu 21 – Helsinki - Finland

EXAMPLES OF ELIGIBLE ASSETS – GREEN BUILDINGS NEW SENIOR HOUSING

Project description

- Assets : Three new Senior Housing Projects
- Description : 340 units in total in three French regional cities
- Location: Toulon (South of France), Perros Guirrec (Brittany) and Lagny (Paris Region)

Key features

- Certification: NF HQE Residential buildings – RT 2012
- Share of CNP Assurances financing: 100%
- Operating stage: Toulon and Perros Guirrec are recently completed, Lagny will be delivered later in Q3 2019



Retirement Home – Toulon - France



Retirement Home – Perros Guirrec - France

EXAMPLES OF ELIGIBLE ASSETS – GREEN BUILDINGS

HEAVY RESTRUCTURING OF 1970’S EXISTING BUILDING

Project description

- Project : 85/ 89 rue Richelieu, Paris 2
- Description : Heavy restructuring of a 32 000 sqm city center office building with ground floor retail.
- Location: Paris CBD

Key features

- Certifications: BREAM “Excellent”, BBC Effinergie Rénovation, HQE Renovation “Excellent”, WELL “Silver”
- Share of CNP Assurances financing: 100%
- Operating stage: to be completed in Q4 2019



Richelieu – Paris 2ème
Photos : Wilmotte & Associés

EXAMPLES OF ELIGIBLE ASSETS – GREEN BUILDINGS RENOVATION OF EXISTINGS BUILDING IN THE PORTFOLIO

Projects description

- | | |
|---|--|
| <ul style="list-style-type: none"> ▪ Asset: “Ilot 14” , Paris 19 ▪ Description : 25,000 sqm of residential buildings (338 units) and ground floor retail ▪ Renovation and additional insulation resulting in significant (>40%) improvement of the energy performance | <ul style="list-style-type: none"> ▪ Asset: “Ancienne Comédie”, Paris 6 ▪ Description : 1 000 sqm mixed residential (4 units) & offices ▪ Restructuring and conversion of an old city center office building to a mixed use building. |
|---|--|

Key features

Ilot 14	Ancienne Comédie
<ul style="list-style-type: none"> ▪ Certification: BBC Effinergie Rénovation ▪ Share of CNP Assurances financing: 100% ▪ Operating stage: to be completed in Q1 2020 	<ul style="list-style-type: none"> ▪ Certification: BBCA Renovation ▪ Share of CNP Assurances financing: 100% ▪ Operating stage: to be completed in Q1 2020



Ilot 14 – Paris 19^{ème} – Novack Architecte



Etat existant

Etat futur

Ancienne Comédie – Paris 6^{ème} - Raf Listowski Architecte

EXAMPLES OF ELIGIBLE ASSETS SUSTAINABLE FORESTS



Forets de Nan (Haute-Saône) and de Rangevilliers (Doubs)



Forest planting – Knows and Keltie (Scotland)

Project descriptions

- | | |
|---|---|
| <ul style="list-style-type: none"> ▪ Asset: Foret de Nan (Haute-Saône) and Massif de Rangevilliers (Doubs), ▪ Locations: Regional France ▪ Description: 935.8ha and 38.4ha | <ul style="list-style-type: none"> ▪ Asset: Woodland Invest ▪ Locations: UK (Scotland) ▪ Description: 1,723ha of forests – 9 areas |
|---|---|

Key features

French forests	Scottish forests
<ul style="list-style-type: none"> ▪ Certifications: PEFC ▪ Share of CNP Assurances financing: 100 % 	<ul style="list-style-type: none"> ▪ Certifications: PEFC ▪ Share of CNP Assurances financing: 100%