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A QUALITY PARTNERSHIP

CARDIF LUX VIE PRESENTATION

Cardif Lux Vie is a Luxembourg life insurance company positioned among the major players in the segment. Committed to its clients, partners and employees, the company provides high-quality solutions and services that contribute to sustainable and responsible growth.

In Luxembourg and the Greater Luxembourg Region, Cardif Lux Vie provides bancassurance and brokerage networks with high-value-added life insurance savings, retirement and protection insurance solutions for private individuals and professionals.

For high net worth clients active internationally, the company develops bespoke and sustainable open-architecture offers through an extensive network of first-class partners. Harnessing a comprehensive range of wealth engineering tools, Cardif Lux Vie's planning solutions support clients and partners over the long term.

Cardif Lux Vie posted excellent results for 2018, and published a turnover of EUR 2.8 billion and close to EUR 25.3 billion in assets under management with a net result of EUR 48.7¹.

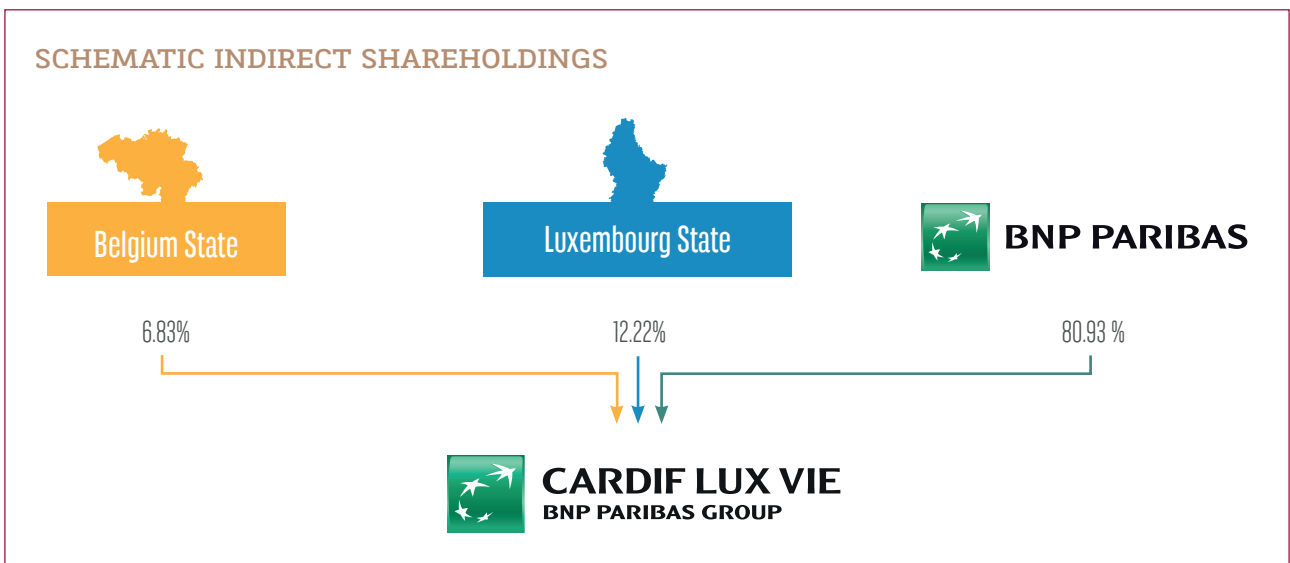
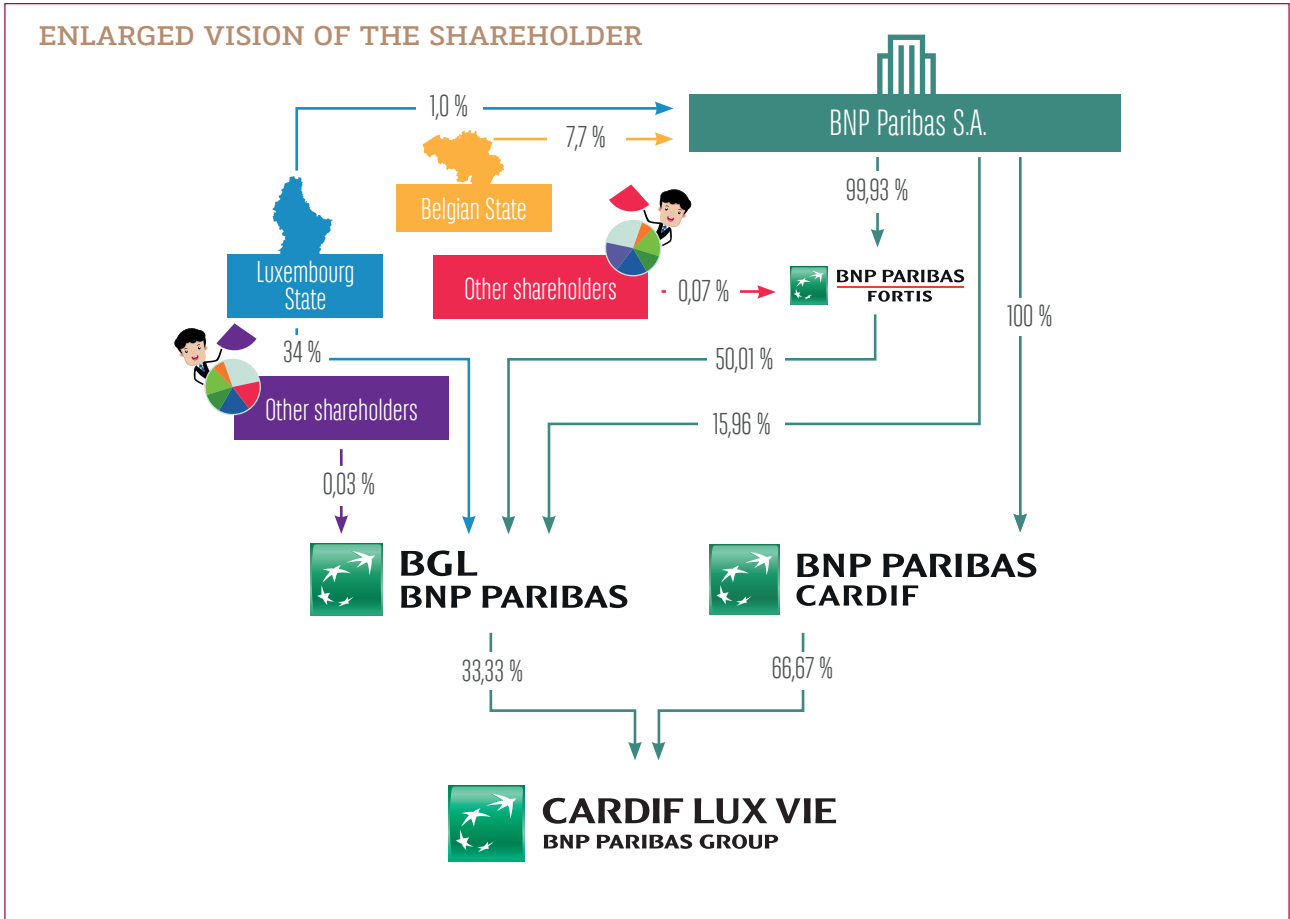
KEY FIGURES AT 31/12/2018

- **Assets Under Management:** EUR 25.3 billion
- **Gross Written Premiums:** EUR 2.8 billion
- **Net income before tax:** EUR 48.7 million
- **Solvency Ratio:** 135% (Solvency II)
- **330 employees**

1- Net income before tax according to Luxembourg local GAAP standards, giving a pre-tax income of EUR 31.5 million under the group IFRS.

CARDIF LUX VIE SHAREHOLDING STRUCTURE

Since the 21st of December 2018, the company is owned by two shareholders.



PRESENTATION OF SHAREHOLDERS



The world leader in creditor insurance, BNP Paribas Cardif plays an essential role in the lives of its policyholder clients, providing them with savings and protection solutions that let them realize their goals while protecting themselves from unforeseen events. As a committed insurer, BNP Paribas Cardif works to have a positive impact on society and to make insurance accessible to the largest possible number of people. In a world that has been deeply transformed by the emergence of new uses and lifestyles, the company, a subsidiary of BNP Paribas, has a unique business model anchored in partnerships.

It co-creates solutions with almost 500 partner distributors in a variety of sectors (including banks and financial institutions, automotive sector companies, retailers, telecommunications companies, energy companies, financial advisors, brokers and others) who market the products to their customers. BNP Paribas Cardif is a global specialist in personal insurance, serving 100 million clients in 35 countries with strong positions in three regions – Europe, Asia and Latin America – and plays a major role in providing financing for the economy.

KEY FIGURES AT 31/12/2018

- **Gross Written Premiums:** EUR 31.8 billion
- **Net Banking Income:** EUR 1.5 billion
- **Assets Under Management:** EUR 239 billion
- Present in **35 countries**
- **Nearly 10,000 employees**



BGL BNP Paribas (www.bgl.lu) is one of the largest banks in Luxembourg and part of the BNP Paribas Group. It offers an especially wide range of financial products and bancassurance solutions to individuals, professionals, businesses and private banking clients. At end 2018, BGL BNP Paribas employed 2,474 people in Luxembourg.

BGL BNP Paribas was named Bank of the Year 2018 in Luxembourg by The Banker and, in 2019, Best Bank in Luxembourg by Euromoney for the fourth year in a row.

KEY FIGURES AT 31/12/2018

- **Net Banking Income:** EUR 1.45 billion
- **Net Result:** EUR 338.9 million
- **Solvency Ratio:** 22.6%
- **1st employer in the financial sector**

THE BNP PARIBAS GROUP



PNB Paribas is a leading bank in Europe with an international reach. It has a presence in 73 countries, with more than 196.000 employees, including more than 149.000 in Europe.

The Group has key positions in its three main activities: Domestic Markets and International Financial Services (whose retail-banking networks and financial services are covered by Retail Banking & Services) and Corporate & Institutional Banking, which serves two client franchises: corporate clients and institutional investors. The Group helps all its clients (individuals, community associations, entrepreneurs, SMEs, corporates and institutional clients) to realise their projects through solutions spanning financing, investment, savings and protection insurance. In Europe, the Group has four domestic markets (Belgium, France, Italy and Luxembourg) and BNP Paribas Personal Finance is the leader in consumer lending. BNP Paribas is rolling out its integrated retail-banking model in Mediterranean countries, in Turkey, in Eastern Europe and a large network in the western part of the United States.

In its Corporate & Institutional Banking and International Financial Services activities, BNP Paribas also enjoys top positions in Europe, a strong presence in the Americas as well as a solid and fast-growing business in Asia-Pacific.

KEY FIGURES AT 31/12/2018

- **Net Banking Income:** EUR 42.5 billion
- **Gross Operating Income:** EUR 11.9 million
- **Net Income:** (excluding exceptional items) EUR 7.5 billion
- Nearly, **196.000 employees** in **73 countries**