

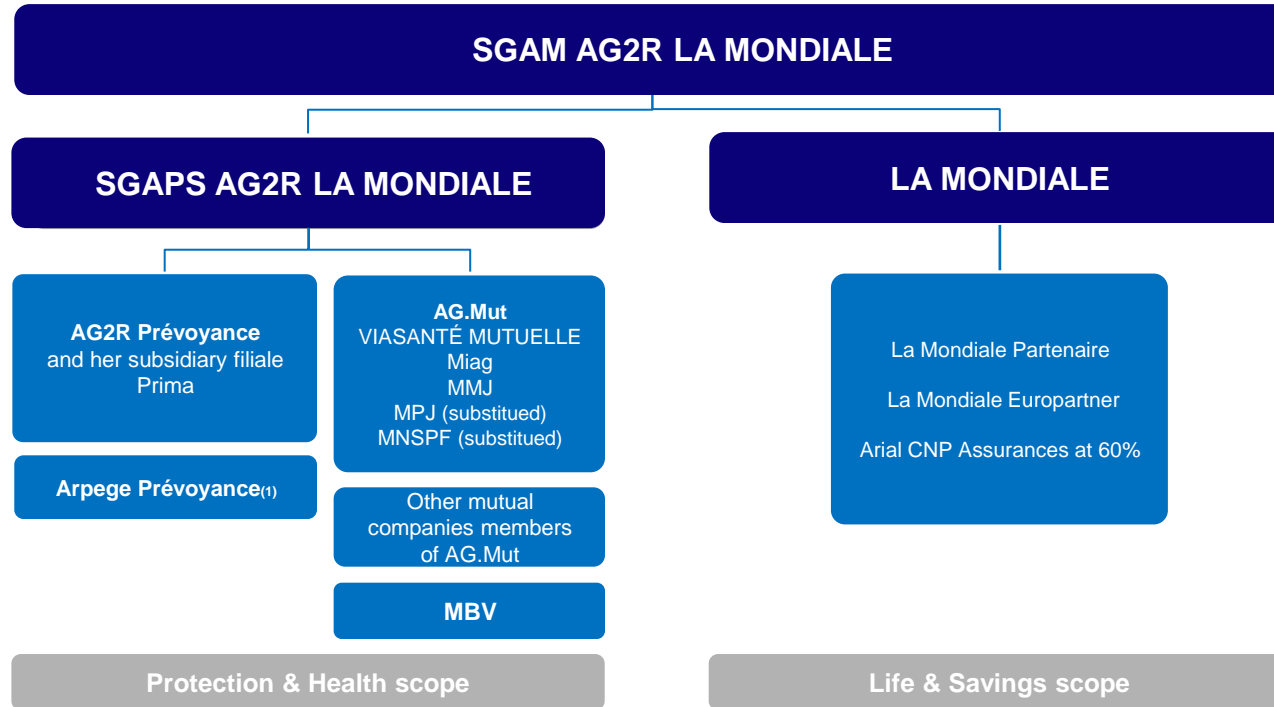


AG2R LA MONDIALE

# LA MONDIALE

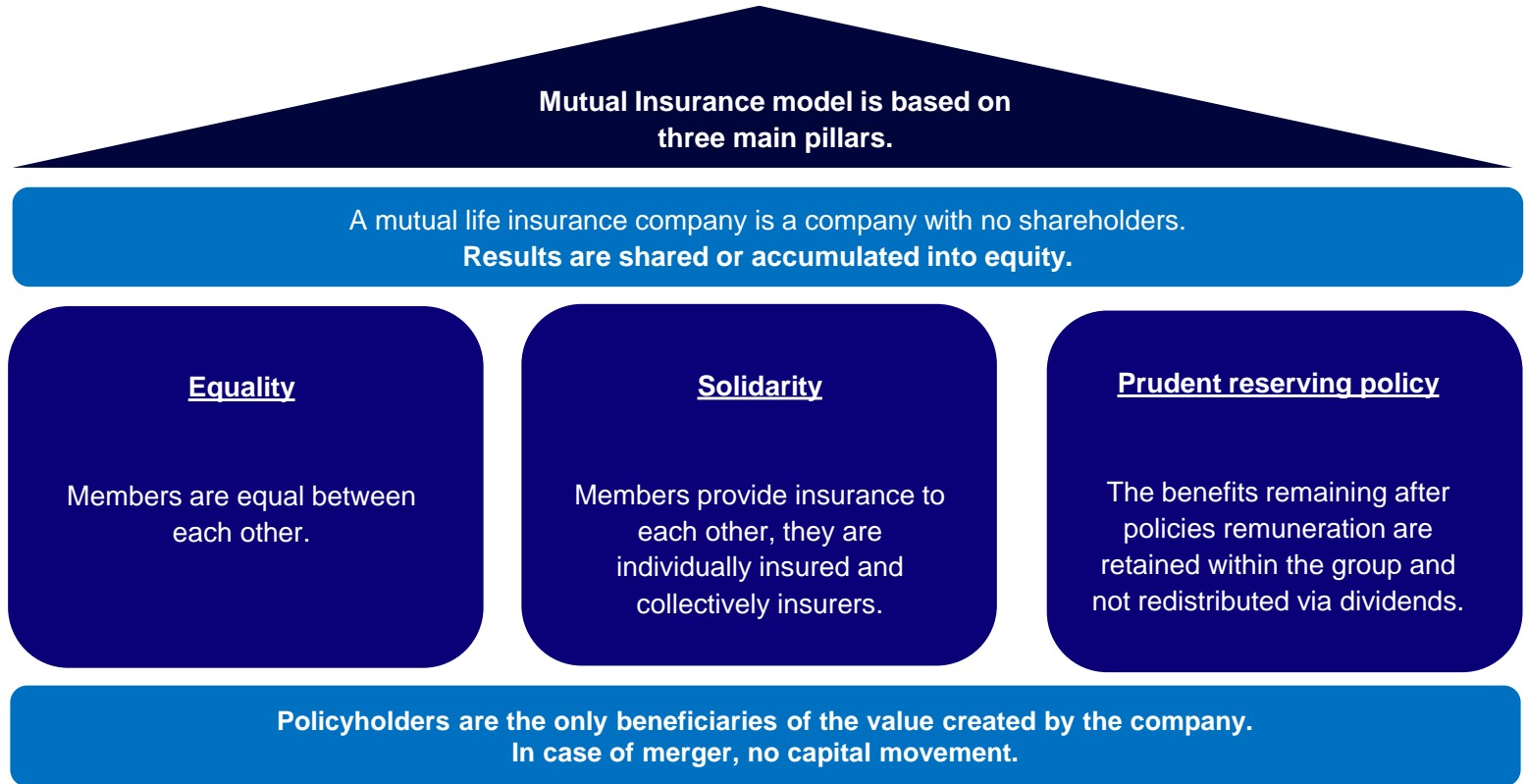
## Who are we?

# The Group structure

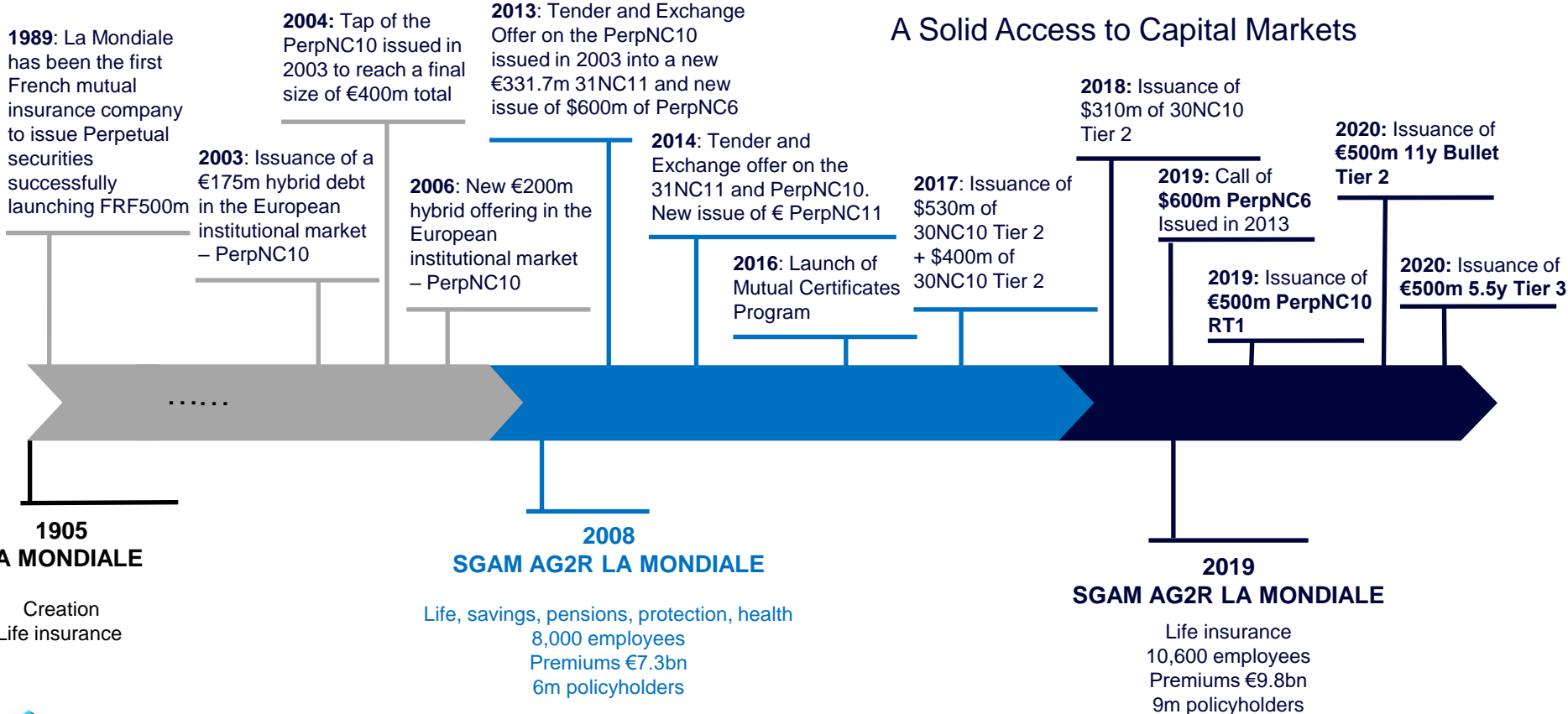


(1) Member of Sgaps since January the 1st, 2021

# The strength of the mutual insurance model



# More than a century of presence and diversification

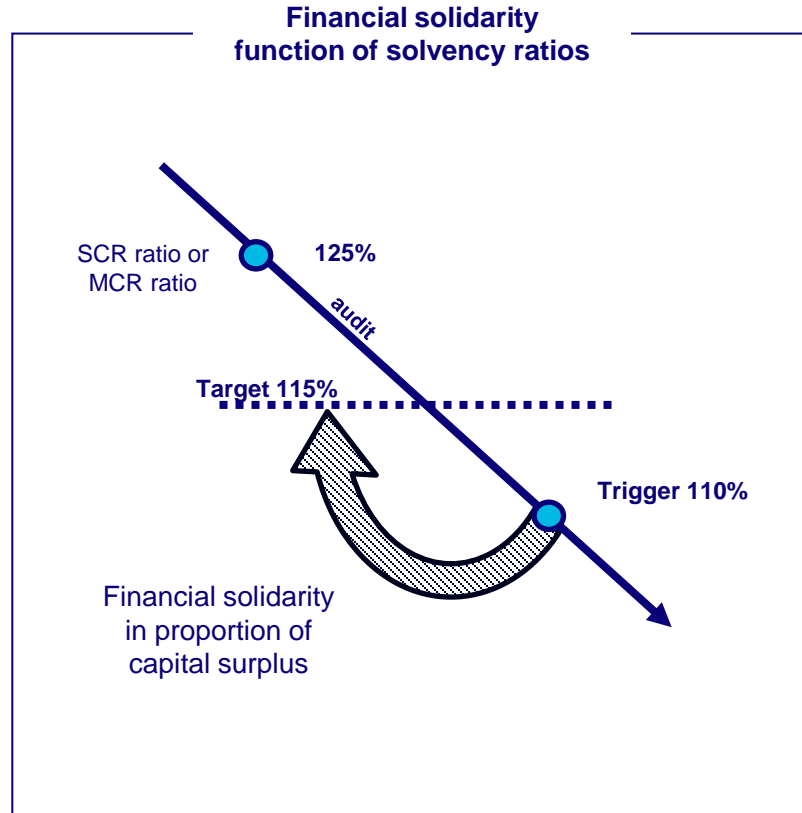


## A Solid Access to Capital Markets

A long story of sustained growth



# AG2R LA MONDIALE financial solidarity

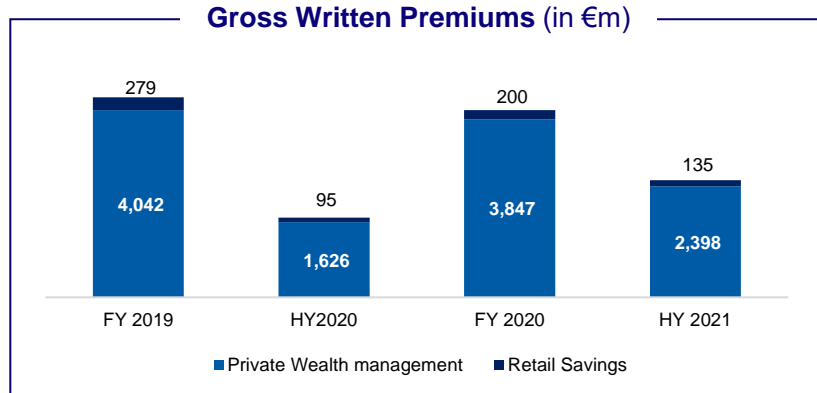


## Financial solidarity – description

- Financial solidarity rules are set in a way such that, if the solvency ratio of a member were to go below 110%, other members will have to provide additional capital to restore a 115% ratio, as long as this does not make other members breach their own solvency
- Starting at 125%, an audit is performed in order to reduce the risk of triggering financial solidarity



# Private wealth savings: a UL-focused market



**Partnerships with leading private banks and distributors**

**Top 3 on the French market**

- 57% of UL in Premiums:** slight increase compared to FY 2020 (+2pts), far above the French market
- Specific focus on HNWI**s thanks to our distribution networks (private banks)
- Specific tax treatment and inheritance purpose
- Continuous **product innovation bringing tailor-made solutions** to our partners: dedicated funds, multiple investment options, more than 7,200 unit-linked supports
- A joint offer of Luxembourg and French insurance products

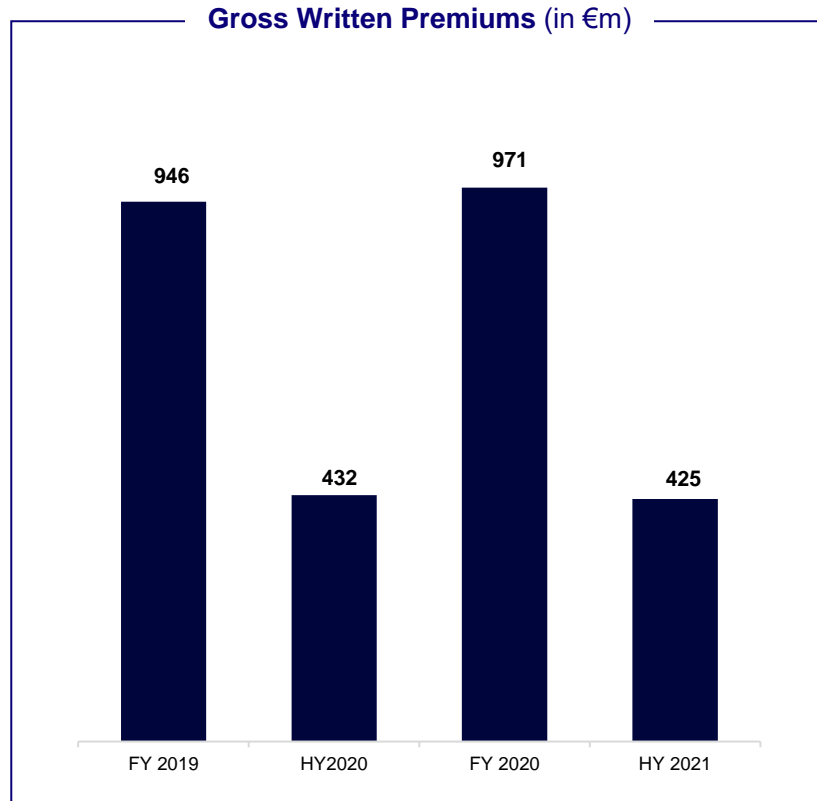
**Savings GWP: +46.9% compared to HY 2020**

Very strong increase in savings, with a remarkable growth on UL collect (+42%): strong improvement in asset mix UL/GA with a negative net inflow on GA that allows to limit the dilution of the financial return of La Mondiale's GA

(Source : Fédération Française de l'Assurance and Commissariat aux assurances Luxembourg)



# Group supplementary pension: a market with a strong potential



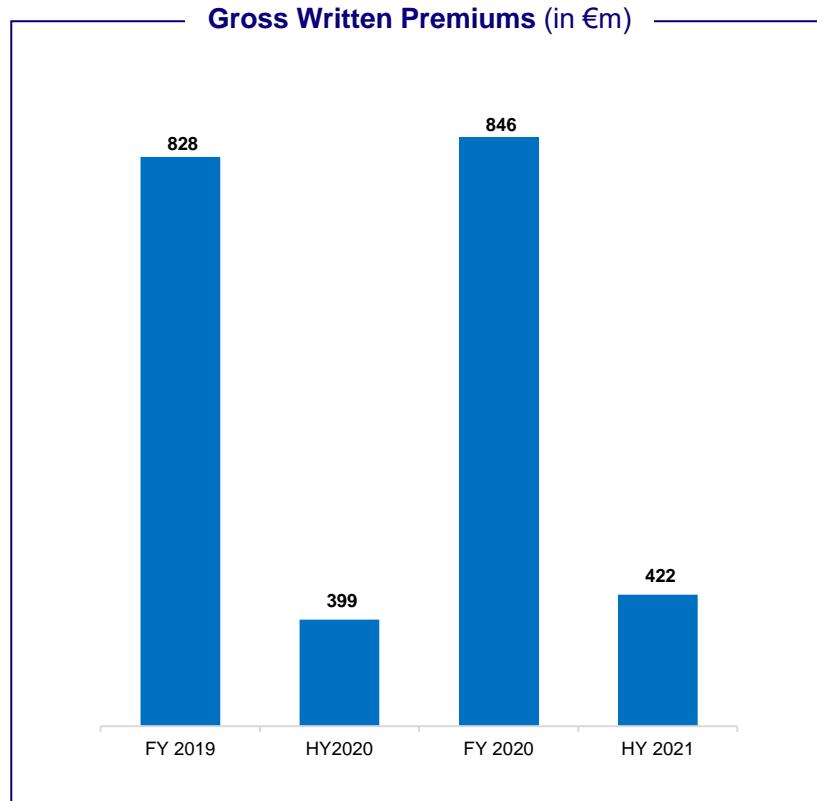
- #2 on the French market through the partnership with CNP
- Strong growth experienced in Group Supplementary Pension over the last 20 years
- Affected positively by the ageing population and the reduction of the state pension benefits going forward
- Clients: medium and large companies, including those of the CAC 40 - covering the retirement of their employees
- Powerful IT platform for underwriters to manage group contracts incorporating all product innovations
- PACTE law: an opportunity for further market development

**Group supplementary pension: -1.2% compared to HY 2020**

Decrease in regular premiums.



# Individual retirement plans: a selective and mature market



- #1 on the French market** on Self-Employed Retirement Plans, **landmark business line of La Mondiale** for more than 50 years
- Distribution network with more than 1,000 salespeople who are **expert in tax and patrimonial optimization**
- Clients: CEOs and entrepreneurs, long-term partnerships in particular with auditors / accountants
- Contracts with regular premium payments** which cannot lapse ensuring a very stable portfolio
- Increased needs of the French ageing population for retirement products to complement the state retirement system given the reduction of the state pension benefits
- Critical mass which ensures a mutualization / diversification of the longevity risk (more than 50k annuitants) without a negative selection bias

**Individual retirement plans: +5.8%**

Good performance of new PACTE contracts (PERi) with a satisfying asset mix UL/GA (57% UL)

