

# CONSOLIDATED FINANCIAL STATEMENTS

BNP Paribas Cardif

31 December 2019



**BNP PARIBAS  
CARDIF**

The insurer  
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## 1. Balance sheet assets

<i>in Euro million</i>	Notes	December 31, 2019	December 31, 2018
Goodwill	5.1	249	248
Value of insurance company contract portfolios acquired	5.2	307	342
Other intangible assets	5.3	257	248
<b>Intangible assets</b>		<b>813</b>	<b>838</b>
Investment property	5.4	3,247	3,138
Held-to-maturity financial assets	5.5	1,911	3,717
Available-for-sale financial assets	5.6	128,890	114,941
Financial investments at fair value through profit and loss	5.7	39,112	37,065
Loans and receivables	5.8	1,716	1,680
Derivative instruments assets	5.9	935	675
Investments in equity-method investment entities		297	298
Unit-linked investment assets	5.10	74,340	64,533
<b>Investments</b>		<b>250,448</b>	<b>226,047</b>
<b>Equity-method investments</b>	<b>5.16</b>	<b>711</b>	<b>771</b>
<b>Reinsurers' share in insurance and investment contracts liabilities</b>		<b>2,939</b>	<b>3,006</b>
Tangible assets	5.17	512	433
Deferred acquisition costs and equivalent	5.18	1,446	1,391
Deferred tax assets	6.7	76	313
Receivables from direct insurance and reinsurance operations	5.19	1,170	1,088
Current tax receivables		204	57
Other receivables	5.20	2,178	2,257
<b>Other assets</b>		<b>5,585</b>	<b>5,538</b>
<b>Cash and cash equivalents</b>		<b>2,119</b>	<b>2,449</b>
<b>TOTAL ASSETS</b>		<b>262,615</b>	<b>238,649</b>

## 2. Balance sheet liabilities

<i>in Euro million</i>	Notes	December 31, 2019	December 31, 2018
Share capital	5.21	150	150
Additional paid-in capital		2 588	2 988
Changes in assets and liabilities recognised directly in equity		1 153	565
Non-distributed reserves		776	211
Net income for the period attributable to shareholders		2 293	686
Interim dividends		(1 164)	-
<b>Shareholders' equity - Group share</b>		<b>5 797</b>	<b>4 601</b>
<b>Minority interests</b>		<b>316</b>	<b>271</b>
<b>TOTAL SHAREHOLDERS' EQUITY</b>		<b>6 113</b>	<b>4 872</b>
Subordinated debt	5.22	5 337	4 666
Financial debts due to banking sector companies	5.22	2 076	2 510
<b>Financing debts</b>		<b>7 413</b>	<b>7 177</b>
Technical liabilities arising from insurance contracts	5.23	97 491	93 882
Technical liabilities arising from unit-linked insurance contracts	5.23	67 059	59 307
<b>Technical liabilities arising from insurance contracts</b>		<b>164 550</b>	<b>153 189</b>
Technical liabilities arising from investment contracts with discretionary participating feature	5.23	40 722	38 604
Technical liabilities arising from unit-linked investment contracts	5.23	7 456	5 506
<b>Technical reserves on investment contracts</b>		<b>48 178</b>	<b>44 110</b>
Deffered policyholders' surplus reserve	5.24	19 578	12 557
<b>TECHNICAL RESERVES ON INSURANCE AND INVESTMENT CONTRACTS</b>		<b>232 306</b>	<b>209 856</b>
Provisions for contingencies and charges	5.25	299	252
Deferred tax liabilities	6.7	326	277
Liabilities due to companies in the banking sector	5.26	8 760	10 074
Liabilities from direct insurance and reinsurance operations	5.27	3 611	3 411
Current tax liabilities		160	224
Derivative instruments liabilities	5.9	898	624
Other debts	5.20	2 727	1 883
<b>Other liabilities</b>		<b>16 482</b>	<b>16 493</b>
<b>TOTAL LIABILITIES</b>		<b>262 615</b>	<b>238 649</b>

### 3. Profit and loss account

<i>in Euro million</i>	Notes	Year 2019	Year 2018
Gross written premiums		23,884	24,000
Change in unearned premiums		(26)	121
<b>Gross earned premiums</b>		<b>23,857</b>	<b>24,121</b>
<b>Income from other activities</b>		<b>33</b>	<b>31</b>
Investment income		4,596	4,341
Investment expense		(690)	(454)
Gains and losses on disposed invested assets, net of depreciation and amortisation reversals		320	410
Share of net income (equity-method investment entities)	5.16	9	11
Net change in investments at fair-value through profit or loss		10,758	(5,862)
Net change in investment impairment		(170)	(74)
<b>Investment income excluding financing expense</b>	<b>6.1</b>	<b>14,822</b>	<b>(1,629)</b>
Technical charges related to contracts	6.2	(32,502)	(16,628)
Net result from ceded reinsurance	6.3	(56)	(207)
Expenses from other activities	6.4	(259)	(263)
Acquisition costs on contracts	6.4	(2,954)	(2,997)
Depreciation on acquired portfolios	5.2	(36)	(21)
Administration expenses	6.4	(1,482)	(1,289)
Other current operating income and expenses		36	23
<b>Other current income and expenses</b>		<b>(37,252)</b>	<b>(21,382)</b>
Other non-current operating income and expenses	6.5	1,430	82
<b>Pre-tax operating income</b>		<b>2,890</b>	<b>1,223</b>
Financing expenses	5.6	(155)	(135)
Share of earnings of equity-method entities	5.16	35	83
Corporate income tax	6.7	(462)	(477)
<b>NET CONSOLIDATED INCOME</b>		<b>2,308</b>	<b>694</b>
Net income attributable to minority interests		16	8
<b>Net income attributable to equity shareholders</b>		<b>2,293</b>	<b>686</b>

## 4. Statement of net income and changes in assets and liabilities recognised directly in equity

<i>in Euro million</i>	Year 2019	Year 2018
<b>Net consolidated income</b>	<b>2,308</b>	<b>694</b>
Changes in foreign translation adjustments	(19)	(61)
Changes in fair value of available-for-sale financial assets	4,363	(2,639)
Changes in fair value of available-for-sale financial assets reported in net income	(274)	(292)
Changes in deferred value of hedging instruments	(31)	(28)
Changes in shadow accounting adjustments, net of deferred tax	(3,480)	2,561
Changes in equity-method investments	42	(37)
<b>Items that are or may be reclassified to profit or loss</b>	<b>601</b>	<b>(496)</b>
Remeasurement gains (losses) related to post-employment benefits plans	(3)	1
Changes in equity method investments	(0)	-
<b>Items that will not be reclassified to profit or loss</b>	<b>(3)</b>	<b>1</b>
<b>Changes in assets and liabilities recognised directly in equity</b>	<b>598</b>	<b>(494)</b>
<b>TOTAL NET INCOME AND CHANGES IN ASSETS AND LIABILITIES RECOGNISED DIRECTLY IN EQUITY</b>	<b>2,907</b>	<b>200</b>
Attributable to equity shareholders	2,881	189
Attributable to minority interests	26	11

## 5. Statement of changes in shareholders' equity

in Euro million	Group share				Total Group share	Minority interests	Total shareholders' equity
	Share capital	Additional paid-in capital	Total changes recognised directly in equity	Non-distributed reserves			
<b>CAPITAL AND RETAINED EARNINGS AT DECEMBER 31, 2017</b>	150	2,988	1,062	742	4,942	46	4,988
Changes in assets and liabilities recognised directly in equity (1)	-	-	(497)	-	(497)	3	(494)
Net consolidated income (2)	-	-	-	686	686	8	694
<b>Total net income and changes in assets and liabilities recognised directly in equity (1) + (2)</b>	-	-	<b>(497)</b>	<b>686</b>	<b>189</b>	<b>11</b>	<b>200</b>
Dividend distribution	-	-	-	(573)	(573)	(2)	(575)
Movements in own equity	-	-	-	(52)	(52)	102	50
Movements in consolidation scope	0	-	-	376	376	167	543
Changes in the holdings companies without loss of control	-	-	-	(215)	(215)	(3)	(218)
Other movements	-	-	-	(67)	(67)	(49)	(116)
<b>CAPITAL AND RETAINED EARNINGS AT DECEMBER 31, 2018</b>	150	2,988	565	897	4,601	271	4,872
Changes of method first application IFRS16	-	-	-	(3)	(3)	-	(3)
<b>CAPITAL AND RETAINED EARNINGS AT JANUARY 1<sup>ST</sup>, 2019</b>	150	2,988	565	895	4,598	271	4,869
Changes in assets and liabilities recognised directly in equity (3)	-	-	588	-	588	10	598
Consolidated net income (4)	-	-	-	2,293	2,293	16	2,308
<b>Total net income and changes in assets and liabilities recognised directly in equity (3) + (4)</b>	-	-	<b>588</b>	<b>2,293</b>	<b>2,881</b>	<b>26</b>	<b>2,907</b>
Dividend distribution and interim dividend payments (b)	-	-	-	(1,283)	(1,283)	(5)	(1,289)
Movements in own equity	-	-	-	79	79	27	106
Movements in consolidation scope	-	-	-	(209)	(209)	-	(209)
Changes in the holdings companies without loss of control	-	-	(0)	127	127	(0)	127
Other movements	-	(400)	-	3	(397)	(2)	(399)
<b>CAPITAL AND RETAINED EARNINGS AT DECEMBER 31, 2019</b>	150	2,588	1,153	1,905	5,797	316	6,113

(a) of which €573 million paid as interim dividends in 2018

(b) of which €1 164 million paid as interim dividends in 2019

## 6. Cash flow statement

As permitted by ANC (“Autorité des Normes Comptables” or French accounting standards body) recommendation No.2013-05, BNP Paribas Cardif Group has used the indirect method to prepare the cash flow statement.

<i>in Euro million</i>	Year 2019	Year 2018
<b>Pre-tax operating income</b>	<b>2,890</b>	<b>1,223</b>
Gain and losses on disposed investments	(1,529)	(439)
Net depreciation/amortisation expense	178	154
Change in deferred acquisition costs	(46)	79
Change in depreciation	92	16
Net addition to technical provisions for insurance and financial liabilities	15,428	2,526
Net addition to other provisions	67	29
Change in value of financial instruments at fair value through profit and loss (no cash and cash equivalents)	(10,793)	4,978
Share in associates and joint-ventures investments	(9)	(11)
Other items without cash out in operating income	336	(530)
<b>Correction of items included in operating income with no corresponding cash flows and reclassification of financing and investment flows</b>	<b>3,725</b>	<b>6,803</b>
Dividends received from equity-method entities	33	60
Change in operating receivables and liabilities	2,030	348
Change in securities sold or received under repurchase agreements	5	8
Net cash generated by other assets and liabilities	207	199
Net taxes paid	(573)	(253)
<b>Net cash not related to income from operating activities</b>	<b>1,702</b>	<b>362</b>
<b>NET CASH AND EQUIVALENTS GENERATED BY OPERATING ACTIVITIES</b>	<b>8,317</b>	<b>8,388</b>
<b>Net cash related to movements in consolidation scope</b>	<b>948</b>	<b>213</b>
<b>Net cash on disposals and repayments of financial assets</b>	<b>28,990</b>	<b>17,833</b>
<b>Net cash related to acquisitions or issues of financial assets</b>	<b>(35,923)</b>	<b>(25,277)</b>
<b>Net cash related to acquisitions and disposals of tangible and intangible assets</b>	<b>(75)</b>	<b>(68)</b>
<b>NET CASH AND EQUIVALENTS GENERATED BY INVESTMENT ACTIVITIES</b>	<b>(6,060)</b>	<b>(7,299)</b>
Issuance of capital instruments	(4)	50
Dividends paid	(1,289)	(575)
<b>Net cash from transactions with shareholders and members</b>	<b>(1,292)</b>	<b>(525)</b>
Cash generated by financing debts issuance	750	17
Cash allocated to financing debts repayments	(1,726)	538
Interest paid on financing debts	(155)	(135)
<b>Net cash related to Group financing</b>	<b>(1,130)</b>	<b>421</b>
<b>NET CASH AND EQUIVALENTS GENERATED BY FINANCING ACTIVITIES</b>	<b>(2,423)</b>	<b>(104)</b>
<b>EFFECT OF MOVEMENT IN EXCHANGES RATES ON CASH AND EQUIVALENTS</b>	<b>20</b>	<b>14</b>
<b>BALANCE OF CASH AND EQUIVALENTS AT THE START OF THE PERIOD</b>	<b>1,631</b>	<b>631</b>
Net cash generated by operating activities	8,317	8,388
Net cash generated by investment activities	(6,060)	(7,299)
Net cash generated by financing activities	(2,423)	(104)
Effect of charges in foreign exchange rates on cash and cash equivalents	20	14
<b>BALANCE OF CASH AND EQUIVALENTS AT THE END OF THE PERIOD</b>	<b>1,485</b>	<b>1,631</b>
Asset cash and cash equivalents	2,119	2,449
On demand debts	(637)	(823)
<i>of which related debts</i>	3	5
Liability cash and cash equivalents	(634)	(818)

## 7. Notes to the consolidated financial statements

### NOTE 1 ACCOUNTING PRINCIPLES AND METHODS

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#### 1.1 NORMATIVE ENVIRONMENT

##### 1.1.1 Applicable accounting standards and statement of compliance

In accordance with Regulation EC No.1606/2002, BNP Paribas Cardif Group's consolidated financial statements have been prepared in accordance with the IAS/IFRS and IFRIC interpretations applicable as of 31 December 2019 as adopted by the European Union. These standards are available on the European Commission website<sup>1</sup>.

The financial statements are presented on the basis of Recommendation No 2013-05 of the ANC of 7 November 2013 with respect to the format of the consolidated financial statements of insurance institutions established in accordance with international accounting standards. They were approved by the Board of Directors on 2 April 2020.

##### 1.1.2 IFRS first-time application

For the first application of IFRS to the preparation of its consolidated financial statements at 31 December 2017, BNP Paribas Cardif Group chose the IFRS 1 option to maintain the valuations already used in the context of IFRS reporting for BNP Paribas Group, insofar as they are compatible with the preparation of consolidated financial statements at the sub-group level.

##### 1.1.3 IAS/IFRS standards adopted by the European Union at 31 December 2019 and applicable from 1 January 2019

#### IFRS 9 "Financial Instruments"

IFRS 9 "Financial Instruments" published by the IASB in July 2014 replaces IAS 39 "Financial Instruments: recognition and measurement" for the classification and measurement of financial instruments.

IFRS 9 defines new principles regarding financial instruments classification and evaluation, credit risk's depreciation on the invested assets and global hedge-accounting (or micro-hedge).

IFRS 9, which was adopted by the European Union on 22 November 2016, is mandatory for annual periods beginning on or after 1 January 2018 and is applicable by European companies in all business

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<sup>1</sup>[https://ec.europa.eu/info/business-economy-euro/company-reporting-and-auditing/company-reporting\\_en](https://ec.europa.eu/info/business-economy-euro/company-reporting-and-auditing/company-reporting_en)

sectors, except for insurance companies, which are, as an option and under certain conditions, authorised to postpone its application.

***Temporary exemption from the application of IFRS 9: so-called “deferral” approach***

The amendment to IFRS 4, approved by the regulation 2017-1988 of 3 November 2017, defines the following conditions to be followed by the insurance company in order to be eligible for the temporary exemption from the application of IFRS 9:

- the insurance company should never have applied any version of IFRS 9;
- its activities shall be based on core-insurance; this constraint being evidenced if the accounting value of its liabilities linked with insurance business exceeds 90% of the total balance sheet liabilities.

BNP Paribas Cardif Group, which complied with these two conditions at 1 January 2016, therefore chose to defer the application of IFRS 9 during the first application of IFRS for the preparation of its consolidated financial statements at 31 December 2017.

***Study of the implementation of IFRS 9 within BNP Paribas Cardif Group***

The implementation of IFRS 9 in companies belonging to BNP Paribas Group relies on a project structure that covers the various aspects of the standard. Steering committees and technical committees dedicated to the several issues related to the implementation of the new standard have been established.

Accordingly, the project co-steered by the Finance Department and Risk Department with dedicated governance, covers the classification and measurement of financial assets, and the provisioning model. Work was conducted to analyse the business models and contractual characteristics of the assets of BNP Paribas Cardif Group. As a result, the methodology for the provisioning model was defined, in line with that selected by BNP Paribas Group.

After the application deferral was obtained, work took place to define how to provide the information required in the notes during the transitional period (period from 1 January 2018 to 31 December 2021 for a first application on 1 January 2022<sup>2</sup>), in particular the information relating to whether or not assets meet the SPPI (“Solely Payment of Principal and Interests”) test and the information related to the credit quality of bond assets (excluding assets at fair value through profit or loss).

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<sup>2</sup> Initially planned up to 1 January 2021 at the latest, the temporary exemption from which insurance companies benefit was deferred to 1 January 2022 in the IFRS 17 Amendments exposure draft published by the IASB in June 2019. At the start of March 2020, the IASB's services proposed to defer the date for the entry into force of IFRS 17 to 1 January 2023. This new deferral, after the deferral of the date of implementation of IFRS 17 “Insurance Contracts”, should enable the simultaneous application by insurance companies of IFRS 9 and IFRS 17. These proposals should be approved by the IASB and confirmed by the corresponding amendments.

The preparatory work to implement IFRS 9 by BNP Paribas Cardif will continue throughout the deferral period and will be pursued consistently with the solutions adopted as part of the IFRS 17 implementation project. BNP Paribas Group's position will also be taken into consideration (notably with respect to hedge accounting) at the date when BNP Paribas Cardif first applies IFRS 9.

#### Amendment to IFRS 9 "Prepayment Features with Negative Compensation"

IFRS 9 "Prepayment Features with Negative Compensation" was amended to clarify the classification of financial assets with prepayment options at the borrower's initiative when this repayment leads to the borrower receiving compensation from the other party. This amendment became mandatory on 1 January 2019.

The option chosen by BNP Paribas Cardif Group to defer application of IFRS 9 (see above) implies that application of the amendment to IFRS 9 by the Group is also deferred to the IFRS 9 application date.

#### Amendments to IAS 39 and IFRS7 "Interest rate benchmark reform"

In September 2019, the IASB issued amendments to IAS 39 and IFRS 7 relating to hedge accounting requirements.

The amendments aim to maintain hedging relations affected by the benchmark interest rate reform so that they may continue despite the uncertainty related to the transition period for hedged instruments and hedging to the new rates.

Adopted by the European Commission on 15 January 2020, application of these amendments is mandatory for annual financial statements from 1 January 2020, with the option of early application. The Group selected this option in order to maintain its existing hedging relations.

In association with BNP Paribas Group, BNP Paribas Cardif launched its transition project involving all Asset Management Business Lines and the different functions. This project aims to implement an active transition process from the old benchmark interest rates to the new rates, and the assessment and analysis of the expected impacts.

#### IFRS 16 "Leases"

IFRS 16 "Leases", issued in January 2016, superseded IAS 17 "Leases" and the interpretations relating to the accounting of such contracts.

Adopted by the European Union on 31 October 2017, IFRS 16 became mandatory for financial years beginning on or after 1 January 2019.

IFRS 16 provides a new definition of lease contracts, which implies on one hand the identification of an asset, and on the other hand the control by the lessee of the utilisation right of that asset.

From the point of view of the lessor, the impact is limited, the provisions chosen remaining mainly unchanged compared to the previous standard IAS 17.

For the lessee, the standard imposes to account for all lease contracts in the balance sheet as a right of use on the leased asset, booked under fixed assets and as a financial debt on the liability side regarding the lease-charge and other payments due throughout the lease period.

The right of use will be amortised with the straight-line method and the financial debt will be discounted over the lease period.

For the first application of IFRS 16, at 1 January 2019, the Group decided to apply the simplified retrospective transition method.

Most leases identified are property leases related to head offices or operating offices in France or abroad.

In line with the results of the impact work carried out in 2018, for BNP Paribas Cardif Group, the application of the standard, its principles and interpretation did not have any significant impacts on the 2019 financial statements.

On 26 November 2019, the IFRS Interpretations Committee (IFRS IC) confirmed its position on the duration of the following two cancellable and renewable leases:

- leases with indefinite terms, that may be terminated at any time with notice by the lessee or lessor, with no penalty to be paid;
- leases signed for a short initial term (in principle 12 months), indefinitely renewable by automatic renewal for the same duration, unless terminated by one of the parties through a notice to terminate.

For these contracts, the enforceable nature may go beyond the notice period when one or other of the parties has a significant economic incentive not to terminate the lease.

The IFRS IC (Interpretations Committee) also confirmed that when an entity expects to use non-removable leasehold improvements beyond the date on which the contract may be terminated, the existence of these improvements indicates that the entity may incur a significant economic penalty in the event of termination. In this case, the term used to calculate the right to use corresponds to the useful life of the improvements.

This decision will be applied from 2020 by BNP Paribas Cardif Group and should not have a significant impact on the financial statements.

### IFRS 23 Uncertainty over income tax treatments

BNP Paribas Cardif has applied the IFRIC 23 interpretation since 1 January 2019.

This interpretation, dealing with uncertainty over income tax treatments, resulted in the reclassification of the provisions for income tax risks to the "Current tax liabilities" item.

#### 1.1.4 IAS/IFRS standards published by the IASB and not adopted by the European Union on 31 December 2019

### IFRS 17 "Insurance Contracts"

IFRS 17 "Insurance Contracts", replacing the current IFRS 4, was issued by the IASB on 18 May 2017, for a mandatory first application initially set at 1 January 2021 then deferred to 1 January 2022 by the "Amendments to IFRS 17" exposure draft issued in June 2019. At the start of March 2020, the IASB's

services proposed to defer the date for the entry into force of IFRS 17 to 1 January 2023. These proposals should be approved by the IASB and confirmed by the corresponding amendments. This standard must be adopted by the European Union prior to its application in Europe.

IFRS 17 establishes principles for the recognition, valuation and presentation of insurance contracts, as well as the provisions relating to the information to be provided about them. The standard requires to value the insurance liabilities on the basis of the future discounted and probabilised estimated cash flows, (commonly designated as "Best Estimate"), completed with an adjustment for risk ("Risk Adjustment") covering the uncertainty on the estimates, and with a "Contractual Service Margin" ("CSM") representing the future profits expected from the contract.

The above approach, which is the common model, is adapted for the contracts with a discretionary participation feature which can use, under predefined conditions, a specific model (the "Variable Fee Approach" - VFA). In this model, the contractual service margin (CSM) captures simultaneously the impact of the change of estimate on the liabilities and on the underlying assets.

Short-term contracts may also use a simplified approach (the "Premium Allocation Approach"), which is similar to the deferral of premiums as currently practised for non-life policies.

This approach can also be applied to some longer-term contracts if the results obtained are equal to those of the general model.

BNP Paribas Cardif's participating feature contracts sold in Europe and certain of its contracts sold in Asia should be able to be assessed according to the Variable Fee Approach. The other participating contracts that do not comply with the VFA application conditions will be treated as indirect participating contracts. Borrowers' insurance contracts and the pension benefits should be eligible for the general model or the simplified approach if the conditions are fulfilled.

In addition to the expected upcoming changes regarding the recognition of insurance liabilities and reinsurance assets, the new standard shall generate significant changes regarding revenue recognition from insurance contracts and expenses linked with those into the other comprehensive income.

The project to prepare the implementation of IFRS 17 that BNP Paribas Cardif began in 2017, continued in 2019. The studies required to develop or deploy the new tools (modelling, reporting, etc.) or the parameters required to feed them were completed in line with the schedule. This work also contributes to refining the assessment of the impacts of this new standard on the Group's consolidated financial statements. The implementation project will continue up to the date of first application of the standard.

## 1.2 CONSOLIDATION PRINCIPLES AND METHODS

### 1.2.1 Scope of consolidation

#### Companies included in the scope of consolidation

The consolidated financial statements of BNP Paribas Cardif Group include entities that are controlled by the Group, jointly controlled, and under significant influence, with the exception of those entities whose consolidation is regarded as immaterial to BNP Paribas Cardif Group. Companies that hold shares in consolidated companies are also consolidated.

### Date of entry into the scope of consolidation

Subsidiaries are consolidated from the date on which BNP Paribas Cardif Group obtains effective control. Companies under temporary control are included in the consolidated financial statements until the date of disposal.

### Sale of subsidiaries and affiliates

For transactions resulting in a loss of control, any equity interest retained by the Group is remeasured at its fair value through profit or loss.

Profits and losses from sales of equity interests are recorded in the income statement under "Other non-current operating income and expenses".

## 1.2.2 Consolidation methods

### Companies under exclusive control

Companies controlled by BNP Paribas Cardif Group are fully consolidated. The Group controls a subsidiary when it is exposed, or has rights, to variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity.

For entities governed by voting rights, the Group generally controls the entity if it holds, directly or indirectly, the majority of the voting rights (and if there are no contractual provisions that alter the power of these voting rights) or if the power to direct the relevant activities of the entity is conferred on it by contractual agreements.

Structured entities are defined as entities that are not governed by voting rights, such as when those voting rights relate to administrative tasks only, whereas the relevant activities are directed by means of contractual arrangements. They often have the following features or attributes: restricted activities, a narrow and well-defined objective and insufficient equity to enable them to finance their activities without subordinated financial support.

For these entities, the analysis of control shall consider the original purpose of the entity, the risks to which the entity is designed to be exposed and to what extent BNP Paribas Cardif Group absorbs the related variability. The assessment of control shall consider all facts and circumstances able to determine BNP Paribas Cardif Group's practical ability to make decisions that could significantly affect its returns, even if such decisions are contingent on uncertain future events or circumstances.

In assessing whether it has control, BNP Paribas Cardif Group considers only substantive rights which it holds or which are held by third parties. For a right to be substantive, the holder must have the practical ability to exercise that right when decisions about the relevant activities of the entity need to be taken.

Where BNP Paribas Cardif Group contractually holds the decision-making power, for instance where BNP Paribas Cardif Group acts as fund manager, it shall determine whether it is acting as agent or principal. Indeed, when associated with a certain level of exposure to the variability of returns, this decision-making power may indicate that the Group is acting on its own account and that it thus has control over those entities.

Control shall be reassessed if facts and circumstances indicate that there are changes to one or more of the elements of control.

In the full consolidation method, the assets and liabilities of the consolidated company form an integral part of the assets and liabilities of BNP Paribas Cardif Group, where as the share of equity not directly or indirectly attributable to the parent company, called “non-controlling interests” or “minority interests”, is handled separately.

The calculation of these minority interests takes into account the outstanding cumulative preferred shares classified as equity instruments issued by subsidiaries, when such shares are held outside BNP Paribas Cardif Group.

Minority interests are presented separately in the consolidated profit and loss account and balance sheet within consolidated shareholders' equity.

For transactions resulting in a loss of control, any equity interest retained by the Group is remeasured at its fair value through profit or loss.

### Companies under joint control

Whenever BNP Paribas Cardif Group carries out an activity with one or more partners sharing control by virtue of a contractual agreement which requires unanimous consent on relevant activities (those that significantly affect the entity's return) be taken unanimously, BNP Paribas Cardif Group exercises joint control over the activity.

Where the jointly controlled activity is structured through a separate vehicle in which the partners have rights to the net assets, this joint venture is consolidated using the equity-method applied to companies over which the Group exercises significant influence.

Where the jointly controlled activity is not structured through a separate vehicle or where the partners have rights to the assets and obligations for the liabilities of the jointly controlled activity, BNP Paribas Cardif Group accounts for its share of the assets, liabilities, revenues and expenses in accordance with the applicable IFRS.

Since the first consolidation at 30 June 2018 of the real-estate entities under joint control, BNP Paribas Cardif Group elected to use the option to measure at fair value an interest in an associate held directly or indirectly through an entity that is a mutual fund, an open-ended investment company or a similar entity such as an investment-related insurance fund.

### Companies over which the Group exercises significant influence

Companies over which the Group exercises significant influence (associates) are accounted for by the equity-method.

Significant influence is the power to participate in the financial and operating policy decisions of a company without exercising control. Significant influence is presumed to exist when BNP Paribas Cardif Group holds, directly or indirectly, 20% or more of the voting rights of a company.

Interests of less than 20% are excluded from consolidation unless they represent a strategic investment and BNP Paribas Cardif Group effectively exercises significant influence. This applies to companies developed in partnership with other groups, where BNP Paribas Cardif Group participates in strategic decisions of the enterprise through representation on the Board of Directors or equivalent governing

body, exercises influence over the enterprise's operational management by supplying management systems or senior managers, or provides technical assistance to support the enterprise's development.

Changes in the equity of associates (companies accounted for under the equity-method) are recognised in balance sheet assets under "equity-method investments" and in the relevant component of shareholders' equity in the balance sheet liabilities. Goodwill on associates is also included under "equity-method investments".

Whenever there is an indication of impairment loss, the carrying amount of the investment consolidated under the equity method (including goodwill) is subject to an impairment test by comparing its recoverable value of the company consolidated under the equity method (the higher of value-in-use and market value less costs to sell) to its carrying amount. Where appropriate, impairment is recognised under "Share of earnings of equity-method entities" in the consolidated income statement and can be reversed at a later date.

If the Group's share of the losses of an equity-method entity equals or exceeds the carrying amount of its investment in this entity, the Group discontinues including its share of further losses. The investment is reported at nil value. Additional losses of the equity-method entity are provided for only to the extent that BNP Paribas Cardif Group has a legal or constructive obligation to do so, or has made payments on behalf of this entity.

Since the first consolidation at 30 June 2018 of the real-estate entities under significant influence, BNP Paribas Cardif Group elected to use the option to measure at fair value an interest in an associate held directly or indirectly through an entity that is a mutual fund, an open-ended investment company or a similar entity such as an investment-related insurance fund.

### Consolidated insurance company investment entities

For the purposes of their financial management activity, insurance companies are required to invest in entities that correspond economically to investment entities such as mutual funds and other vehicles for collective investments in securities and real estate companies or funds.

Regarding fully consolidated funds, units held by third-party investors are recognised as debts at fair value through profit or loss, as long as they are redeemable at market value at the subscriber's initiative.

As provided for in ANC Recommendation No. 2013-05, real estate investment property companies (SCIs) and mutual funds consolidated under the equity-method are reclassified as insurance activity investments.

Entities under significant influence or under joint control assessed at realisable value are recognised on the balance sheet under "Financial investments at fair value through profit or loss".

### 1.2.3 Harmonisation of accounting methods

BNP Paribas Cardif Group is part of the scope of consolidation of BNP Paribas Group.

In accordance with IFRS 10 “Consolidated Financial Statements” and given the first-time application option selected, BNP Paribas Cardif Group’s consolidated financial statements are prepared in accordance with international accounting standards using accounting methods that are consistent with those applied by BNP Paribas Group for transactions and other similar events occurring under similar circumstances.

### 1.2.4 Elimination of intragroup balances and transactions

Intragroup balances arising from transactions between consolidated enterprises, and the transactions themselves (including income, expenses and dividends), are eliminated.

Profits and losses arising from intragroup sales of assets are eliminated, except where there is an indication that the asset sold is impaired.

Unrealised gains and losses included in the value of available-for-sale assets are maintained in the consolidated financial statements.

### 1.2.5 Translation of financial statements expressed in foreign currencies

#### ***Exchange rate adjustments***

The consolidated financial statements of BNP Paribas Cardif Group are prepared in euros.

The financial statements of enterprises whose functional currency is not the euro are translated using the closing rate method. Under this method, all assets and liabilities, both monetary and non-monetary, are translated using the spot exchange rate at the closing date. Income and expense items are translated at the average exchange rate over the period.

The same method is applied to the financial statements of Group subsidiaries located in hyperinflationary economies, after adjusting for the effects of inflation by applying a general price index, if this is significant. BNP Paribas Cardif has analysed the impact that this correction would have had for the entities for which the functional currency is the Argentine peso. This impact was not significant at 31 December 2019.

Differences arising from the translation of balance sheet items and profit and loss items are recorded in shareholders’ equity under “Changes in assets and liabilities recognised directly in equity” for the portion attributable to shareholders, and in “Minority interests” for the portion attributable to third-party investors.

Should the liquidation or disposal of some or all of an interest held in a foreign entity located outside the euro zone lead to a change in the nature of the investment (loss of control, loss of significant influence or loss of joint-control without keeping a significant influence), the cumulative translation adjustment at the date of liquidation or sale is recognised in the profit and loss account.

Should the percentage interest held change without any modification in the nature of the investment, the translation adjustment is reallocated between the portion attributable to shareholders and that attributable to minority interests prorata to the percentage of the share capital held, if the company is fully consolidated.

For entities consolidated under the equity-method, the translation adjustment is recognised in the profit and loss account for the portion related to the percentage interest sold.

In March 2017, the IFRS Interpretation Committee (“IFRS IC”, formerly IFRIC) provisionally decided that it would not be appropriate to create an exception to IFRS 1 to allow a subsidiary that moves to IFRS after its parent company to retain the translation differences shown in the financial statements of its parent company for its own financial statements.

As a result of that decision, BNP Paribas Cardif Group, having adopted the option offered by IFRS 1 for the preparation of its first consolidated financial statements under IFRS at 31 December 2017, recorded that the translation reserves of the Group’s entities in the opening balance sheet of 1 January 2016 were not reconstituted. As a result of this option, the gain or loss recorded on the subsequent disposal of foreign operations will include the translation differences subsequent to the date of transition to IFRS but will exclude the prior translation differences.

### 1.2.6 Business combinations

Since BNP Paribas Cardif Group chose the IFRS 1 option to maintain the valuations already used in the context of IFRS reporting to BNP Paribas Group provided that they are compatible with the preparation of consolidated financial statements at the level of its sub-group, business combinations that occurred before the date of BNP Paribas Cardif’s transition to IFRS were kept at their value in BNP Paribas Group financial statements.

## Identification and initial valuation of assets and liabilities acquired

### **Acquisition method**

Business combinations are accounted for using the acquisition method.

Under this method, the acquiree’s identifiable assets acquired and liabilities assumed are measured at the fair value (or its equivalent) at the acquisition date.

As an exception, non-current assets classified as assets held for sale are accounted for at fair value less costs to sell.

The acquiree’s contingent liabilities are recognised in the consolidated balance sheet only if they represent a current obligation on the acquisition date and their fair value can be measured reliably.

### **Cost**

The cost of a business combination is the fair value, at the date of exchange, of assets given, liabilities incurred or assumed, and equity instruments issued to obtain control of the acquiree.

### **Costs directly attributable to the acquisition**

Costs directly attributable to the business combination are treated as a separate transaction and recognised through profit or loss.

**Contingent consideration**

Any contingent consideration is included in the cost, as soon as control is obtained, at fair value on the date when control was acquired. Subsequent changes in the value of any contingent consideration recognised as a financial liability are recognised through profit or loss.

**Business combinations achieved in stages**

On the acquisition date, any previously held equity interest in the acquiree is remeasured at its fair value through profit or loss.

If a business combination is achieved through more than one exchange transaction (acquisition in stages), the identifiable assets and liabilities of the acquiree are revalued at market value at the effective date of control.

**Subsequent valuation of acquired assets and liabilities**

The Group may recognise any adjustments to the provisional accounting within 12 months of the acquisition date.

**1.3 GOODWILL AND GOODWILL IMPAIRMENT****1.3.1 Initial measurement of goodwill**

Goodwill represents the difference between the cost of the combination and the Group's interest in the net fair value of the identifiable assets and liabilities acquired, such fair value being determined at the effective date of control.

Positive goodwill is recognised in the acquirer's balance sheet while negative goodwill is recognised immediately through profit or loss.

Goodwill is recognised in the functional currency of the acquiree and then translated at the closing exchange rate.

Minority interests correspond to the portion of the revalued net assets of the acquiree that does not belong to the Group.

BNP Paribas Cardif Group did not select the option to value minority interests at fair value, so a fraction of goodwill thus determined is allocated to minority interests (the so-called "full goodwill" method).

However, like BNP Paribas Group, BNP Paribas Cardif Group can also choose, for each business combination, to measure minority interests at their fair value, and a fraction of the goodwill thus determined is then allocated to them.

**1.3.2 Impairment tests of goodwill of fully consolidated companies**

BNP Paribas Cardif Group regularly conducts impairment tests on goodwill allocated to each homogeneous group of businesses.

### Cash-generating units

The BNP Paribas Cardif Group has split all its activities into cash-generating units representing major business lines, which correspond in practice to geographic regions.

This split is consistent with the Group's organisational structure and management methods, and reflects the independence of each unit in terms of results and management approach.

It is reviewed on a regular basis in order to take account of events likely to affect the composition of cash-generating units, such as acquisitions, disposals and major reorganisations.

### Testing cash-generating units for impairment

Tests to ensure that the goodwill allocated to all cash-generating units is not impacted by lasting impairments are carried out whenever there is an indication that a unit may be impaired, and at least once a year.

The carrying amount of the unit is compared with its recoverable amount. If the recoverable amount is less than the carrying amount, an irreversible impairment loss is recognised. This impairment is equal to the difference between the carrying amount and the recoverable amount of the relevant cash-generating unit.

### Recoverable amount and value in use of a cash-generating unit

The recoverable amount of a cash-generating unit is the higher of the fair value of the unit less costs to sell, and its value in use.

Fair value is the price that would be obtained from selling the unit at the market conditions prevailing at the date of measurement, as determined mainly by reference to actual prices of recent transactions involving similar entities or on the basis of stock market multiples for comparable companies.

Value in use is based on an estimate of the future cash flows to be generated by the cash-generating unit, derived from the annual forecasts prepared by the unit's management and approved by Group Executive Management, and from analyses of changes over the long term in the relative positioning of the unit's activities on their market. These cash flows are discounted at a rate that reflects the return that investors would require from an investment in the business sector and region involved.

## 1.4 VALUE OF INSURANCE COMPANY CONTRACT PORTFOLIOS ACQUIRED

### 1.4.1 Initial value of contract portfolios

In accordance with IFRS 3 "Business Combinations", insurance contracts and investment contracts with discretionary participating feature acquired in a business combination, i.e. insurance liabilities assumed and assets acquired under insurance contracts, are valued at their fair value at the acquisition date.

The fair value of the insurance rights acquired is equal to the discounted value of the estimated future profits related to the existing contracts at the date of the acquisition. The present value of future profits takes into account the cost of capital and is estimated using actuarial assumptions based on projections made at the acquisition date, using a discount rate with a risk premium.

BNP Paribas Cardif Group has adopted the IFRS 4 option which permits to use an expanded presentation that splits the fair value of acquired insurance contracts into two components:

- liabilities measured according to the insurer's accounting policies related to the insurance contracts it issues;
- intangible assets representing the difference between the fair value of the contractual insurance rights acquired and the insurance obligations assumed and the liability measured according to the insurer's accounting methods.

#### 1.4.2 Subsequent value of insurance company portfolios

The value of acquired insurance contract and investment contract portfolios with discretionary participation recognised in a business combination is amortised based on the recognition of the profits over the life of the contract portfolio. If specific monitoring of acquired contracts cannot be implemented, a straight-line depreciation over the estimated remaining term of the contracts is used.

A recoverability test is performed each year based on experience and expected changes in key assumptions.

### 1.5 TANGIBLE AND INTANGIBLE ASSETS

Fixed assets included in BNP Paribas Cardif Group's balance sheet include tangible assets as property, plant and equipment (including operating properties) and intangible operating assets used for administrative purposes or for the production of services.

#### 1.5.1 Initial valuation of fixed assets

Tangible and intangible assets are initially recognised at purchase price plus directly attributable costs, together with borrowing costs where a long period of construction or adaptation is required before the asset can be brought into service.

##### **Software**

Software developed internally by the BNP Paribas Cardif Group that fulfils the criteria for capitalisation is capitalised at direct development cost, which includes external expenses and the labour costs of employees directly attributable to the project.

Expenditure that is regarded as upgrading the software or extending its useful life is included in the initial acquisition or development cost.

On the contrary, software maintenance costs are not capitalised and are recognised in the income statement as incurred.

##### **Exclusive distribution agreements**

The value of an exclusive distribution agreement represents the value of expected future flows of new business within the network of a partner covered by that agreement. These intangible assets are estimated according to the terms and conditions specific to each distribution agreement.

#### 1.5.2 Subsequent valuation of fixed assets

At the closing date, fixed assets are measured at cost less accumulated depreciation or amortisation and any impairment losses recognised.

### Depreciation and amortisation of fixed assets

The depreciable amount of tangible and intangible assets is calculated after deducting the residual value of the asset.

Only assets leased by the Group as the lessor under operating leases are presumed to have a residual value, as the useful life of tangible and intangible assets used in operations is generally the same as their economic life.

Fixed assets are depreciated or amortised using the straight-line method over the useful life of the asset. Depreciation and amortisation expenses are recognised in the income statement in expenses according to their intended use.

Where an asset consists of a number of components which may require replacement at regular intervals, or which have different uses or generate economic benefits at different rates, each component is recognised separately and depreciated using a method appropriate to that component.

Software is amortised depending on their type, over a period of no more than eight years for infrastructure developments, and over a three or five year period for software developed primarily for customer services.

Exclusive distribution agreements are amortised over the life of the distribution agreement, taking into account any residual value.

### Fixed asset impairment tests

Non-depreciable assets are tested for impairment at least annually, using the same method as for goodwill allocated to cash-generating units.

Depreciable tangible and intangible assets are tested for impairment if there is an indication of potential impairment at the closing date.

If there is an indication of impairment, the new recoverable amount of the asset is compared with the carrying amount.

If the asset is found to be impaired, an impairment loss is recognised in the profit and loss account as corresponding expenses in the fixed asset category.

This loss is reversed in the event of a change in the estimated recoverable amount or if there is no longer an indication of impairment.

#### 1.5.3 Gains and losses on disposals of fixed assets

Gains or losses on disposals of operating assets are recorded in the profit and loss account under “Other current operating income and expenses”.

#### 1.5.4 Operating properties

Operating properties are recognised as investment properties measured at amortised cost (see the paragraph “Investment property”).

In accordance with the recommendation of the *Conseil National de la Comptabilité* (National Accounting Council) working groups on the implementation of IFRS by insurance organisations (January 2007), internal rents and corresponding revenues recognised in the insurance companies’ financial statements are eliminated without effect on the policyholders’ benefit participation.

## 1.6 INSURANCE COMPANY INVESTMENTS

#### 1.6.1 Real estate investments in unit-linked contracts

The “Investment property” item includes all real estate assets, with the exception of shares of real estate companies used to support unit-linked insurance contracts, which appear under the heading “Investments in unit-linked contracts” and shares of real estate companies, both listed and unlisted, classified as “Available-for-sale financial assets”.

#### Investment property

Investment properties correspond to real estate held directly by insurance companies and consolidated real estate companies. They consist of land, buildings and, in certain cases, business assets acquired with the buildings.

#### ***Initial valuation of investment properties***

Land and buildings appear on the balance sheet at their acquisition cost, which includes the directly attributable acquisition costs.

Under the component approach, the total cost of buildings is divided among its four different components: shell, facade, general and technical installations, fixtures and fittings, with each component being accounted for separately according to its useful life or the rate at which it provides economic benefits.

Real estate investments in the hotel industry can include acquired leaseholds rights that are non-depreciable and accessory to lands and constructions. Those leaseholds rights, under lease management or management contracts, are elements of the investments backing the general fund for insurance commitments, and generate financial yield.

#### ***Subsequent expenditure***

Subsequent expenditures are capitalised if they can be measured reliably and are likely to generate future economic benefits.

***Depreciation period of investment properties***

The depreciation period of the components used by the Group, defined individually for each component, depends on the category of the building (prestige building or other buildings) and its intended use (offices, retail, housing, car parks).

The depreciation periods used by the Group are as follows:

- shell (depreciation period between 50 and 80 years);
- facades (25 to 30 years);
- general and technical installations (20 to 25 years);
- fixtures and fittings (12 to 15 years).

***Subsequent valuation of investment properties***

Subsequent to initial recognition, investment properties are measured at cost less accumulated depreciation or amortisation and any impairment losses.

At the closing date, the fair value of the investment properties corresponds to their realisable value, which is determined on the basis of a five-year appraisal carried out by an independent expert approved by the national supervisory authorities (in France, the *Autorité de Contrôle Prudentiel et de Résolution* or ACPR). Between two appraisals, the realisable value is updated at least annually.

***Creation of a provision for permanent impairment***

If, at the closing date, the realisable value of the properties is more than 20% lower than their carrying amount, a special study is conducted to determine whether it is necessary to create a provision for permanent impairment.

The creation of a provision for permanent impairment makes it possible to reduce the carrying amount of the buildings to their realisable value and recognise the impairment loss through profit or loss.

If the realisable value of investment properties subsequently becomes higher than their carrying amount, the provision for permanent impairment is reversed through profit and loss.

***Gains and losses on disposals of investment properties***

Gains or losses on the disposal of investment properties are recorded in the income statement under "Capital gains and losses on disposal of investments net of reversals of impairments and amortisation".

***Shares of listed real estate companies***

The shares of non-consolidated listed real estate companies are classified as available-for-sale financial assets and follow the rules of IAS 39 applicable to that class of assets.

***Shares of unlisted real estate companies***

Shares of non-consolidated unlisted real estate companies and their related receivables (notably current accounts and advances from partners) are treated as a global investment and classified as available-for-sale financial assets. The amount of this investment is valued in relation to the market value of the underlying assets.

The impairment criteria are similar to those for financial investments.

### Shares and equity of real estate companies related to unit-linked policies

Shares of real-estate investment property (SCI or “société civile immobilière”) and the shares or units of real-estate mutual funds (OPCI or “organisme de placement collectif en immobilier”) held in unit-linked insurance contract portfolios are valued at their fair value (or its equivalent) on the closing date, with changes in fair value booked into profit or loss.

If those companies are fully consolidated, the properties they own are valued at fair value through profit or loss as permitted by IAS 40 “Investment property”.

#### 1.6.2 Financial investments

Financial investments of insurance activities are accounted for in accordance with the rules defined by IAS 39.

### Classification of financial investments

IAS 39 classifies financial assets into four categories: held-to-maturity financial assets, financial assets at fair value through profit or loss, loans and receivables and available-for-sale financial assets.

#### ***Held-to-maturity financial assets***

Held-to-maturity financial assets are investments with fixed or determinable payments and fixed maturity that the Group has the intention and ability to hold until maturity.

Assets in this category are accounted for at amortised cost using the effective interest method, which includes acquisition costs (where material) and amortisation of premiums and discounts (corresponding to the difference between the purchase price and redemption value of these securities).

Income earned on these securities is presented under “Investment income” in the profit and loss account.

#### ***Financial instruments at fair value through profit or loss***

With the exception of derivatives, the category of “Financial instruments at fair value through profit or loss” includes financial assets that the Group has chosen at its discretion to recognise and measure at fair value through profit or loss from the outset, in accordance with the option offered by IAS 39 and in compliance with the conditions set by that standard, namely:

- hybrid financial instruments containing one or more embedded derivatives which otherwise would have been separated and accounted for separately;
- when the use of the option provided by IAS 39 eliminates or significantly reduces an inconsistency in the valuation and recognition of assets and liabilities that would result from their classification in separate accounting categories;
- when a group of financial assets and/or financial liabilities is managed and measured on the basis of fair value, in accordance with a duly documented risk management and investment strategy.

Entities under significant influence assessed at fair value are also included in this item.

Securities in this category are measured at fair value at the closing date. Acquisition costs are directly posted in the profit and loss account.

At the closing date, they are valued at their fair value.

The changes in value recorded compared to the last valuation, which were established excluding interest accrued for fixed-income securities, excluding dividends for variable-income securities and excluding realised gains and losses, are presented, in the event of profit or loss, under "Changes in value of investments recognised at fair value through profit or loss".

Income earned on fixed-income securities classified in this category is shown under "Investment Income".

### ***Loans and receivables***

Securities with fixed or determinable payments that are not traded on an active market, apart from securities for which the owner may not recover almost all of its initial investment due to reasons other than credit deterioration, are classified as "Loans and receivables" if they do not meet the criteria to be classified as "Financial assets at fair value through profit or loss".

In particular, subordinated notes that are not listed on an active market are included in "Loans and receivables".

Loans and receivables are initially measured at fair value or equivalent which, as a general rule, corresponds to the net amount initially disbursed.

Loans and receivables are subsequently measured at amortised cost using the effective interest method after deduction of capital repayments and any interest that may have accrued.

Interest is calculated using the effective interest rate method, which includes interest, transaction costs and commissions included in their initial value.

### ***Available-for-sale financial assets***

The category "Available-for-sale financial assets" includes fixed-income securities and variable-income securities that do not fall under the other three categories of financial assets defined by IAS 39.

Assets included in the available-for-sale category are initially recorded at fair value, plus acquisition costs where material.

At the closing date, they are remeasured at fair value, with changes in fair value (excluding accrued interest) shown on a separate line in shareholders' equity.

Upon disposal, amounts previously recognised in shareholders' equity will be transferred to profit or loss under "Capital gains and losses on disposal of investments net of reversals of impairments, depreciation and amortisation". The same applies in the event of impairment.

Revenue recognised using the effective interest method for fixed-income securities in this category are presented in "Investment income". The same applies to dividends received for variable-income securities on the date of payment.

## Impairment of held-to-maturity assets and loans and receivables

An impairment loss is recognised against held-to-maturity financial assets and loans and receivables where (i) there is objective evidence of a decrease in value as a result of an event occurring after inception of the loan or acquisition of the asset; (ii) the event affects the amount or timing of future cash flows; and (iii) the consequences of the event can be reliably measured.

#### ***Analysis for evidence of an impairment***

Analysis for evidence of an impairment is conducted at the individual level. An objective indication of impairment is any observable data pertaining to the following events:

- the existence of accounts that are more than three months past due;
- knowledge or indications that the borrower meets significant financial difficulty, such that a risk can be considered to have arisen regardless of whether the borrower has missed any payments;
- concessions granted to the loan terms that the lender would not have considered had the borrower not been experiencing financial difficulty.

Impairment is measured as the difference between the carrying amount of the asset before impairment and the value of its components deemed recoverable (principal, interest, guarantees, etc.).

The recoverable amount is the present value at the original effective interest rate of the estimated future cash flows.

#### ***Recognition of impairment in the profit and loss account***

Changes in the value of the assets thus impaired are recorded in the profit and loss account under “Investment income excluding financing charges” and, depending on the nature of the asset concerned, under “Changes in provisions on investments”.

Any subsequent reassessment of the asset due to an objective cause that occurred after its impairment is recognised through profit and loss, also under “Net change in impairments on investments”.

Once an asset has been impaired, the theoretical income earned on the net carrying amount of the asset calculated at the original effective interest rate used to discount the estimated recoverable cash flows is recognised under “Investment income” in the profit and loss account.

#### ***Recognition of impairment of held-to-maturity assets and loans and receivables***

Impairment losses on held-to-maturity assets and loans and receivables are recorded in a separate provision account which reduces the original recorded asset amount.

#### ***Impairment of available-for-sale financial assets***

Impairment of available-for-sale financial assets (which mainly comprise securities) is recognised on an individual basis if there is objective evidence of impairment as a result of one or more events occurring since acquisition.

#### ***Impairment of variable-income securities classified as available-for-sale financial assets***

In the case of variable-income securities quoted in an active market, the control system identifies securities that may be impaired on a long-term basis and is based on criteria such as a significant decline in quoted price below the acquisition cost or a constant decline, which prompts the Group to carry out

an additional individual qualitative analysis. This may lead to the recognition of an impairment loss calculated on the basis of the quoted price.

Apart from the identification criteria, the Group has determined three indications of impairment, one being a significant decline in price, defined as a fall of more than 50% of the acquisition price, another being a constant decline over two consecutive years and the final one being a decline on average of at least 30% over an observation period of one year. The Group believes that a period of two years is what is necessary for a moderate decline in price below the purchase cost to be considered as something more than just the effect of random volatility inherent in the stock markets or a cyclical change lasting a few years, but which represents a lasting phenomenon justifying an impairment.

A similar method is applied for variable-income securities not quoted in an active market. Any impairment is then determined based on the model value.

#### ***Impairment of fixed-income securities classified as available-for-sale financial assets***

For fixed-income securities, the impairment criteria are identical to those applied to the impairment of loans and receivables.

For fixed-income securities listed on an active market, impairment is determined based on the listed price. For all the others, it is determined based on model value.

#### ***Recognition of impairment in the profit and loss account***

The impairment recognised for a security classified as available-for-sale financial assets, whether fixed-income or variable-income, is recognised under “Investment income excluding financing charges” under “Change in provisions on investments”.

When a security is impaired, any subsequent decline in fair value constitutes an additional impairment loss, recognised in the profit and loss account.

Impairment of a variable-income security can only be reversed in the profit and loss account on the date the security is sold.

Impairment of a fixed-income security may be reversed in the profit and loss account if the market value of the security has appreciated due to an objective cause that occurred after the last impairment was recognised.

### 1.6.3 Securities financing transactions and deferred settlement transactions

#### **Presentation of repurchase agreements on the balance sheet**

Securities temporarily sold as part of a repurchase agreement are still recognised in the Group's balance sheet in their original portfolio, with the corresponding liability recognised under “Financial liabilities to companies in the banking sector”.

#### **Presentation of reverse repurchase agreements on the balance sheet**

Securities temporarily acquired under reverse repurchase agreements are not recognised in the Group's balance sheet. The corresponding receivable is recognised under “Loans and receivables”.

## Securities lending and borrowing

Securities lending transactions do not result in derecognition of the lent securities, and securities borrowing transactions do not result in recognition of the borrowed securities on the balance sheet.

In cases where the borrowed securities are subsequently sold by the Group, the obligation to deliver the borrowed securities on maturity is recognised on the balance sheet under "Financial liabilities to companies in the banking sector".

### 1.6.4 Derivatives

Derivatives are contracts included in the scope of IAS 39 that meet the following three conditions:

- their value fluctuates according to changes in one or more underlying factors (interest rate, price, exchange rate, price index, credit rating, any other similar variable);
- they require a low initial net investment or none at all;
- such contracts are settled at a future date.

## Initial recognition and subsequent valuation of derivatives

All derivatives are recognised in the balance sheet on the trading date at their transaction price.

At the closing date, they are revalued at their fair value.

Changes in market value between two valuations are recognised in the profit and loss account under "Changes in value of investments recognised at fair value through profit or loss", with the exception of derivatives designated as cash flow hedging instruments and net investments abroad.

## Derivative instruments and hedge accounting

Derivatives contracted as part of a hedging relationship are designated according to the purpose of the hedge and the accounting principles for derivatives and hedged instruments depend on the hedging strategy.

### **Objectives pursued**

A fair value hedge<sup>3</sup> is used to hedge the interest rate risk of fixed-rate assets or changes in share price.

Cash flow hedges<sup>4</sup> are used in particular to hedge the interest rate risk of floating-rate and fixed-rate assets, including rollovers, and foreign exchange risks of initial flows and highly probable future flows in foreign currencies.

Net investment hedges in foreign currencies<sup>5</sup> make it possible to hedge the foreign exchange position of the Group in relation to its investments in foreign currencies abroad, investments in subsidiaries and branches in particular.

### **Formal documentation prepared at the inception of the hedge**

At the inception of the hedge, the Group prepares formal documentation which details the hedging relationship, identifying the instrument, or portion of the instrument, or portion of risk that is being hedged,

the hedging strategy and the type of risk hedged, the hedging instrument, and the methods used to assess the effectiveness of the hedging relationship.

On inception and at least quarterly, the Group assesses, in consistency with the original documentation, the actual (retrospective) and expected (prospective) effectiveness of the hedging relationship.

***Retrospective effectiveness tests for hedges***

Retrospective effectiveness tests are designed to assess whether the ratio of actual changes in the fair value or cash flows of the hedging instrument to those in the hedged item is within a range of 80% to 125% (ratios applicable to fair value hedges and cash flow hedges).

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<sup>3</sup> "Fair value Hedge"

<sup>4</sup> "Cash Flow Hedge"

<sup>5</sup> "Net Investment Hedge"

***Prospective effectiveness tests for hedges***

Prospective effectiveness tests are designed to ensure that expected changes in the fair value or cash flows of the derivative over the residual life of the hedge adequately offset those of the hedged item.

***Recognition of a derivative in fair value hedging***

For a fair value hedging relationship, derivatives are revalued in the balance sheet at their fair value by counterparty in the profit and loss account under "Financial income excluding financing charges", in line with the revaluation of the instruments hedged for the risk in question.

In the balance sheet, the revaluation of the hedged component is recognised in accordance with the classification of the hedged instrument for a hedging relationship for identified assets or liabilities.

If a hedging relationship ceases or no longer fulfils the effectiveness criteria, the hedging instrument is transferred to the trading book and accounted for using the treatment applied to this category. In the case of identified fixed-income instruments, the remeasurement adjustment recognised in the balance sheet is amortised at the effective interest rate over the remaining life of the instrument. In the case of interest rate risk hedged fixed-income portfolios, the adjustment is amortised on a straight-line basis over the remainder of the original term of the hedge.

If the hedged item no longer appears in the balance sheet, in particular due to prepayments, the adjustment is taken to the profit and loss account immediately.

***Recognition of a carved-out fair-value hedge***

A carved-out fair-value hedge is applied to hedge the interest rate risk of a fixed rate asset portfolio.

The hedge of financial assets reduces the change in value of portions of hedged items due to changes in interest rates.

***Recognition of a derivative as a hedge of future income streams***

In a cash flow hedging relationship, the derivatives are revalued at fair value in the balance sheet, offset by a specific line in other comprehensive income "Changes in deferred value of derivatives used for hedging purposes".

Amounts in this item over the life of the hedge are transferred to the profit and loss account under "Investment income excluding financing charges" as the cash flows of the hedged instrument impact profit and loss. The hedged items continue to be accounted for using the treatment specific to the category to which they belong.

If the hedging relationship ceases or no longer fulfils the effectiveness criteria, the cumulative amounts recognised in shareholders' equity as a result of the remeasurement of the hedging instrument remain in equity until the hedged transaction itself impacts profit or loss-, or until it becomes clear that the transaction will not occur, at which point they are transferred to the profit and loss account.

If the hedged item ceases to exist, the cumulative amounts recognised in shareholders' equity are immediately taken to the profit and loss account.

***Recognition of the ineffective portion of the hedge***

Regardless of the hedging strategy adopted, the ineffective portion of a hedge is recognised in the profit and loss account under "Change in value of investments recognised at fair value through profit or loss".

**Net foreign investment hedges in subsidiaries or branches**

Hedges of net foreign currency investments in subsidiaries or branches are accounted for in the same way as cash flow hedges. Hedging instruments may be currency derivatives or any other non-derivative financial instrument.

The gain or loss on a hedging instrument related to the effective portion of the hedge is recognised in shareholders' equity. The gain or loss related to the ineffective portion of the hedge is immediately recognised in the profit and loss account.

Cumulative gains and losses in shareholders' equity are recorded in the profit and loss account on the disposal of the foreign entity. In the case of a partial disposal, only the proportionate share of the corresponding cumulative exchange differences is included in the profit and loss account.

**Embedded derivatives**

An embedded derivative is a component of a hybrid (composite) instrument that also includes a non-derivative host contract, which has the effect of making a portion of the cash flows of the compound instrument vary in a manner similar to a stand-alone derivative.

For financial contracts, the amendment to IAS 39 published by the IASB in 2005 and adopted by the European Commission allows a hybrid instrument (financial instrument with an embedded derivative) to be recognised in the category of financial instruments valued at fair value through profit or loss, without preliminary analysis of whether or not the embedded derivative has to be extracted.

The Group applies this accounting method and does not deconstruct structured securities with embedded derivatives, which are therefore measured at fair value through profit or loss.

**1.6.5 Investments backing unit-linked contracts**

Investments backing insurance or investment contracts whose financial risk is borne by policyholders (unit-linked contracts) are presented as a separate item in balance sheet assets under "Investments in unit-linked contracts", regardless of the nature of the assets backed by the liabilities (real estate investment, bonds, shares, etc.), in accordance with ANC Recommendation No. 2013-05.

The corresponding liabilities are also presented as specific items in balance sheet liabilities under "Technical liabilities arising from unit-linked insurance contracts" and "Liabilities arising from unit-linked investment contracts".

**1.6.6 Date of recognition for securities transactions**

Regardless of their classification as assets in the balance sheet, securities are recognised on the trade date.

Temporary sales of securities and sales of borrowed securities are initially recognised at the settlement date.

For reverse repurchase agreements and repurchase agreements, a financing commitment, respectively given and received, is recognised between the trade date and the settlement date when the transactions

are recognised, respectively, as “Loans and receivables” and “Liabilities to companies in the banking sector”.

Securities transactions are carried on the balance sheet until the Group’s rights to receive the related cash flows expire, or until the Group has substantially transferred all the risks and rewards related to ownership of the securities.

#### 1.6.7 Reclassification of financial assets

The only authorised reclassifications of financial assets are the following:

- for a non-derivative financial asset which is no longer held for the purposes of selling it in the near-term, out of “Financial instruments at fair value through profit or loss” and into:
  - “Loans and receivables” if the asset meets the definition for this category and the Group has the intention and ability to hold the asset for the foreseeable future or until maturity, or
  - other categories only under rare circumstances when justified and provided that the reclassified assets meet the conditions applicable to the host portfolio;
- out of “Available-for-sale financial assets” and into:
  - “Loans and receivables” with the same conditions as set out above for “Financial instruments at fair value through profit or loss”,
  - “Held-to-maturity financial assets”, for assets that have a maturity, or “Financial assets at cost”, for unlisted variable-income assets.

Financial assets are reclassified at fair value, or at the value calculated by a model, on the reclassification date. Any derivatives embedded in the reclassified financial assets are recognised separately and changes in fair value are recognised through profit or loss.

After reclassification, assets are recognised according to the provisions applied to the host portfolio. The transfer price on the reclassification date is deemed to be the initial cost of the asset for the purpose of determining any impairment.

In the event of reclassification from “Available-for-sale financial assets” to another category, gains or losses previously recognised through equity are amortised to profit or loss over the residual life of the instrument using the effective interest method.

Any upward revisions to the estimated recoverable amounts are recognised through an adjustment to the effective interest rate as of the date on which the estimate is revised. Downward revisions are recognised through an adjustment to the financial asset’s carrying amount.

#### 1.6.8 Issues of debt securities

Financial instruments issued by the Group are qualified as debt instruments if the Group company issuing the instruments has a contractual obligation to deliver cash or another financial asset to the holder of the instrument. The same applies if the Group is required to exchange financial assets or financial liabilities with another entity under conditions that are potentially unfavourable to the Group, or to deliver a variable number of the Group’s own equity instruments.

Issues of debt securities are initially recognised at the issue value including transaction costs, and are subsequently measured at amortised cost using the effective interest method.

#### 1.6.9 Own equity instruments and own equity instrument derivatives

##### Treatment of "own equity instruments" and similar shares

The term "own equity instruments" refers to shares issued by the parent company and by its fully consolidated subsidiaries. External costs that are directly attributable to an issue of new shares are deducted from equity net of all related taxes.

Own equity instruments held by the Group, also known as treasury shares, are deducted from consolidated shareholders' equity irrespective of the purpose for which they are held. BNP Paribas Cardif does not hold its own shares.

Gains and losses arising on such instruments are eliminated from the consolidated profit and loss account. When the Group acquires equity instruments issued by subsidiaries under the exclusive control of BNP Paribas, the difference between the acquisition price and the share of net assets acquired is recorded in retained earnings attributable to BNP Paribas shareholders Group.

##### Treatment of "own equity instrument" derivatives

The liability corresponding to put options granted to minority shareholders in such subsidiaries, and changes in the value of that liability, are offset initially against minority interests, with any surplus offset against retained earnings attributable to BNP Paribas shareholders.

Until these options have been exercised, the portion of net income attributable to minority interests is allocated to minority interests in the profit and loss account. A decrease in the Group's interest in a fully consolidated subsidiary is recognised in the Group's accounts as a change in shareholders' equity.

Own equity instrument derivatives are treated as follows, depending on the settlement method:

- as equity instruments if they are settled by physical delivery of a fixed number of own equity instruments for a fixed amount of cash or other financial asset. Such instruments are not revalued;
- as derivatives if they are settled in cash, or by choice, depending on whether they are settled by physical delivery of the shares or in cash. Changes in value of such instruments are taken to the profit and loss account.

If the contract includes an obligation for the Group, whether contingent or not, to repurchase its own shares, a debt is recognised at its present value with an offsetting entry in shareholders' equity.

#### 1.6.10 Determination of fair value

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants in the principal market or most advantageous market, at the measurement date.

The Group determines the fair value of financial instruments for each financial asset or financial liability individually either by using prices obtained directly from external data or by using valuation techniques. These valuation techniques are primarily market and income approaches encompassing generally accepted models (e.g. discounted cash flows, Black-Scholes model, and interpolation techniques). They maximise the use of observable inputs and minimise the use of unobservable inputs. These techniques are calibrated to reflect current market conditions. Valuation adjustments are applied as appropriate, when some factors such as model, liquidity and credit risks are not captured by the models or their underlying inputs but are nevertheless considered by market participants when setting the exit price.

Assets and liabilities measured or disclosed at fair value are categorised into the three following levels of the fair value hierarchy:

- level 1: fair values are determined using directly quoted prices in active markets for identical assets and liabilities. Characteristics of an active market include the existence of a sufficient frequency and volume of activity and of readily available prices;
- level 2: fair values are determined based on valuation techniques for which significant inputs are observable market data, either directly or indirectly. These techniques are regularly calibrated and the inputs are corroborated with information from active markets;
- level 3: fair values are determined using valuation techniques for which significant inputs are unobservable or cannot be corroborated by market-based observations, due for instance to illiquidity of the instrument and significant model risk. An unobservable input is a parameter for which there are no market data available and that is therefore derived from proprietary assumptions about what other market participants would consider when assessing fair value. The assessment of whether a product is illiquid or subject to significant model risks is a matter of judgment.

The level in the fair value hierarchy within which the asset or liability is categorised in its entirety is based upon the lowest level input that is significant to the entire fair value.

For financial instruments disclosed in level 3 of the fair value hierarchy, a difference between the transaction price and the fair value may arise at initial recognition. This “Day One Profit” is deferred and released to the profit and loss account over the period during which the valuation parameters are expected to remain non-observable. When parameters that were originally non-observable become observable, or when the valuation can be substantiated in comparison with recent similar transactions in an active market, the unrecognised portion of the day one profit is released to the profit and loss account.

#### 1.6.11 Derecognition of financial assets and financial liabilities

The Group derecognises all or part of a financial asset either when the contractual rights to the cash flows from the asset expire or when the Group transfers the contractual rights to the cash flows from the asset and substantially all the risks and rewards of ownership of the asset. Unless these conditions are fulfilled, the Group retains the asset in its balance sheet and recognises a liability for the obligation created as a result of the transfer of the asset.

The Group derecognises all or part of a financial liability when the liability is extinguished in full or in part.

#### 1.6.12 Offsetting of financial assets and liabilities

A financial asset and a financial liability are offset and the net amount presented in the balance sheet if, and only if, the Group has a legally enforceable right to set off the recognised amounts, and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

Repurchase agreements and derivatives traded with clearing houses that meet the two criteria set out in the accounting standard are offset in the balance sheet.

## **1.7 INVESTMENTS IN ENTITIES IN THE BANKING SECTOR AND OTHER SECTORS OF ACTIVITY**

BNP Paribas Cardif does not consolidate companies in the banking sector but only companies in other sectors of activity.

The investments of those companies follow the classification, valuation and impairment rules defined by IAS 39. They are presented under a specific heading in balance sheet assets where material.

## 1.8 FOREIGN CURRENCY TRANSACTIONS

The methods used to account for assets and liabilities relating to foreign currency transactions entered into by the Group, and to measure the foreign exchange risk arising on such transactions, depend on whether the asset or liability in question is classified as a monetary or a non-monetary item.

### 1.8.1 Monetary assets and liabilities expressed in foreign currencies

Monetary assets and liabilities are assets and liabilities to be received or paid in fixed or determinable amounts of cash.

Monetary assets and liabilities expressed in foreign currencies are translated into the functional currency of the relevant Group entity at the closing rate.

Translation differences are recognised in the profit and loss account, except for those arising from financial instruments designated as a cash flow hedge or a net foreign investment hedge (see paragraph “Derivative instruments and hedge accounting”), which are, in this case, recognised in shareholders’ equity.

For French insurance companies, this treatment corresponds overall to the one used for assets and liabilities that create “operational” foreign exchange positions.

### 1.8.2 Non-monetary assets and liabilities expressed in foreign currencies

Non-monetary assets may be measured either at historical cost or at fair value. Non-monetary assets expressed in foreign currencies are translated using the exchange rate at the date of the transaction if they are measured at historical cost, and at the closing rate if they are measured at fair value.

Exchange differences on non-monetary assets expressed in foreign currencies and measured at fair value (variable-income securities) are recognised in the profit and loss account if the asset is classified under “Financial assets at fair value through profit or loss”, and in shareholders’ equity if the asset is classified under “Available-for-sale financial assets”, unless the financial asset in question is designated as an item hedged against foreign exchange risk in a fair value hedging relationship, in which case the translation difference is recognised in the profit and loss account.

## 1.9 SHARE OF REINSURERS IN LIABILITIES RELATED TO INSURANCE AND INVESTMENT CONTRACTS

### *Reinsurance transactions*

The premiums, claims and provisions ceded as part of reinsurance transactions are calculated according to reinsurance ceded treaties, using the accounting and assessment rules applicable to direct insurance contracts.

The reinsurers’ share of liabilities related to insurance contracts is recorded in assets, under “Share of reinsurers in the liabilities related to insurance contracts and investment contracts” which represents the

estimate of the risk transferred to the reinsurers in application of the reinsurance ceded treaties. In accordance with IFRS 4 and IAS 1, it is not offset by related insurance liabilities.

In accordance with IFRS 4, an impairment test is performed on assets held for reinsurance ceded. Assets for reinsurance ceded are impaired if:

- there is tangible evidence, as a result of an event occurring after initial recognition of the asset for reinsurance ceded, that the disposing company may not receive all amounts owed to it under the terms of the contract, and
- this event has a reliably measurable impact on the amounts that the disposing company will receive from the reinsurer.

No reinsurance contracts come under IAS 39.

### ***Reinsurance accepted***

The premiums, claims and provisions received from the ceding parties as part of reinsurance acceptance transactions are immediately recognised, treaty by treaty, on the basis of the information transmitted by the ceding parties. Information that has not been received is estimated.

Acceptance contracts are recognised as direct insurance contracts.

When the existence of a loss on the acceptance is known, a provision is constituted for the foreseeable amount of this loss.

No reinsurance contracts come under IAS 39.

## **1.10 DEFERRED ACQUISITION COSTS OF INSURANCE POLICIES AND INVESTMENT CONTRACTS**

Direct costs related to the design of a new contract or the acquisition of an insurance or investment contract portfolio consist mostly of the remuneration of the contributors (agents, general agents, brokers), the cost of designing and issuing the contract, premium collection fees, etc. These fees constitute the acquisition costs for which the accounting treatment depends on the classification of the concerned contract.

### 1.10.1 Deferred acquisition costs of contracts within the scope of IFRS 4

Expenses incurred in a given year for the acquisition of new origination (new contracts, additional payments on contracts in force, increase in guarantees) are generally covered by the premiums for the year. However, in some cases, they are recovered both on the income for the year in question and on subsequent revenues.

Since IFRS 4 authorises the recognition of assets and liabilities according to the standards existing before the application of IFRS, the deferred acquisition costs are therefore recognised according to the French consolidation rules applicable to insurance companies.

[Life insurance contracts and investment contracts with discretionary participation feature](#)

In life insurance, acquisition costs are deferred within the limits of the expected future net margins of the contracts at issue, including the duly justified financial margin, in particular when there is a difference between the discount rate used and the prudently evaluated projected rate of return for the assets.

They are amortised on the basis of the recognition rate of those future margins thus determined and revalued at the end of each financial year.

If future margins become insufficient under the amortisation plan, deferred acquisition costs are subject to extraordinary amortisation.

This treatment is mainly applied to upfront discounted commissions of life insurance contracts sold abroad.

According to French consolidation rules, the acquisition expenses included in the premiums must be carried forward symmetrically to the deferred acquisition costs. BNP Paribas Cardif Group does not apply this rule when the acquisition costs are not carried forward.

Acquisition fees paid to affiliated companies of BNP Paribas Group are not carried forward, as the commissions paid are offset by the acquisition costs.

### Non-Life Insurance Contracts

In non-life insurance, the deferred acquisition costs related to the borrowers' insurance contracts correspond solely to unvested commissions, and amortisation is carried out on a basis consistent with the one used for the deferral of unearned premiums.

#### 1.10.2 Deferred acquisition costs of investment contracts without participating feature under IAS 39

Costs incurred at the inception of investment contracts without discretionary participation (additional external costs directly related to asset management services) are also recorded as balance sheet assets. These costs are amortised over the life of the contracts.

## 1.11 SHAREHOLDERS' EQUITY – GROUP SHARE

### Changes in fair value of assets and liabilities recognised directly in equity

The item "Changes in fair value of assets and liabilities recognised directly in equity" in balance sheet liabilities includes differences arising from the revaluation at fair value of financial assets and the resulting cumulative impact of deferred taxes.

These differences correspond in particular to unrealised gains and losses resulting from the revaluation of available-for-sale financial assets carried out in accordance with the provisions defined by IAS 39, plus the cumulative impact of the shadow accounting expense or gain for those assets (see "Policyholders' surplus reserve" below).

These differences also include the impacts of the revaluation of the derivatives used for cash flow hedges.

Finally, in accordance with IAS 21 "Effects of Changes in Foreign Exchange Rates", these differences also include the effects of the revaluation of derivatives used as net foreign investment hedges.

## 1.12 NON-CONTROLLING INTERESTS

Non-controlling interests, also called minority interests, represent the share held by third parties in the net assets and net income of fully consolidated Group companies whose capital is not fully owned, directly or indirectly, by the consolidating parent company.

## 1.13 SUBORDINATED DEBT

The classification of undated subordinated debt as financing debt is based on the analysis of the contractual clauses and the criteria defined by IAS 32. These clauses specify that the issuing company reserves the right to repay its debt in advance.

Subordinated debt is measured at amortised cost, as are financing debt securities (see the paragraph "Issues of debt securities").

## 1.14 TECHNICAL LIABILITIES RELATED TO INSURANCE CONTRACTS AND INVESTMENT CONTRACTS

### 1.14.1 Classification of contracts

The contracts issued by BNP Paribas Cardif Group fall into two categories:

- insurance and reinsurance contracts and investment contracts with discretionary participation, which fall under IFRS 4 "Insurance Contracts";
- investment contracts with no discretionary participating feature, which fall under IAS 39 "Financial Instruments: Recognition and Measurement".

### Contracts that fall under IFRS 4

#### ***Insurance and reinsurance contracts (acceptances)***

IFRS 4 defines insurance contracts and the significant risks borne by insurers: "an insurance contract is a contract in which one party (the insurer) accepts a significant insurance risk from another party (the policyholder) by agreeing to indemnify the policyholder if a specified uncertain future event (the insured event) adversely affects the policyholder."

An insurance risk is significant if and only if the insured event can force the insurer to pay significant additional benefits in any scenario, excluding scenarios that lack commercial substance (i.e. have no noticeable effect on the economics of the transaction).

The main insurance risks relate to mortality (death coverage), longevity (life insurance, e.g. life annuities), morbidity (disability benefits), disability, health (medical coverage), unemployment and civil liability and damage to property.

These types of risks are controlled by the use of appropriate mortality tables (certified tables in the case of annuity-holders), medical screening appropriate to the level of benefit offered, statistical monitoring of insured populations, and reinsurance programmes.

In the case of savings contracts, BNP Paribas Cardif distinguishes two types of risks that enable these contracts to be classified as insurance contracts in accordance with IFRS 4:

- risk of survival: in the event of a life annuity in service or of a deferred life annuity, if the annuity is compulsory
- risk of death: if the death benefit is greater than the surrender value of the contracts.

BNP Paribas Cardif thus refers to the following criteria to define the classification of these contracts as insurance contracts:

- minimum death coverage for the General Fund, where the death benefit is at least equal to 105% of the surrender value;
- minimum coverage for unit-linked contracts to cover unfavourable changes in the financial markets; this guarantee is always qualified as an insurance risk;
- annuities, if the annuity is in use or the annuity paid is optional after the accumulation phase but the rate is guaranteed at the time of the subscription, or the annuity paid is obligatory after the accumulation phase.

The following contracts meet the definition of an insurance contract and are considered as falling under IFRS 4:

- euro contracts backed by the General Fund with minimum coverage;
- multiple investments contracts with minimum coverage;
- unit-linked contracts with minimum coverage.

### ***Investment contracts with discretionary participation feature***

Investment contracts do not expose the insurer to significant insurance risk.

Discretionary participation is defined by IFRS 4 as the contractual right to receive, in addition to guaranteed benefits, complementary benefits:

- that probably represent a significant proportion of the total contractual benefits;
- whose amount or maturity is contractually at the discretion of the issuer; and
- that are contractually based on the performance of a specified set of contracts or a specified type of contract, for realised and/or unrealised investment returns on a portfolio of specified assets held by the issuer or on the profit and loss account of the company, a fund or other entity that issues the contract.

Savings contracts in euros and certain multiple investments contracts meet this definition and are therefore discretionary profit-sharing investment contracts.

The following contracts qualify as investment contracts with discretionary participation and thus fall within the scope of IFRS 4:

- euro contracts backed by the General Fund with no minimum coverage;
- multiple investments contracts with a General Fund component without minimum coverage.

**Financial guarantee contracts**

Financial guarantee contracts fall under IAS 39, but may be measured and recognised in accordance with IFRS 4 if they are issued in the form of insurance contracts that comply with the requirements of both standards. BNP Paribas Cardif has chosen to treat the contracts under IFRS 4.

**Contracts that fall under IAS 39**

Investment contracts with no discretionary participating features correspond mainly to unit-linked contracts that do not meet the definition of insurance and investment contracts with discretionary participating features.

## 1.14.2 Recognition of contracts under IFRS 4

**General principles for recognising insurance liabilities under IFRS 4****Maintenance of accounting rules prior to transition to IFRS**

IFRS 4 exempts an insurer temporarily (until the adoption of IFRS 17) from certain obligations arising from other IFRS, in particular regarding the accounting policies applicable to insurance contracts.

In general, IFRS 4 allows insurers to continue applying the accounting principles and methods related to insurance liabilities currently in force locally (CRC Regulation No. 2000-05 regarding the consolidated financial statements of insurance companies, whose provisions are based heavily on the French Insurance Code and ANC Regulation No 2015-11 regarding the annual financial statements of insurance companies), provided that they do not conflict with specific provisions of IFRS 4.

**Specific provisions introduced by IFRS 4**

IFRS 4 introduced specific rules that apply regardless of previous accounting standards.

Accordingly, IFRS 4 prohibits the recognition as a liability of provisions for future contingent claims (such as provisions for catastrophic risk and equalisation reserves) if such claims are generated by insurance contracts that have not yet been purchased, unless such provisions are contractually due to the policyholders or relate to contracts in progress on the closing date of the financial statements (see "Technical provisions for life insurance contracts and investment contracts with discretionary participation feature").

IFRS 4 also requires a liability adequacy test.

In addition, IFRS 4 requires insurers to keep insurance liabilities on its balance sheet until they are extinguished, cancelled, or expired.

Regarding reinsurance, the standard prohibits the offsetting of insurance liabilities with the corresponding reinsurance assets and the offsetting of reinsurance treaty income and expenses with the expenses or income arising from the corresponding insurance contracts and requires insurers to examine whether assets held for reinsurance ceded are impaired.

Finally, IFRS 4 allows an insurer to change its accounting policies for insurance contracts if and only if the change makes the financial statements more relevant and reliable.

## Technical reserves for non-life insurance contracts

Technical reserves for non-life insurance contracts include provisions corresponding to the remaining guarantee period (provisions for unearned premiums, provisions for risks in progress and provisions for increasing risks) and provisions for claims incurred but not settled (provisions for claims payable and policy liabilities for annuities).

### ***Unearned premium reserve***

For all current contracts, the purpose of unearned premiums reserves is to record the portion of premiums issued and premiums yet to be issued for the period between the inventory date and the next premium due date or the end of the contract.

### ***Unexpired risks reserve***

For all current contracts, the purpose of unexpired risks reserve is to cover the claims and contract expenses for the period between the inventory date and the first premium due date that may give rise to the revision of the premium or, failing that, between the inventory date and the end of the contract, for the part of that cost that is not covered by the provision for unearned premiums.

In the IFRS financial statements, these provisions are determined on the basis of a projected estimate of expenses, contrary to the retrospective approach in force in French GAAP.

### ***Increasing risks reserve***

The increasing risks reserve relates to risks of illness and disability. They are created for contracts with constant regular premiums, for which the risk increases with the age of the policyholders. Its amount is equal to the difference between the present values of the commitments taken by the Group and by the policyholder respectively.

### ***Claims reserves***

Claims reserves are the result of an estimate of the cost of all unpaid claims at the end of the year, whether they are reported or late, i.e. claims not -yet -reported or claims reported but whose valuation may be subject to subsequent changes. This estimate is made either by file or on the basis of triangulation methods or, if the history of claims is not sufficient, according to fixed-parameter approaches.

Those are increased by a claims management handling reserve that corresponds to the estimate of the operating expenses attached to the claims provisioned.

These provisions are reduced by the amount of the recoveries to be received by reference to the remedies estimated by reference to the recoveries observed in prior years.

### ***Mathematical reserves for annuities***

The mathematical reserves for annuities represent the present value of the company's commitments with respect to annuities and associated costs.

## Technical reserves for life insurance and investment contracts with discretionary profit-sharing

### **Mathematical reserves**

The mathematical reserves for life insurance and investment contracts with discretionary participating feature represent the difference between the present values of the commitments taken by the Group and the commitments taken by the insureds, i.e. the difference between the value of the benefits to be financed by the Group and the premiums yet to be paid by the policyholder on the day of the calculation of the reserves, with this calculation taking into account the probability of realisation of those commitments.

The rates used by the Group for the discounting of commitments correspond to the rates authorised by regulations. These rates are broadly representative of rates that are at most equal to the conservatively estimated rate of return on the assets allocated to represent those commitments.

For certain collective contracts covering life risks (mainly death) and issued in branches, detailed information for each insured person is not available as required for the calculation of technical reserves. In such cases, the mathematical reserve is approximated using a premium deferral approach applied contract by contract after deduction of acquisition costs.

### **Handling expenses reserve**

Future management expenses of the contracts are covered by a handling expenses reserve if they are not covered by future resources.

### **Reserves for unit-linked contracts under IFRS 4**

Technical reserves on variable insurance contracts are revalued based on the fair value of the unit-linked contract at the closing date.

The minimum coverage in the event of death is subject to a separate provision calculation.

### **Claims reserves**

Claims reserves relate to claims incurred and reported. They are valued by applying the technical bases used for risk pricing and including the estimate of claims settlement costs.

Late reported claims are valued either using a fixed rate where the claims history is not adequate, or using triangulation methods.

### **Financial assets insufficient yield reserve**

The purpose of a provision for financial assets insufficient yield reserve is to offset a decline in the return on assets compared to guaranteed interest rate commitments on contracts other than unit-linked contracts.

Provisions for financial assets insufficient yield reserve recognised in the parent company financial statements are restated in the consolidated financial statements whenever the mathematical provisions are valued on the basis of conservative discount rates lower than or equal to the conservatively estimated provisional rates of return of the assets allocated to represent them in each entity.

***Provisions specific to diversified life contracts and Eurocroissance***

For diversified contracts and Eurocroissance, a technical diversification reserve is created to absorb fluctuations in the values of the assets backing the contract, and over which each policyholder holds individual rights in the form of units. This provision is supplemented by all or part of the premiums paid by policyholders and by the share of the contract return that is not allocated as technical reserves or collective provisions for deferred diversification. It can also be supplemented by the recovery of a collective provision for diversification. It is reduced by deduction of losses, fees charged, and withdrawals for benefits paid and by retention of the policyholders' shares in technical reserves.

For Eurocroissance contracts, the purpose of the collective diversification reserve is to smooth the value of contract repurchases. It can be supplemented by the share of the contract return that is not allocated in the form of a mathematical reserve or a provision for diversification. This provision is recovered through the provision for diversification.

***Deferred participation reserve****Current deferred liability*

At the closing of the financial statements, a current reserve for deferred liability is created when remuneration exceeding the guaranteed minimum is allocated to policyholders or subscribers and not distributed to them during the period.

*Policyholders' surplus reserve*

A policyholders' surplus (or benefit) reserve is also included if there is a temporary difference in valuations between the consolidated financial statements and the parent company financial statements, which has an impact on future obligations to policyholders. Policyholders' surplus reserve can be recorded in liabilities or assets.

There are two different types of deferred policyholder benefit recognised in the Group's financial statements:

- In accordance with the French consolidation procedures (CRC No 2000-05), unconditional policyholders' participation is recognised whenever there is temporary difference between the bases for calculating future policyholder benefits according to the individual financial statements and those resulting from the bases used in the consolidated financial statements.
- On the other hand, contingent policyholders' participation whose due date depends on a management decision or the occurrence of an event is recognised only if the management decision has been taken or if the event is highly probable. In the particular case of a restatement of the capitalisation reserve, only the amount likely to accrue to policyholders in certain extreme scenarios is kept in a surplus reserve.

The policyholders' surplus reserve also includes the amounts resulting from the application of shadow accounting described in IFRS 4, which makes it possible to offset the effects of the market valuation of financial and real estate assets on the value of insurance liabilities (when the remuneration of contracts includes realised gains and losses), deferred acquisition costs and acquired contract portfolios.

The amount of deferred participation for shadow accounting corresponds to the estimated share of gains and losses on the sale of assets that would accrue to policyholders if these assets were realised. It is

determined by application to unrealised gains and losses of an estimated average policyholders' participation rate determined by stochastic calculations that simulate the future allocation to policyholders of gains and losses under regulatory and contractual conditions in the context of various scenarios.

The change in deferred participation on unrealised gains and losses on financial and real estate assets is recognised symmetrically with the change in the market value of the underlying assets (as the case may be, through profit and loss or in "other comprehensive income").

All deferred participation liabilities are taken into account.

Deferred profit-sharing assets are recognised only if their allocation to future, recognised or potential, benefit is highly probable. The recoverability of the policyholders' loss reserve is assessed prospectively, taking into account policyholders' surplus reserve recognised elsewhere, capital gains on financial assets that are not shadow accounted due to accounting elections made (held-to-maturity financial assets and property investments measured at cost) and the Company's ability and intention to hold the assets carrying the unrealised loss. The active holding is then recognised as an asset for its recoverable amount under "Policyholders' surplus reserve – assets".

### Technical reserves related to unit-linked contracts

#### **Technical reserves corresponding to commitments in unit-linked contracts**

Technical reserves for unit-linked contracts represent the Group's commitments to policyholders, which are expressed in Units of Account and valued on the basis of the realisable value at the closing date of the shares of assets that are admissible.

#### **Minimum guaranteed death benefit reserve**

If a minimum guaranteed death benefit is included in a unit-linked contract that guarantees to the beneficiary of the contract at least the initial capital invested regardless of changes in the value of the units of account, a minimum guaranteed death benefit reserve is created.

This reserve is determined on the basis of actuarial methods (puts method or deterministic method depending on the entity).

### Technical provisions restated in the IFRS financial statements

#### **Equalisation reserve**

In accordance with IFRS 4, the equalisation reserves recognised in the individual financial statements are eliminated in the IFRS consolidated financial statements since they do not represent a liability to policyholders.

#### **Capitalisation reserve**

A capitalisation reserve is set up in individual statutory accounts of French life insurance companies on the sale of amortisable securities in order to defer part of the net realised gain and hence maintain the yield to maturity on the portfolio of admissible assets. In the consolidated financial statements, this reserve is reclassified into policyholders' surplus reserve on the liabilities side of the consolidated balance sheet, to the extent that it is highly probable it will be used.

**Capital losses on future assets sales reserve**

The capital losses on future assets sales reserves recorded in the individual financial statements are eliminated in the IFRS consolidated financial statements.

**Liability adequacy test**

In accordance with IFRS 4, a liability adequacy test is performed at each closing date for each consolidated insurance entity.

This test ensures that the liabilities of insurance contracts and investment contracts with discretionary profit-sharing are adequate given current estimates of the future cash flows generated by those contracts.

If the assessment indicates that the carrying amount of the insurance liabilities (net of deferred acquisition costs and related intangible assets) is inadequate with regard to estimated future cash flows, the total deficiency corresponding to potential losses is recognised in the profit and loss account.

**Recognition of revenue and expenses of contract covered by IFRS 4****Earned premiums**

Written premiums correspond to premiums for life insurance contracts, investment contracts with discretionary profit-sharing, non-life insurance contracts and accepted reinsurance contracts in force during the year.

These include premiums net of cancellation but gross of disposals to reinsurers, corrected for reductions and rebates granted, and changes in premiums not yet issued and premiums to be cancelled.

Written premiums adjusted for changes in provisions for unearned premiums constitute earned premiums.

**Technical expenses for contracts**

Benefit expenses for life insurance contracts and investment contracts with discretionary participation include:

- All benefits once they have been settled by the beneficiary;
- Technical interest and policyholders' participation that may be included in those benefits;
- Changes in technical reserves;
- All costs incurred in the management and payment of benefits.

Non-life insurance benefits expenses mainly include benefits and expenses paid, as well as the change in claim reserves payable.

## 1.14.3 Recognition of investment contracts under IAS 39

Investment contracts without participating feature fall under IAS 39. Most of these are pure unit-linked insurance contracts, with no guaranteed minimum coverage. They are recognised as deposits.

As a result, the premiums collected for these contracts are booked directly in the balance sheet as deposits received, without going through the profit and loss account. Similarly, benefits paid and claims settled are recognised on the balance sheet in the form of deposit refunds, without impact on the profit and loss account.

Incidental costs directly related to investment management of these investment contracts are also recognised as assets if they can be separately identified and reliably measured and may be recovered. They are then amortised over the contract management period symmetrically with the recognition of the corresponding profit.

Charges and operating expenses relating to investment contracts without participating feature are recognised in the profit and loss account. The same is true of revenues acquired, which are spread over the estimated term of the contract.

For unit-linked contracts, at the inventory date, the commitments related to those contracts are valued at the realisable value of the underlying reference assets at that date.

### **1.15 PROVISIONS FOR CONTINGENCIES AND CHARGES**

Provisions for contingencies and charges are intended to cover clearly identified risks and expenses made probable by events that have occurred or are in progress at the end of the financial year but whose timing and amount are uncertain.

A provision is recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle an obligation arising from a past event, and a reliable estimate can be made of the amount of the obligation. The amount of such obligations is discounted, where the impact of discounting is material, in order to determine the amount of the provision.

At the closing date, provisions for contingencies and charges are determined on the basis of the best estimate of the expenditure required to extinguish the obligation existing at that date.

Provisions recorded under liabilities (other than those relating to financial instruments, employee benefits and insurance contracts) mainly relate to restructuring, claims and litigation, and fines and penalties.

### **1.16 EMPLOYEE BENEFITS**

Employee benefits are classified in one of four categories:

- Short-term benefits, such as salary, annual leave, incentive plans, profit-sharing and additional payments;
- Long-term benefits, including compensated absences, long-service awards, and other types of cash-based deferred compensation;
- Termination benefits;
- Post-employment benefits, including retirement bonuses in France and pension plans in other countries, some of which are operated through pension funds.

#### 1.16.1 Short-term benefits

BNP Paribas SA recognises an expense when it has used services rendered by employees in exchange for employee benefits.

#### 1.16.2 Long-term benefits

These are benefits, other than short-term benefits, post-employment benefits and termination benefits. This relates, in particular, to compensation deferred for more than 12 months and not linked to BNP Paribas share price, which is accrued in the financial statements for the period in which it is earned.

The actuarial techniques used are similar to those used for defined-benefit post-employment benefits, except that the revaluation items are recognised in the profit and loss account and not in equity.

#### 1.16.3 Termination benefits

Termination benefits are employee benefits payable in exchange for the termination of an employee's contract as a result of either a decision by the Group to terminate a contract of employment before the legal retirement age, or a decision by an employee to accept voluntary redundancy in exchange for these benefits.

Termination benefits due more than 12 months after the balance sheet date are discounted.

#### 1.16.4 Post-employment benefits

### Defined-contribution plans and defined-benefit plans

In accordance with French GAAP the BNP Paribas Group draws a distinction between defined-contribution plans and defined-benefit plans.

Defined-contribution plans do not give rise to an obligation for the Group and do not require a provision. The amount of the employer's contributions payable during the period is recognised as an expense.

Only defined-benefit schemes give rise to an obligation for the Group. This obligation must be measured and recognised as a liability by means of a provision.

The classification of plans into these two categories is based on the economic substance of the plan, which determines whether the Group has a legal or constructive obligation to pay the agreed benefits to employees.

### Valuation and recognition of post-employment benefit obligations under defined-benefit plans

Post-employment benefit obligations under defined-benefit plans are measured using actuarial techniques that take demographic and financial assumptions into account.

The net liability recognised with respect to post-employment benefit plans is the difference between the present value of the defined-benefit obligation and the fair value of any plan assets.

The present value of the defined-benefit obligation is measured on the basis of the actuarial assumptions applied by the Group, using the projected unit credit method.

This method takes into account various parameters, specific to each country or Group entity, such as demographic assumptions, the probability that employees will leave before retirement age, salary inflation, a discount rate, and the general inflation rate. These parameters are specified in the note relating to obligations under defined-benefit plans and other post-employment benefits.

When the value of the plan assets exceeds the amount of the obligation, an asset is recognised if it represents a future economic benefit for the Group in the form of a reduction in future contributions or a future partial refund of amounts paid into the plan.

The annual expense recognised in the profit and loss account under “Salaries and employee benefits”, with respect to defined-benefit plans includes the current service cost (the rights vested by each employee during the period in return for service rendered), the net interests linked to the effect of discounting the net defined-benefit liability (asset), the past service cost arising from plan amendments or curtailments, and the effect of any plan settlements.

Remeasurements of the net defined-benefit liability (asset) are recognised in shareholders' equity and are never reclassified to profit or loss. They include actuarial gains and losses, the return on plan assets and any changes in the effect of asset ceiling (excluding amounts included in net interest on the defined-benefit liability or asset).

## **1.17 SHARE-BASED PAYMENTS**

Share-based payment transactions are payments based on shares issued by the Group, whether the transaction is settled in the form of equity or cash of which the amount is based on trends in the value of BNP Paribas shares.

BNP Paribas Group grants employees stock subscription option plans and deferred share-based or share price-linked cash-settled compensation plans, and also offers them the possibility to purchase specially-issued BNP Paribas shares at a discount, on condition that they retain the shares for a specified period.

Some BNP Paribas Cardif employees have benefited from such plans in the past.

IFRS 2 requires share-based payments granted after 7 November 2002 to be recognised as an expense. The amount recognised is the value of the share-based payment granted to the employee.

## **1.18 CURRENT AND DEFERRED TAXES**

### 1.18.1 Current taxes

The current income tax charge is determined on the basis of the tax laws and tax rates in force in each country in which the Group operates during the period in which the income is generated.

### 1.18.2 Deferred taxes

Deferred taxes are recognised when temporary differences arise between the carrying amount of an asset or liability in the balance sheet and its tax base.

Deferred tax liabilities are recognised for all taxable temporary differences other than:

- taxable temporary differences on initial recognition of goodwill;
- taxable temporary differences on investments in enterprises under the exclusive or joint control of the Group, where the Group is able to control the timing of the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax assets are recognised for all deductible temporary differences and unused carry forwards of tax losses only to the extent that it is probable that the entity in question will generate future taxable profits against which these temporary differences and tax losses can be offset.

Deferred tax assets and liabilities are measured using the liability method, using the tax rate which is expected to apply to the period when the asset is realised or the liability is settled, based on tax rates and tax laws that have been or will have been enacted by the balance sheet date of that period. They are not discounted.

Deferred tax assets and liabilities are offset when they arise within the same tax group, they fall under the jurisdiction of a single tax authority, and there is a legal right to offset.

### 1.18.3 Recognition of current taxes and deferred taxes

Current and deferred taxes are recognised as tax income or expenses in the profit and loss account, except for current and deferred taxes relating to a transaction or an event directly recognised in shareholders' equity, which are also charged to shareholders' equity.

When tax credits on revenues from receivables and securities are used to settle corporate income tax payable for the period, the tax credits are recognised on the same line as the income to which they relate. The corresponding tax expense continues to be carried in the profit and loss account under "Corporate income tax".

## 1.19 LEASES

Group companies may either be the lessee or the lessor in an operating lease.

### 1.19.1 Lessors under operating leases

An operating lease is a lease under which substantially all the risks and rewards of ownership of an asset are not transferred to the lessee.

The main contracts in which BNP Paribas Cardif acts as lessor are leases on investment properties. Rents for investment properties are presented in "Investment income" and depreciation thereof in "Investment expenses".

### 1.19.2 Lessees under operating leases

The asset is not recognised in the balance sheet of the lessee. Lease payments made under operating leases are recorded in the profit and loss account of the lessee on a straight-line basis over the lease term.

## 1.20 PRODUCTS OF REGULAR ACTIVITIES IN CONTRACTS WITH CUSTOMERS

Income from services enters into the scope of application of IFRS 15 "Revenue from Contracts with Customers". The Group records the revenue in profit or loss as the service is rendered, i.e. in proportion to the costs incurred (or the statistical estimate of these costs) for car maintenance contracts.

## 1.21 ANALYSIS OF EXPENSES BY DESTINATION

Overheads for entities in the "Other activities" segment are recognised by type, whilst those for insurance companies are recognised by destination (intended use).

Recognition of expenses by their intended use is carried out individually for expenses that can be directly allocated to one category. Where an expense item has more than one function or cannot be directly allocated, it is split between categories using an allocation key. The allocation of expenses to their intended use is performed using what is known as the cash generating units method, which consists of analysing each consolidated company by cost centres which are allocated to the various functions.

Expenses related to insurance activity are broken down in the IFRS financial statements as follows:

- claims settlement costs are presented in "Technical expenses for contracts";
- contracts acquisition costs are presented separately;
- administration costs are presented separately;
- investment management fees are presented in "Investment expenses";
- other technical expenses and expenses incurred for activities outside the scope of insurance activities are included in "Other current operating income and expenses";
- transactions that by their nature are non-recurring and non-operating are included in "Other non-current operating income and expenses".

Overheads of "Other businesses" are presented separately.

As provided under IAS 1, a comparison is shown in the notes with expenses by type according to the following breakdown:

- commissions;
- salary and employee benefit expenses;
- taxes;
- other current operating expenses;
- net charges/reversals to depreciation, amortisation and provisions.

## 1.22 NON-CURRENT ASSETS HELD FOR SALE AND DISCONTINUED OPERATIONS

Where the Group decides to sell non-current assets and it is highly probable that the sale will occur within 12 months, these assets are shown separately in the balance sheet, on the line “Non-current assets held for sale”. Any liabilities associated with these assets are also shown separately in the balance sheet, under “Liabilities associated with non-current assets held for sale”.

Once classified in this category, non-current assets and groups of assets and liabilities are measured at the lower of carrying amount or fair value less costs to sell.

Such assets are no longer depreciated. If an asset or group of assets and liabilities becomes impaired, an impairment loss is recognised in the profit and loss account. Impairment losses may be reversed.

Where a group of assets and liabilities held for sale represents a cash generating unit, it is categorised as a “discontinued operation”. Discontinued operations include operations that are held for sale, operations that have been shut down, and subsidiaries acquired exclusively with a view to resell.

All gains and losses related to discontinued operations are shown separately in the profit and loss account, on the line “Post-tax gain/loss on discontinued operations and assets held for sale”. This line includes the post-tax profits or losses of discontinued operations, the post-tax gain or loss arising from remeasurement at fair value less costs to sell, and the post-tax gain or loss on disposal of the operation.

## 1.23 USE OF ESTIMATES IN THE PREPARATION OF THE FINANCIAL STATEMENTS

Preparation of the Group’s financial statements requires managers of core businesses and corporate functions to make assumptions and estimates that are reflected in the measurement of income and expense in the profit and loss account and of assets and liabilities in the balance sheet, and in the disclosure of information in the notes to the financial statements. This requires that the managers rely on their judgement and use information available at the date of the preparation of the financial statements when making their estimates. The actual future results from operations where managers have made use of estimates may in reality differ significantly from those estimates, mainly according to market conditions. This may have a material impact on the financial statements.

The following examples are among the exogenous factors that may influence future achievements:

- national and international financial market activities;
- fluctuations in interest rates and foreign exchange rates;
- economic and political conditions in certain business sectors or countries;
- changes in laws or regulations;
- behaviour of policyholders;
- demographic changes.

The main balance sheet items requiring the exercise of judgement and the formulation of assumptions for their valuation include, but are not limited to:

- goodwill and securities in acquired portfolios, at first recognition and for subsequent valuations;
- mark-to-market financial instruments based on models, including unconsolidated investments;

- insurance and financial contracts liabilities;
- pension plans and other post-employment benefits;
- long-term impairments of available-for-sale securities and held-to-maturity financial assets;
- provisions for contingencies and charges;
- deferred tax assets;
- policyholders' surplus reserve.

## 1.24 CASH FLOW STATEMENT

The cash flow statement is prepared using the indirect method in accordance with ANC Recommendation No. 2013-05. The indirect method is the method generally used by insurance groups.

### 1.24.1 Classification of cash flows related to investing activities

Pursuant to ANC Recommendation No 2013-05, all investment-related flows, including flows of securities classified as available-for-sale securities, are presented as investment transactions in the cash flow statement.

This classification differs from the one adopted for the profit and loss account, in which, in accordance with the approach commonly used by insurance groups, income from financial investments is presented in operating income. This presentation, which is consistent with the one adopted by banking sector groups pursuant to ANC Recommendation No. 2013-04 relating to the format of consolidated financial statements of banking sector institutions, allows for more consistent cash flow statement presentation for bancassurance groups.

### 1.24.2 Classification of dividends and interest received

In accordance with the provisions of IAS 7 "Statement of Cash Flows" for financial institutions, dividends and interest received are presented as operating cash flows.

### 1.24.3 Presentation of investment activities

In addition to the flows related to investments broken down into acquisitions and disposals, this heading includes:

- acquisitions and disposals of intangible assets and tangible assets (excluding investment properties), including revenues (net of expenses) for those investments;
- changes in the scope of consolidation.

### 1.24.4 Presentation of financing activities

This heading includes only financing transactions, excluding investment transactions.

## Note 2 IMPACTS OF THE IMPLEMENTATION OF IFRS 16

On 1 January 2019, BNP Paribas Cardif implemented the new IFRS 16 standard "Leases". The Group decided to apply the simplified retrospective method consisting of recognising the cumulative effect of the standard in equity.

This impact on shareholders' equity is equal to difference between:

- a right of use (RoU) and its depreciation calculated as if the standard was applied from the date of the beginning of the lease, updated at the date of the first application of the standard;
- a lease debt liability at the date of the first time application (FTA).

The actualisation rate used for the right of use (RoU) and for the lease debt liability is the incremental borrowing rate for a duration corresponding to a remaining term of the contracts at the date of first time application of the standard. The average of the discount rates used at 1 January 2019 was 1.4 %.

The Group used the main simplification provided in the context of the application of the retrospective simplified method, in particular the non booking of a right of use for contracts for which the remaining term at the date of the first time application of the standard is less than 12 months.

Almost all leases scoped by the new standard are building leases. They are usually linked with operating properties abroad.

BNP Paribas Cardif also made the choice not to be exempted from the initial recognition of deferred tax assets (DTA) and deferred tax liabilities (DTL) as permitted by paragraphs 15 and 24 of Standard IAS 12 "Income Taxes". As a result, deferred tax liabilities and deferred taxes assets were booked in the balance sheet respectively in link with the rights of use and the lease debt liabilities.

The main impact on the balance sheet is a negative impact of EUR 3 million (net of tax) on the shareholders' equity, due to the application of the simplified retrospective method, an increase in property, plant and equipment (net of depreciation) of EUR 89 million and a lease debt liability for EUR 92 million.

<i>in Euro million</i>	December 31, 2018	Effects of First application IFRS 16	January 1st, 2019
<b>ASSETS</b>			
Tangible Assets	433	89	521
<i>of Gross value</i>	555	134	688
<i>of Accumulated depreciation, amortisation and impairment</i>	(122)	(45)	(167)
Deferred tax assets	313	(3)	310
<b>EFFECTS ON TOTAL ASSETS</b>		<b>86</b>	
<b>LIABILITIES</b>			
Changes in assets and liabilities recognised directly in equity	565	0	565
Non-distributed reserves	211	(3)	209
Minority interests	271	(0)	271
<b>EFFECTS ON TOTAL SHAREHOLDERS' EQUITY</b>		<b>(3)</b>	
Deferred tax liabilities	277	(4)	273
Other debts	1,883	92	1,975
<b>EFFECTS ON TOTAL LIABILITIES</b>		<b>86</b>	

## NOTE 3 SCOPE OF CONSOLIDATION

## 3.1 SCOPE OF CONSOLIDATION

Name	Country	December 31, 2019				December 31, 2018			
		Consolidation method	Control (%)	Interest (%)	Ref.	Consolidation method	Control (%)	Interest (%)	Ref.
<b>HOLDINGS</b>									
BNP Paribas Cardif	France	Consolidating company	100.0	100.0		Consolidating company	100.0	100.0	
BNP Paribas Cardif BV	Netherlands	Full	100.0	100.0		Full	100.0	100.0	
Cardif Nordic AB	Sweden	Full	100.0	100.0		Full	100.0	100.0	
Cardif Pinnacle Insurance Holdings PLC	UK	Full	100.0	100.0		Full	100.0	100.0	
CB UK Ltd	UK	NI	-	-	(S)	Full	100.0	100.0	
Icare Holding SA	France	Full	100.0	100.0		Full	100.0	100.0	
NCVP Participacoes Societarias SA	Brazil	Full	100.0	100.0		Full	100.0	100.0	
<b>INSURANCE</b>									
BNP Paribas Cardif Emeklilik AS	Turkey	Full	100.0	100.0		Full	100.0	100.0	
BNP Paribas Cardif General Insurance Co Ltd	Korea	EM *	91.3	91.3		EM *	90.0	90.0	
BNP Paribas Cardif Levensverzekeringen NV	Netherlands	Full	100.0	100.0		Full	100.0	100.0	
BNP Paribas Cardif Life Insurance Co Ltd	Korea	Full	85.0	85.0		Full	85.0	85.0	
BNP Paribas Cardif Pojistovna AS	Czech Republic	Full	100.0	100.0		Full	100.0	100.0	
BNP Paribas Cardif Schadeverzekeringen NV	Netherlands	Full	100.0	100.0		Full	100.0	100.0	
BNP Paribas Cardif Seguros de Vida SA	Chile	Full	100.0	100.0		Full	100.0	100.0	
BNP Paribas Cardif Seguros Generales SA	Chile	Full	100.0	100.0		Full	100.0	100.0	
BNP Paribas Cardif Servicios y Asistencia Ltda	Chile	EM *	100.0	100.0		EM *	100.0	100.0	
BNP Paribas Cardif Sigorta Anonim Sirketi	Turkey	EM *	100.0	100.0		EM *	100.0	100.0	
BNP Paribas Cardif TCB Life Insurance Company Ltd	Taiwan	EM	49.0	49.0		EM	49.0	49.0	
BNP Paribas Cardif Vita Compagnia di Assicurazione e Riassicurazioni SPA	Italy	Full	100.0	100.0		Full	100.0	100.0	
BOB Cardif Life Insurance Co Ltd	China	EM	50.0	50.0		EM	50.0	50.0	
Cardif Assurances Risques Divers (Austria branch)	Austria	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurances Risques Divers (Belgique branch)	Belgium	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurances Risques Divers (Bulgaria branch)	Bulgaria	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurances Risques Divers (Germany branch)	Germany	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurances Risques Divers (Italy branch)	Italy	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurances Risques Divers (Japan branch)	Japan	NI	-	-	(S)	Full	100.0	100.0	
Cardif Assurances Risques Divers (Luxembourg branch)	Luxembourg	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurances Risques Divers (Pologne branch)	Poland	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurances Risques Divers (Portugal branch)	Portugal	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurances Risques Divers (Roumanie branch)	Romania	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurances Risques Divers (Spain branch)	Spain	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurances Risques Divers (Taiwan branch)	Taiwan	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurances Risques Divers (Zurich branch)	Switzerland	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurances Risques Divers	France	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurance Vie (Austria branch) Other	Austria	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurance Vie (Bulgaria branch)	Bulgaria	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurance Vie (Germany branch)	Germany	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurance Vie (Italy branch)	Italy	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurance Vie (Japan branch)	Japan	NI	-	-	(S)	Full	100.0	100.0	
Cardif Assurance Vie (Portugal branch)	Portugal	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurance Vie (Spain branch)	Spain	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurance Vie (succ. Belgique)	Belgium	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurance Vie (succ. Roumanie)	Romania	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurance Vie (succ. Taiwan)	Taiwan	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurance Vie (Zurich branch)	Switzerland	Full	100.0	100.0		Full	100.0	100.0	
Cardif Assurance Vie	France	Full	100.0	100.0		Full	100.0	100.0	
Cardif Biztosito Magyarorszag Zartkrouen	Hungary	EM *	100.0	100.0		EM *	100.0	100.0	
Cardif Colombia Seguros Generales SA	Colombia	Full	100.0	100.0		Full	100.0	100.0	
BNPP Cardif Compania de Seguros y Reaseguros SA	Peru	EM *	100.0	100.0		EM *	100.0	100.0	
Cardif do Brasil Seguros e Garantias SA	Brazil	Full	100.0	100.0		Full	100.0	100.0	
Cardif Do Brasil Vida e Previdencia SA	Brazil	Full	100.0	100.0		Full	100.0	100.0	
Cardif El Djazair	Algeria	EM *	100.0	100.0		EM *	100.0	100.0	
Cardif Forsakring AB	Sweden	EM *	100.0	100.0		EM *	100.0	100.0	
Cardif Forsakring AB (Denmark branch)	Denmark	EM *	100.0	100.0		EM *	100.0	100.0	
Cardif Forsakring AB (Norway branch)	Norway	EM *	100.0	100.0		EM *	100.0	100.0	
BNP Paribas Cardif Hayat Sigorta Anonim Sirketi Vie	Turkey	EM *	100.0	100.0		EM *	100.0	100.0	
Cardif IARD	France	Full	66.0	66.0		Full	66.0	66.0	
Cardif Life	Luxembourg	NI	-	-	(S)	Full	100.0	66.7	
Cardif Life Insurance Japan	Japan	Full	75.0	75.0		Full	75.0	75.0	
Cardif Livforsakring AB	Sweden	EM *	100.0	100.0		EM *	100.0	100.0	
Cardif Livforsakring AB (Denmark branch)	Denmark	EM *	100.0	100.0		EM *	100.0	100.0	
Cardif Livforsakring AB (Norway branch)	Norway	EM *	100.0	100.0		EM *	100.0	100.0	
Cardif Lux Vie	Luxembourg	Full	66.7	66.7		Full	66.7	66.7	
Cardif Mexico Seguros de Vida SA de CV	Mexico	EM *	100.0	100.0		EM *	100.0	100.0	
Cardif Mexico Seguros Generales SA de CV	Mexico	EM *	100.0	100.0		EM *	100.0	100.0	
Cardif Non Life Insurance Japan	Japan	Full	100.0	75.0		Full	100.0	75.0	
Cardif Polska Towarzystwo Ubezpieczen Na Zycie SA	Poland	EM *	100.0	100.0		EM *	100.0	100.0	
Cardif Seguros SA	Argentina	Full	100.0	100.0		Full	100.0	100.0	
Cargeas Assicurazioni SPA	Italy	Full	100.0	100.0		Full	100.0	100.0	
Icare Assurance	France	Full	100.0	100.0		Full	100.0	100.0	
LLC Insurance Company Cardif	Russia	Full	100.0	100.0		Full	100.0	100.0	
Luizaseg	Brazil	EM	50.0	50.0		EM	50.0	50.0	
Natio Assurance	France	Full	100.0	100.0		Full	100.0	100.0	
Pinnacle Insurance PLC	UK	Full	100.0	100.0		Full	100.0	100.0	
Poistovna Cardif Slovakia AS	Slovakia	EM *	100.0	100.0		EM *	100.0	100.0	
State Bank India Life Insurance Co Ltd	India	NI	-	-	(S)	EM	22.0	22.0	
Vietcombank Cardif Life Insurance Co Ltd	Vietnam	EM	55.0	55.0	(V)	EM	43.0	43.0	

Name	Country	December 31, 2019				December 31, 2018			
		Consolidation method	Control (%)	Interest (%)	Ref.	Consolidation method	Control (%)	Interest (%)	Ref.
<b>OTHER ACTIVITIES</b>									
Cardif Ltda	Brazil	EM *	100.0	100.0		EM *	100.0	100.0	(E)
Cardif Pinnacle Insurance Management Services PLC	UK	Full	100.0	100.0		Full	100.0	100.0	
Cardif Service AEIE	Portugal	Full	100.0	100.0	(E)				
Cardif Servicios SAC	Peru	EM *	100.0	100.0		EM *	100.0	100.0	(E)
Cardif Servicios SA	Argentina	EM *	100.0	100.0		EM *	100.0	100.0	
GIE BNP Paribas Cardif	France	Full	99.5	99.5		Full	99.5	99.5	(V)
Paris Management Consultant Co Ltd	Taiwan	EM *	100.0	100.0	(E)				
<b>INSURANCE INVESTMENTS</b>									
AEW ImmoCommercial	France	MV	20.5	20.5		MV	20.5	20.5	(E)
Agathe Retail France	France	MV	33.3	33.3		MV	33.3	33.3	(E)
Assu-vie (Société Française d'Assurances sur la Vie)	France	EM	50.0	50.0		EM	50.0	50.0	
Batipart Participations SAS	Luxembourg	MV	29.7	29.7		MV	29.7	29.7	(E)
Cardimmo	France	Full	100.0	100.0		Full	100.0	100.0	
Carma Grand Horizon SARL	France	Full	100.0	100.0		Full	100.0	100.0	
CFH Capital France Hôtel	France	Full	98.4	98.4		Full	98.4	98.4	(V)
CFH Algonquin Management Partners France	Italy	Full	100.0	98.4		Full	100.0	98.4	(V)
CFH Bercy	France	Full	100.0	98.4		Full	100.0	98.4	(V)
CFH Bercy Hotel	France	Full	100.0	98.4		Full	100.0	98.4	(V)
CFH Bercy Intermédiaire	France	Full	100.0	98.4		Full	100.0	98.4	(V)
CFH Boulogne	France	Full	100.0	98.4		Full	100.0	98.4	(V)
CFH Cap d'Ail	France	Full	100.0	98.4		Full	100.0	98.4	(V)
CFH Hibernia	France	Full	100.0	98.4		Full	100.0	98.4	(V)
CFH HVP SAS	France	Full	100.0	98.4		Full	100.0	98.4	(V)
CFH Milan Holdco SRL	Italy	Full	100.0	98.4		Full	100.0	98.4	(V)
CFH Montmartre	France	Full	100.0	98.4		Full	100.0	98.4	(V)
CFH Montparnasse	France	Full	100.0	98.4	(E)	Full	100.0	98.4	(V)
CFH Astridplaza	Belgium	Full	100.0	98.4	(E)				
C-Santé OPPCI	France	Full	100.0	100.0		Full	100.0	100.0	(E)
EP L SAS	France	MV	34.3	34.3		MV	34.3	34.3	(E)
Fleur SAS	France	MV	33.3	33.3		MV	33.3	33.3	(E)
Foncière partenaires	France	MV	20.0	20.0		MV	20.0	20.0	(E)
Fonds Investissements Immobiliers pour le commerce et la distribution FONDIS	France	MV	25.0	25.0		MV	25.0	25.0	(E)
Fundamenta	Italy	Full	100.0	100.0		Full	100.0	100.0	
Harewood Helena 2 Ltd	UK	Full	100.0	100.0		Full	100.0	100.0	(E)
Horizon GmbH	Germany	MV	33.3	33.3	(E)				
High Street Retail	UK	MV	23.8	23.8	(E)				
Opéra Rendement SCPI	France	Full	99.8	99.8		Full	99.8	99.8	(V)
Powerhouse OPPCI	France	MV	47.5	47.5	(V)	MV	47.4	47.4	
Rubin SARL	Luxembourg	MV	50.0	50.0		MV	50.0	50.0	(E)
SAS Defense CB3	France	MV	25.0	25.0		MV	25.0	25.0	(E)
SAS Preim Healthcare	France	MV	24.4	24.4		MV	24.4	24.4	(E)
SAS Velizy	France	MV	33.3	33.3		MV	33.3	33.3	(E)
SCI 68/70 rue de Lagny-Montreuil	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Alpha Park	France	MV	50.0	50.0		MV	50.0	50.0	(E)
SCI BNP Paribas Pierre I	France	Full	100.0	100.0		Full	100.0	100.0	
SCI BNP Paribas Pierre II	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Bobigny Jean Rostand	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Bouleragny	France	MV	50.0	50.0		MV	50.0	50.0	(E)
SCI Cardif Logement	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Citylight Boulogne	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Clichy Nuovo	France	MV	50.0	50.0		MV	50.0	50.0	(E)
SCI Corosa	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Défense Etoile	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Défense Vendôme	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Etoile du Nord	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Fontenay Plaisance	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Hémisphère	France	MV	20.0	20.0	(E)				
SCI Imefa Vélizy	France	MV	21.8	21.8		MV	21.8	21.8	(E)
SCI Le Mans Gare	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Pantin Les Moulins	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Liberté	France	MV	50.0	50.0		MV	50.0	50.0	(E)
SCI Nanterre Guillaeries	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Nantes Carnot	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Odysée	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Paris Batignolles	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Paris Cours de Vincennes	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Paris Turenne	France	Full	100.0	100.0	(E)				
SCI Portes de Claye	France	EM	45.0	45.0		EM	45.0	45.0	
SCI Reumal Investissements	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Rue Moussorgski	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Rueil Ariane	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Rueil Caudron	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Saint-Denis Jade (Ex- SCI Porte d'Asnières)	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Saint Denis Landy	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Saint Denis Miterrand	France	Full	100.0	100.0		Full	100.0	100.0	
SCI SCOO (Société des Centres d'Oc et d'Oil)	France	EM	46.4	46.4		EM	46.4	46.4	
SCI Valeur Pierre Epargne	France	Full	100.0	100.0		Full	100.0	100.0	
SCI Vendôme Athènes	France	MV	50.0	50.0		MV	50.0	50.0	(E)
SCI Villeurbanne Stalingrad	France	Full	100.0	100.0		Full	100.0	100.0	
SECAR (Centre d'Affaires Régional de Rungis)	France	MV	55.1	55.1	(V)	MV	59.0	59.0	(E)
Seniorenzentren Deutschland Holding SARL	Luxembourg	MV	20.0	13.3		MV	20.0	13.3	(E)
Seniorenzentren Reinbek-Oberursel-München Objekt GmbH	Germany	MV	35.0	23.3		MV	35.0	23.3	(E)
Seniorenzentrum Butzbach Objekt GmbH	Germany	MV	35.0	23.3		MV	35.0	23.3	(E)
Seniorenzentrum Heilbronn Objekt GmbH	Germany	MV	35.0	23.3		MV	35.0	23.3	(E)
Seniorenzentrum Kassel Objekt GmbH	Germany	MV	35.0	23.3		MV	35.0	23.3	(E)
Seniorenzentrum Wolfratshausen Objekt GmbH	Germany	MV	35.0	23.3		MV	35.0	23.3	(E)
Société Immobilière du Royal Building SA	Luxembourg	Full	100.0	66.7		Full	100.0	66.7	(E)

Name	Country	December 31, 2019				December 31, 2018			
		Consolidation method	Control (%)	Interest (%)	Ref.	Consolidation method	Control (%)	Interest (%)	Ref.
<b>Structured entities</b>									
BNPP CP Cardif Alternative	France	Full	-	-		Full	-	-	
BNPP CP Cardif Private Debt	France	Full	-	-		Full	-	-	
BNPP France Crédit	France	Full	-	-		Full	-	-	
Camgestion Obliflexible	France	Full	-	-		Full	-	-	
Cardif Alternatives Part I	France	Full	-	-		Full	-	-	
Cardif BNPP IP Convertibles World	France	Full	-	-		Full	-	-	
Cardif BNPP IP Equity Frontier Markets USD	France	Full	-	-		Full	-	-	
Cardif BNPP IP Signatures	France	Full	-	-		Full	-	-	
Cardif BNPP IP Smid Cap Euro	France	Full	-	-		Full	-	-	
Cardif BNPP IP Smid Cap Europe	France	Full	-	-		Full	-	-	
Cardif CPR Global Return (Ex- Cardif CPR Base Credit)	France	Full	-	-		Full	-	-	
Cardif Edrim Signatures	France	Full	-	-		Full	-	-	
Cardif Vita Convex Fund Eur	France	Full	-	-		Full	-	-	
Cedrus Carbon Initiative Trends	France	Full	-	-		Full	-	-	
FP Cardif Convex Fund USD	France	Full	-	-		Full	-	-	
G C Thematic Opportunities II	Ireland	Full	-	-		Full	-	-	
Natio Fonds Athènes Investissement 5	France	Full	-	-		Full	-	-	
Natio Fonds Colline International	France	Full	-	-		Full	-	-	
Natio Fonds Collines Investissement 1	France	Full	-	-		Full	-	-	
Natio Fonds Collines Investissement 3	France	Full	-	-		Full	-	-	
New Alpha Cardif Incubator Fund	France	Full	-	-		Full	-	-	
Permal Cardif Co Investment Fund	France	Full	-	-		Full	-	-	
Tikehau Cardif Loan Europe	France	Full	-	-		Full	-	-	
Valtires FCP	France	Full	-	-		Full	-	-	

The percentage of interest reflects the direct and indirect participation of the Group in the company concerned, in accordance with the presentation of our parent company BNP Paribas.

The holding rate of structured entities is not indicated.

(E) Entry from perimeter

(ME \*) Controlled entities subject to simplified consolidation using the equity method due to their insignificant nature

(NI) No integrated entities

(S) Exit from perimeter

(V) Variation of rates

(VM) Participation in an entity under significant influence or joint control valued at market value through profit or loss

## 3.2 SIGNIFICANT RESTRICTIONS IN SUBSIDIARIES, JOINT VENTURES AND ASSOCIATES

### 3.2.1 Significant restrictions related to the ability of entities to transfer cash to BNP Paribas Cardif Group

The ability of entities to pay dividends or to repay loans and advances depends, *inter alia*, on local regulatory requirements for capitalisation and legal reserves, and their financial and operating performance.

During 2018 and 2019, no BNP Paribas Cardif Group entity was subject to significant restrictions other than those related to regulatory requirements.

### 3.2.2 Significant restrictions related to BNP Paribas Cardif Group's ability to use assets pledged as collateral or under repurchase agreements

The financial instruments pledged by BNP Paribas Cardif Group as collateral or under repurchase agreements are presented in the notes "Transfers of financial assets" (note 5.14) and "Financing and guarantee commitments" (note 5.29).

### 3.3 MAIN MINORITY INTERESTS

The assessment of the materiality of minority interests is based on the contribution of the relevant subsidiaries to the Group balance sheet and to BNP Paribas Cardif Group profit and loss account.

In connection with the acquisition of certain entities, BNP Paribas Cardif Group granted minority shareholders put options on their holdings.

			December 31, 2019		
	Percentage of equity securities owned by minority shareholders	Percentage of voting rights held by minority shareholders	Total Balance Sheet (1)	Net income attributed to minority interests of the subsidiary	Dividends paid to minority shareholders
<i>in Euro million</i>					
Cardif Lux Vie and subsidiaries	33.3%	33.3%	29,948	7	(1)
Cardif Insurance Japan (companies Life and No Life)	25.0%	25.0%	791	12	(4)
Cardif IARD	34.0%	34.0%	489	(5)	-
Other minority interests	-	-	212	3	-

			December 31, 2018		
	Percentage of equity securities owned by minority shareholders	Percentage of voting rights held by minority shareholders	Total Balance Sheet (1)	Net income attributed to minority interests of the subsidiary	Dividends paid to minority shareholders
<i>in Euro million</i>					
Cardif Lux Vie and subsidiaries	33.3%	33.3%	27,048	-	-
Cardif Insurance Japan (companies Life and No Life)	25.0%	25.0%	728	10	-
Cardif IARD	34.0%	34.0%	482	(3)	-
Other minority interests	-	-	169	(4)	(2)

(1) Amounts before elimination of intercompany

## NOTE 4 BUSINESS COMBINATIONS

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### Transactions completed in 2019

#### **State Bank of India Life Insurance Co Ltd**

During the first half of 2019, three successive transfers of 9.2%, 5.1% and 2.5% of the capital of State Bank of India Life Insurance Co Ltd (SBI Life) took place on the Indian market.

At 30 June 2019, the Group ceased to exercise significant influence over SBI Life following the resignation of the last representative. The remaining 5.2% stake held by BNP Paribas Cardif Holding is now recognised as available-for-sale financial assets.

All these transactions generated an overall capital gain of EUR 1,452 million before tax accounted in "Other non-current operating income and expenses".

#### **Astridplaza**

On 16 April 2019, Cardif Assurance Vie, via its investment subsidiary, Capital France Hôtel ("CFH"), acquired 100 % of the shares in the Belgian company, Astridplaza NV ("Astridplaza"), which owns and operates the Radisson Blu Astrid and Park Inn by Radisson Antwerp hotels located in Antwerp (Belgium).

### Transactions completed in 2018

#### **Natio Assurance**

On 29 June 2018, BNP Paribas Cardif acquired the shares in Natio Assurance held by Axa (50%) leading to the full consolidation of Natio Assurance from the closing date of 30 June 2018.

This acquisition resulted in a EUR 608 million increase in BNP Paribas Cardif Group balance sheet at the purchase date. The transaction did not lead to the recognition of goodwill.

#### **Cardif Life**

On 3 September 2018, the Banque Générale du Luxembourg acquired ABN Amro Bank Luxembourg, 100% owner of ABN Amro Life SA. On the same date, ABN Amro Life SA was sold to Cardif Lux Vie at the same price as that paid by the Banque Générale du Luxembourg. The new entity, ABN Amro Life, was renamed Cardif Life.

The transaction did not lead to the recognition of goodwill.

***Cardif Luxembourg Vie***

BNP Paribas Cardif Group owned 33.33% of Cardif Lux Vie and exercised significant influence over the company consolidated by the equity-method.

On 21 December 2018, BNP Paribas Cardif obtained control of Cardif Lux Vie and its subsidiaries by acquiring the 33.33% held by Ageas and consolidated these entities by full consolidation at 31 December 2018.

This transaction resulted in a EUR 27 billion increase in BNP Paribas Cardif Group's balance sheet and did not lead to the recognition of goodwill.

## NOTE 5 NOTES TO THE CONSOLIDATED BALANCE SHEET

### 5.1 GOODWILL

<i>in Euro million</i>	December 31, 2019	December 31, 2018
<b>CARRYING AMOUNT AT START OF PERIOD</b>	<b>248</b>	<b>248</b>
Acquisitions	-	-
Effect of movements in exchange rates	1	-
<b>CARRYING AMOUNT AT END OF PERIOD</b>	<b>249</b>	<b>248</b>
Gross carrying amount	249	248
Accumulated impairment recognised at the end of period	-	-

Goodwill split by cash-generating unit is as follows :

<i>in Euro million</i>	Carrying amount		Impairment recognised during the period		Acquisitions during the period	
	December 31, 2019	December 31, 2018	December 31, 2019	December 31, 2018	December 31, 2019	December 31, 2018
France	37	37	-	-	-	-
Italy	196	196	-	-	-	-
Rest of Europe	15	14	-	-	-	-
Asia	1	1	-	-	-	-
<b>TOTAL GOODWILL</b>	<b>249</b>	<b>248</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

Goodwill impairment tests may be based on three different methods: observation of transactions related to comparable businesses, or share price data for listed companies with a comparable business, or finally the third option based on expected future cash-flows and yield (“discounted cash flow method” or DCF).

If one of the two methods based on comparable- activities indicates the need for impairment, or in the absence of available market parameters, the DCF method is used.

The DCF method is based on a few assumptions about projected revenues, expenses and capital requirements based on medium-term plans.

Cash flows are projected from 5 to 15 years and beyond, on the basis of a perpetual growth rate.

The discount rate is determined on the basis of a risk-free rate and a risk-weighted market risk premium specific to each country. The values of these parameters are obtained from internal and external information sources.

The growth rate to perpetuity used is 2% for homogeneous group of entities.

The level of capital is determined, for each homogeneous group, according to the required solvency levels as defined by the insurance regulation, in line with the capital management policies of the legal entities that constitute the cash-generating unit.

## 5.2 VALUE OF INSURANCE COMPANY CONTRACT PORTFOLIOS ACQUIRED

In accordance with the IFRS 4 option, the value of the acquired insurance contract portfolios recorded as intangible assets in balance sheet assets represents the difference between the fair value of the contractual insurance rights acquired and the insurance obligations assumed and the liability measured according to BNP Paribas Cardif Group accounting methods.

Consequently, BNP Paribas Cardif Group presents the amortisation expense for the portfolio securities acquired on a separate line of the profit and loss account ("Depreciation on acquired portfolios").

<i>in Euro million</i>	December 31, 2019	December 31, 2018
Value of portfolios acquired insurance contract - gross	361	365
Value of portfolios acquired insurance contract - amortisation	(54)	(23)
<b>TOTAL VALUE OF PORTFOLIOS OF ACQUIRED INSURANCE CONTRACTS</b>	<b>307</b>	<b>342</b>

## 5.3 OTHER INTANGIBLE ASSETS

The table below presents the intangible assets other than goodwill and the value of insurance company portfolios acquired.

<i>in Euro million</i>	December 31, 2019			December 31, 2018		
	Gross value	Accumulated depreciation, amortisation and impairment	Carrying amount	Gross value	Accumulated depreciation, amortisation and impairment	Carrying amount
Purchased software	229	(174)	55	209	(157)	52
Internally-developed software	390	(323)	67	357	(293)	63
Other intangible assets	199	(64)	135	198	(66)	132
<b>OTHER INTANGIBLE ASSETS</b>	<b>818</b>	<b>(561)</b>	<b>257</b>	<b>764</b>	<b>(516)</b>	<b>248</b>

Other intangible assets include leasehold rights, concessions, rights and patents, intangible business assets and intangible assets in progress acquired by BNP Paribas Cardif Group.

Net depreciation and amortisation expense for the year ended 31 December 2019 was EUR 49 million, compared with EUR 54 million for the year ended 31 December 2018.

Net impairment reversal on intangible assets taken to the profit and loss account for the 2019 financial year amounted to EUR 1 million, compared to a net impairment reversal of EUR 10 million for the 2018 financial year.

## 5.4 INVESTMENT PROPERTY

The “Investment property” item corresponds to land, buildings and intangible business assets acquired with the properties and which are not allocated to unit-linked contracts presented under “Investments in Unit-linked Contracts”. These are representative of the assets invested as part of the life insurance business.

in Euro million	December 31, 2019				December 31, 2018			
	Gross value	Accumulated depreciation, amortisation and impairment	Carrying amount	Market value	Gross value	Accumulated depreciation, amortisation and impairment	Carrying amount	Market value
<b>TOTAL INVESTMENT PROPERTY</b>	3,845	(598)	3,247	4,829	3,662	(524)	3,138	4,142

Net depreciation and amortisation expense for the year ended 31 December 2019 was EUR 67 million, compared with EUR 62 million for the year ended 31 December 2018.

Net impairment expenses on investment property recognised for the 2019 financial year amounted to EUR 10 million. The amount taken to the profit and loss account in 2018 was EUR 4 million.

## 5.5 HELD-TO-MATURITY FINANCIAL ASSETS

in Euro million	December 31, 2019		December 31, 2018	
	Carrying amount	of which impairment	Carrying amount	of which impairment
Listed government bonds	1,897	-	3,703	-
Other listed bonds	14	-	14	-
<b>TOTAL HELD-TO-MATURITY FINANCIAL ASSETS</b>	<b>1,911</b>	<b>-</b>	<b>3,717</b>	<b>-</b>
<i>of which insurance companies investments</i>	1,911	-	3,717	-

## 5.6 AVAILABLE-FOR-SALE FINANCIAL ASSETS

in Euro million	December 31, 2019			December 31, 2018		
	Carrying amount	of which impairment	of which changes in value taken directly to equity	Carrying amount	of which impairment	of which changes in value taken directly to equity
Equities and other variable-income securities	7,828	(417)	2,009	5,954	(311)	677
Bonds and other fixed-income securities	121,062	-	12,603	108,988	-	8,292
<b>TOTAL AVAILABLE-FOR-SALE FINANCIAL ASSETS</b>	<b>128,890</b>	<b>(417)</b>	<b>14,612</b>	<b>114,941</b>	<b>(311)</b>	<b>8,969</b>
<i>of which insurance companies investments</i>	128,200	-	-	114,874	-	-
<i>of which investments from other activities</i>	690	-	-	67	-	-

Changes in value of assets taken directly to equity are detailed as follows :

in Euro million	December 31, 2019			December 31, 2018		
	Fixed-income securities	Equities and other variable-income securities	Total	Fixed-income securities	Equities and other variable-income securities	Total
Non-hedged changes in value of securities, recognised in "Available-for-sale financial assets"	12,603	2,009	14,612	8,292	677	8,969
Deferred tax linked to these changes in value	(3,385)	(491)	(3,876)	(2,219)	(181)	(2,400)
Insurance policyholders' surplus profit from insurance entities, after deferred tax	(8,166)	(1,222)	(9,388)	(5,394)	(412)	(5,806)
Group share of changes in value of available-for-sale securities owned by entities consolidated under the equity method, after deferred tax and deferred profit-sharing	8	36	44	7	4	11
Unamortised changes in value of available-for-sale securities reclassified as loans and receivables	(6)	-	(6)	(7)	-	(7)
<b>TOTAL <sup>(1)</sup></b>	<b>1,054</b>	<b>332</b>	<b>1,386</b>	<b>679</b>	<b>88</b>	<b>767</b>

<sup>(1)</sup> This total is included in the category "Total changes recognised directly in equity" of the summary table 5 Statement of changes in shareholders' equity

## 5.7 FINANCIAL INVESTMENTS AT FAIR VALUE THROUGH PROFIT OR LOSS

This item includes financial assets valued at fair value through profit and loss.

in Euro million	December 31, 2019	December 31, 2018
Equities and variable income securities	31,411	30,615
Bonds and other fixed-income securities	7,701	6,449
<b>TOTAL FINANCIAL INVESTMENTS AT FAIR VALUE THROUGH PROFIT AND LOSS ACCOUNT</b>	<b>39,112</b>	<b>37,065</b>
<i>of which insurance companies investments</i>	39,079	37,043
<i>of which investments from other activities</i>	34	21

## 5.8 LOANS AND RECEIVABLES

in Euro million	December 31, 2019		December 31, 2018	
	Carrying amount	of which impairment	Carrying amount	of which impairment
<b>LOANS AND RECEIVABLES</b>	<b>1,716</b>	<b>-</b>	<b>1,680</b>	<b>-</b>
<i>of which insurance companies investments</i>	1,694	-	1,654	-
<i>of which investments from other activities</i>	22	-	26	-

## 5.9 DERIVATIVE INSTRUMENTS AND SEPARATE EMBEDDED DERIVATIVES

The positive or negative fair value of derivative financial instruments classified in the trading portfolio represents the replacement value of those instruments.

### 5.9.1 Fair value by derivative financial instrument

The market value of derivative instruments on the assets and liabilities sides of the balance sheet breaks down as follows:

in Euro million	December 31, 2019		December 31, 2018	
	Positive fair value	Negative fair value	Positive fair value	Negative fair value
Interest rate derivatives	757	574	477	557
Foreign exchange derivatives	71	154	92	67
Equity derivatives	107	170	106	-
<b>DERIVATIVE INSTRUMENTS AND SEPARATE EMBEDDED DERIVATIVES</b>	<b>935</b>	<b>898</b>	<b>675</b>	<b>624</b>
<i>of which insurance companies investments</i>	926	898	631	624
<i>of which investments from other activities</i>	9	1	44	1

These amounts correspond to the fair values of the derivative financial instruments used for hedging foreign exchange, as detailed in the table below:

in Euro million	December 31, 2019		December 31, 2018	
	Positive fair value	Negative fair value	Positive fair value	Negative fair value
Cash flow hedges	44	138	14	20
Net foreign investment hedges	6	14	48	5
<b>DERIVATIVES USED FOR HEDGING PURPOSES</b>	<b>49</b>	<b>152</b>	<b>62</b>	<b>25</b>

### 5.9.2 Notional amounts of derivative financial instruments

The notional amounts of derivative financial instruments are merely an indication of the volume of BNP Paribas Cardif Group's activities in financial instruments markets, and do not reflect the market risks associated with such instruments.

The table below presents the notional amounts of derivative financial instruments.

in Euro million	December 31, 2019			December 31, 2018		
	Exchanges	Over the counter	Total	Exchanges	Over the counter	Total
Interest rate derivatives	590	24,727	25,317	369	23,500	23,870
Foreign exchange derivatives	-	13,832	13,832	-	12,009	12,009
Equity derivatives	-	3,538	3,538	-	1,400	1,400
<b>DERIVATIVES (NOTIONAL AMOUNTS)</b>	<b>590</b>	<b>42,097</b>	<b>42,687</b>	<b>369</b>	<b>36,909</b>	<b>37,279</b>

The total notional amount of derivatives used for hedging purposes stood at EUR 7,240 million at 31 December 2019, compared with EUR 5,450 million at 31 December 2018.

## 5.10 UNIT-LINKED INVESTMENTS

Assets representing unit-linked contracts are valued at their fair value on the closing date. They are broken down as follows:

<i>in Euro million</i>	December 31, 2019	December 31, 2018
Equities and variable income securities	29,087	25,756
Share of real estate companies	2,716	2,067
Treasury bills	935	752
Government Bonds	36	46
Other bonds	1,158	1,098
UCIT bonds and shares	38,866	33,315
<b>Financial instruments</b>	<b>72,798</b>	<b>63,034</b>
<b>Real estate investments in unit-linked contracts</b>	<b>1,542</b>	<b>1,499</b>
<b>TOTAL UNIT-LINKED ASSETS</b>	<b>74,340</b>	<b>64,533</b>

## 5.11 DETERMINATION OF MARKET VALUE OF FINANCIAL INSTRUMENTS

BNP Paribas Cardif Group has retained the fundamental principle that it should have a single and integrated processing chain for producing and controlling the valuation of financial instruments that are used for the purpose of daily risk management and financial reporting. All these processes are based on a common economic valuation which is a core component of BNP Paribas Cardif business decisions and risk management strategies.

In its regular assessment of asset valuation, BNP Paribas Cardif Group has defined a “Level Policy” for allocating levels, a reference document containing the criteria to be taken into account for the positioning of financial instrument levels.

### 5.11.1 Description of main instruments in each level

As detailed in the note “Accounting principles and methods”, financial instruments at market value are divided into three levels. This hierarchy is also applied to financial instruments, both assets and liabilities, which are recognised at amortised cost.

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in Euro million	December 31, 2019				December 31, 2018			
	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total
<b>Financial instruments at market value</b>								
Available-for-sale financial assets	107,585	21,066	250	128,890	99,363	15,260	318	114,941
Financial instruments at fair value through profit or loss (1)	85,133	19,462	7,315	111,910	76,660	16,904	6,535	100,099
Derivatives and separate embedded derivatives	-	935	-	935	-	674	-	675
<b>Fair value of financial instruments at amortised cost</b>								
Loans and receivables	121	1,611	18	1,750	125	1,563	21	1,708
Held-to-maturity financial assets	2,221	-	-	2,221	4,113	-	-	4,113
<b>FINANCIAL ASSETS</b>	<b>195,060</b>	<b>43,065</b>	<b>7,582</b>	<b>245,707</b>	<b>180,261</b>	<b>34,401</b>	<b>6,875</b>	<b>221,536</b>
<b>Financial instruments at market value</b>								
Derivative liability instruments	-	898	-	898	1	624	-	624
<b>Fair value of financial instruments at amortised cost</b>								
Subordinated debt	-	5,659	-	5,659	-	4,534	-	4,534
Repurchase agreements granted	-	7,418	-	7,418	-	8,239	-	8,239
Loans from credit institutions	-	3,418	-	3,418	-	4,345	-	4,345
<b>FINANCIAL LIABILITIES</b>	<b>-</b>	<b>17,393</b>	<b>-</b>	<b>17,393</b>	<b>1</b>	<b>17,742</b>	<b>-</b>	<b>17,743</b>

<sup>(1)</sup> including investments in unit-linked contracts

### Market value of financial instruments recognised at fair value

The following section provides a description of the criteria used to allocate the instruments in each level in the hierarchy.

- Level 1: this level includes all securities and derivatives that are listed on stock exchanges or quoted continuously in other active markets.

This category notably includes liquid shares and bonds. It includes shares of funds and mutual funds whose net asset value is calculated daily.

- Level 2: this level is composed of securities which are less liquid than those in the level 1. They are classified in level 2 notably when external prices for the same security can be regularly observed from a reasonable number of active market makers, but those prices do not represent directly quoted prices. This comprises, amongst other, consensus pricing services with a reasonable number of contributors that are active market makers as well as indicative runs from active brokers and/or dealers.

This category includes:

- shares listed on a regulated market but whose quotation is more than weekly,
  - certain government or company bonds whose valuations are infrequent (less than one quotation per month),
  - shares of funds and mutual funds with a valuation at least quarterly,
  - derivatives on an over-the-counter market.
- Level 3: level 3 securities consist primarily of fund shares and unlisted equities, other than those classified in level 2, which mainly comprise shares in venture capital companies and funds; Unlisted level 3 equities and other variable-income securities are valued using one of the following methods: share of revalued net assets, multiples of equivalent companies, discounting of future cash flows generated by the company's business, multi-criteria approach.

### Fair value of financial instruments carried at amortised cost

The information regarding the market value of financial instruments recognised at amortised cost should be used and interpreted with the greatest caution for the following reasons:

- these fair values are an estimate of the value of the relevant instruments as at 31 December 2019. They are liable to fluctuate from day to day as a result of changes in various parameters, such as interest rates and credit quality of the counterparty. In particular, they may differ significantly from the amounts actually received or paid on maturity of the instrument. In most cases, the fair value is not intended to be realised immediately, and in practice might not be realised immediately;
- estimating a fair value for financial instruments carried at historical cost often requires the use of modelling techniques, hypotheses and assumptions that may vary from bank to bank; this means that comparisons between the fair values of financial instruments carried at historical cost as disclosed by different banks may not be meaningful.

The valuation techniques and assumptions used ensure a consistent measure of the fair value of the financial assets and liabilities recognised at amortised cost within BNP Paribas Cardif Group: if prices listed on an active market are available, they are used to determine fair value. Otherwise, the fair value is determined using valuation techniques, such as discounting estimated future cash flows for loans, debts and held-to-maturity financial assets, or specific cash flow models for other financial instruments. The fair value used for loans, debts and held-to-maturity assets with an initial maturity of less than one year is the recognised value.

## 5.11.2 Table of movements in Level 3 financial instruments

For level 3 financial instruments, the following movements occurred during the financial year:

<i>in Euro million</i>	Financial Assets		
	Available-for-sale financial instruments	Financial instruments at fair value through profit or loss	Total
<b>Position as at 1st January 2019</b>	<b>318</b>	<b>6,535</b>	<b>6,854</b>
Purchases	51	2,941	2,992
Sales	(52)	(2,253)	(2,305)
Settlements	(7)	(208)	(215)
Reclassification	(98)	-	(98)
Transfers to Level 3	68	236	304
Transfers from Level 3	(53)	(582)	(635)
Gains recognised in the income statement (assets +)	25	739	764
Losses recognised in the income statement (assets -)	(20)	(85)	(105)
Items related to exchange rate movements	0	(8)	(8)
Changes in assets recognised in equity	17	-	17
<b>Position as at 31 December 2019</b>	<b>250</b>	<b>7,315</b>	<b>7,564</b>

Transfers between levels may occur when an instrument fulfils the criteria defined in the new level, which are generally market and product dependent. The main factors influencing transfers are changes in the observation capabilities, passage of time, and events during the transaction lifetime. Transfers have been reflected as if they had taken place at the beginning of the reporting period.

## 5.12 INFORMATION REQUIRED DUE TO DEFERRED OF IFRS 9

The following notes are published from the 2018 financial year, in accordance with the Group obtaining the deferred application of IFRS 9 (note 1.1.3).

## 5.12.1 Value of financial assets meeting the contractual cash flow characteristics

The fair value of financial assets with contractual cash flows corresponding only to payments of principal and interest on principal is presented in detail in the table below:

<i>In millions of euros</i>	December 31, 2019	December 31, 2018	Variation
	Market value	Market value	
Treasury bills and government bonds	58,287	53,811	4,476
Other obligations	59,631	54,934	4,697
<b>Total</b>	<b>117,918</b>	<b>108,745</b>	<b>9,173</b>

### 5.12.2 Value of financial assets which respond to the criterion of cash flows and assets not eligible for testing

The fair value of other financial assets corresponding to all instruments that do not meet the previously mentioned criteria is presented below:

in Euro million	December 31, 2019	December 31, 2018	Variation
	Market value	Market value	
Equities and variable income securities (including UCI)	39,239	36,569	2,670
Treasury bills and government bonds	662	557	105
Other obligations	12,928	10,789	2,139
Derivatives	886	612	274
UL Investments	74,340	64,533	9,807
<b>Total</b>	<b>128,055</b>	<b>113,061</b>	<b>14,994</b>

### 5.12.3 Credit quality of financial assets fulfilling the cash flow criterion

Notations	December 31, 2019	December 31, 2018
	Gross value	Gross value
in Euro million		
AAA	8,078	7,842
AA	39,405	37,593
A	34,970	29,783
BBB	32,782	30,427
< BBB (*)	2,353	2,679
<b>Total</b>	<b>117,588</b>	<b>108,324</b>

(\*)including unrated securities

### 5.12.4 Value of financial assets whose credit quality is less than BBB (Non Invest Grade)

Notations	December 31, 2019		December 31, 2018	
	Gross value	Market value	Gross value	Market value
in Euro million				
BB+	279	279	408	408
BB	21	21	179	179
BB-	212	212	2	2
B	21	21	-	-
Not listed	1,820	1,820	2,091	2,091
<b>Total</b>	<b>2,353</b>	<b>2,353</b>	<b>2,679</b>	<b>2,679</b>

### 5.13 CLASSIFICATION OF FINANCIAL INSTRUMENTS INITIALLY RECOGNISED AS AVAILABLE-FOR-SALE FINANCIAL ASSETS

The amendments to IAS 39 and IFRS 7 adopted by the European Union on 15 October 2008 permit, under certain conditions, the reclassification of instruments initially held as available-for-sale within other asset categories.

The reclassifications did not have any material impacts on the net income and changes in value recognised directly in equity for the 2018 and 2019 financial years.

in Euro million	December 31, 2019		December 31, 2018	
	Carrying value	Market value	Carrying value	Market value
Available-for-sale financial assets held to maturity reclassified as assets valued at amortised cost	100	121	100	125

### 5.14 TRANSFERS OF FINANCIAL ASSETS

#### 5.14.1 Transfers of financial assets that have not been de-recognised

Temporary sales of securities made under repurchase agreements are included under “Transfers of assets that have not been derecognised”. The debt representing securities sold under repurchase agreements is included in the liabilities side of the balance sheet under “Liabilities due to banking sector companies”.

in Euro million	December 31, 2019		December 31, 2018	
	Carrying amount of transferred assets	Carrying amount of associated liabilities	Carrying amount of transferred assets	Carrying amount of associated liabilities
<b>Securities loan</b>	-	-	-	-
Available-for-sale financial assets	7,321	7,418	8,415	8,239
<b>Repurchase agreements</b>	<b>7,321</b>	<b>7,418</b>	<b>8,415</b>	<b>8,239</b>

Securities lending and repurchase agreements concern securities at fair value through profit or loss, securities classified as loans and receivables and available-for-sale financial assets.

#### 5.14.2 Sale transactions resulting in an outflow of assets

BNP Paribas Cardif Group has not carried out any significant transfers leading to partial or full derecognition of the financial assets and a continuing involvement in them.

## 5.15 OFFSETTING OF FINANCIAL ASSETS AND LIABILITIES

The following tables present the amounts of financial assets and liabilities before and after offsetting. This information, required by IFRS 7, aims to enable the comparability with the accounting treatment applicable in accordance with generally accepted accounting principles in the United States (US GAAP), which are less restrictive than IAS 32 as regards offsetting.

“Amounts set off on the balance sheet” have been determined according to IAS 32. Thus, a financial asset and a financial liability are offset and the net amount presented on the balance sheet when, and only when, BNP Paribas Cardif Group has a legally enforceable right to set off the recognised amounts and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

“Financial instruments given or received as collateral” include guarantee deposits and securities collateral recognised at fair value. These guarantees can only be exercised in case of default, insolvency or bankruptcy of one of the contracting parties.

	December 31, 2019				
<i>in Euro million</i>	Gross amounts of financial assets	Gross amounts set off on the balance sheet	Net amounts presented on the balance sheet	Financial instruments given / received as guarantees	Net amounts
Loans and receivables due from credit institutions	2,744	-	2,744	-	2,744
of which repurchase agreements	18	-	18	-	18
Loans and receivables due from customers	1,696	-	1,696	-	1,696
Derivatives on organised markets	935	-	935	-	935
Settlement accounts for securities transactions	88	-	88	-	88
<b>TOTAL ASSETS</b>	<b>5,463</b>	<b>-</b>	<b>5,463</b>	<b>-</b>	<b>5,463</b>
Debts due to credit institutions	10,836	-	10,836	(7,321)	3,515
of which repurchase agreements	7,418	-	7,418	(7,321)	98
Due to customers	9,827	-	9,827	-	9,827
Derivatives on organised markets	898	-	898	-	898
Settlement accounts for securities transactions	468	-	468	-	468
<b>TOTAL LIABILITIES</b>	<b>22,029</b>	<b>-</b>	<b>22,029</b>	<b>(7,321)</b>	<b>14,708</b>

	December 31, 2018				
<i>in Euro million</i>	Gross amounts of financial assets	Gross amounts set off on the balance sheet	Net amounts presented on the balance sheet	Financial instruments given / received as guarantees	Net amounts
Loans and receivables due to credit institutions	2,959	-	2,959	-	2,959
of which repurchase agreements	23	-	23	-	23
Loans and receivables due to customers	1,680	-	1,680	-	1,680
Derivatives on organised markets	675	-	675	(0)	675
Settlement accounts for securities transactions	380	-	380	-	380
<b>TOTAL ASSETS</b>	<b>5,694</b>	<b>-</b>	<b>5,694</b>	<b>(0)</b>	<b>5,694</b>
Debts due to credit institutions	12,585	-	12,585	(8,415)	4,170
of which repurchase agreements	8,239	-	8,239	(8,415)	(176)
Due to customers	6,120	-	6,120	-	6,120
Derivatives on organised markets	624	-	624	-	624
Settlement accounts for securities transactions	90	-	90	-	90
<b>TOTAL LIABILITIES</b>	<b>19,419</b>	<b>-</b>	<b>19,419</b>	<b>(8,415)</b>	<b>11,004</b>

## 5.16 EQUITY-METHOD INVESTMENTS

Cumulated financial information of associates and joint ventures is presented in the following table:

in Euro million	Exercice 2019			December 31, 2019	Year 2018			December 31, 2018
	Share of net income	Share of changes in assets and liabilities recognised directly in equity	Share of net income and changes in assets and liabilities recognised directly in equity	Equity-method investments	Share of net income	Share of changes in assets and liabilities recognised directly in equity	Share of net income and changes in assets and liabilities recognised directly in equity	Equity-method investments
Joint ventures	12	1	13	199	20	(8)	12	177
Associates <sup>(1)</sup>	23	37	60	512	63	9	72	594
<b>EQUITY METHOD FIRMS</b>	<b>35</b>	<b>38</b>	<b>74</b>	<b>711</b>	<b>83</b>	<b>1</b>	<b>84</b>	<b>771</b>
Investment entities	9	5	14	297	11	5	16	298
<b>EQUITY METHOD INVESTMENT ENTITIES</b>	<b>9</b>	<b>5</b>	<b>14</b>	<b>297</b>	<b>11</b>	<b>5</b>	<b>16</b>	<b>298</b>

<sup>(1)</sup> Including controlled but non material entities consolidated under the equity method

Securities representing insurance investments consolidated under the equity-method are presented in insurance activity investments.

The carrying amount of BNP Paribas Cardif Group's investment in the main joint ventures and associates is presented in the following table:

in Euro million	Country of registration	Category of entity consolidated under the equity method	December 31, 2019		December 31, 2018	
			Interest (%)	Equity-method investments	Interest (%)	Equity-method investments
<b>JOINT VENTURES</b>						
BoB Cardif Life Insurance Company	China	Corporate	50	171	50	151
<b>ASSOCIATES</b>						
SBI Life Insurance Company Ltd	Inde	Corporate	-	-	22	197
SCI SCOOL (Société des Centres d'Occ et d'Oil)	France	Investment entity	46	177	46	177
BNP Paribas Cardif TCB Life Insurance Company	Taiwan	Corporate	49	185	49	136

## 5.17 TANGIBLE ASSETS

in Euro million	December 31, 2019			December 31, 2018		
	Gross value	Accumulated depreciation, amortisation and impairment	Carrying amount	Gross value	Accumulated depreciation, amortisation and impairment	Carrying amount
Lands and buildings <sup>(1)</sup>	612	(130)	482	472	(66)	406
Equipment, furniture and fixtures <sup>(1)</sup>	16	(10)	6	16	(9)	7
Other property, plant and equipment <sup>(1)</sup>	77	(52)	24	68	(48)	20
<b>TANGIBLE ASSETS</b>	<b>705</b>	<b>(193)</b>	<b>512</b>	<b>556</b>	<b>(123)</b>	<b>433</b>
<i>of which rate of use tangible assets</i>	<i>141</i>	<i>(57)</i>	<i>84</i>	<i>-</i>	<i>-</i>	<i>-</i>

<sup>(1)</sup> the period changes include the effects of the IFRS16 first application (cf. note 2)

Net depreciation and amortisation expense for the year ended 31 December 2019 was EUR 14 million, compared with EUR 17 million for the year ended 31 December 2018.

## 5.18 DEFERRED ACQUISITION COSTS AND EQUIVALENT

<i>in Euro million</i>	December 31, 2019	December 31, 2018
Deferred acquisition costs on Life activities	202	182
Deferred acquisition costs on Non-Life activities	1,243	1,209
<b>TOTAL DEFERRED ACQUISITION COSTS AND EQUIVALENT</b>	<b>1,446</b>	<b>1,391</b>

## 5.19 RECEIVABLES FROM DIRECT INSURANCE AND REINSURANCE OPERATIONS

IFRS 4 requires that assets received on reinsurance ceded should not be offset against the corresponding insurance liabilities. However, this restriction mainly concerns the offsetting of gross technical reserves and provisions transferred to reinsurers.

Receivables from accepted (inward) reinsurance and ceded (outward) reinsurance are presented on a single line in the balance sheet.

<i>in Euro million</i>	December 31, 2019							
	Overnight and demand	from overnight to 1 month (excl. overnight)	1 to 3 months	3 months to 1 year	1 to 2 years	2 to 5 years	More than 5 years	Total
Premiums earned not yet written	0	5	2	16	5	0	1	30
Other receivables from insurance transactions	260	40	138	11	6	1	1	458
Receivables from accepted reinsurance transactions	32	3	1	1	0	0	0	38
Receivables from insurance intermediaries	216	178	143	23	7	4	4	573
Provisions for receivables from insurance and accepted reinsurance transactions	(1)	-	-	(0)	(0)	-	(1)	(2)
<b>Receivables from direct insurance and accepted reinsurance transactions</b>	<b>508</b>	<b>226</b>	<b>285</b>	<b>52</b>	<b>17</b>	<b>5</b>	<b>4</b>	<b>1,097</b>
Receivables from reinsurers	16	11	45	4	0	-	-	76
Provisions for receivables from reinsurers	(3)	-	-	-	-	-	-	(3)
<b>Receivables from reinsurance ceded</b>	<b>13</b>	<b>11</b>	<b>45</b>	<b>4</b>	<b>0</b>	<b>-</b>	<b>-</b>	<b>73</b>
<b>RECEIVABLES FROM DIRECT INSURANCE AND REINSURANCE OPERATIONS</b>	<b>521</b>	<b>237</b>	<b>330</b>	<b>56</b>	<b>18</b>	<b>5</b>	<b>4</b>	<b>1,170</b>

<i>in Euro million</i>	December 31, 2018							
	Overnight and demand	from overnight to 1 month (excl. overnight)	1 to 3 months	3 months to 1 year	1 to 2 years	2 to 5 years	More than 5 years	Total
Premiums earned not yet written	5	6	2	31	4	0	0	49
Other receivables from insurance transactions	81	73	156	16	10	1	1	337
Receivables from accepted reinsurance transactions	2	50	1	1	-	-	-	53
Receivables from insurance intermediaries	243	159	109	16	1	6	2	537
Provisions for receivables from insurance and accepted reinsurance transactions	(0)	-	-	(0)	(0)	(1)	(0)	(1)
<b>Receivables from direct insurance and accepted reinsurance transactions</b>	<b>332</b>	<b>288</b>	<b>268</b>	<b>64</b>	<b>15</b>	<b>6</b>	<b>3</b>	<b>975</b>
Receivables from reinsurers	67	9	33	5	0	0	-	114
Provisions for receivables from reinsurers	(1)	-	-	-	-	-	-	(1)
<b>Receivables from reinsurance disposals</b>	<b>66</b>	<b>9</b>	<b>33</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>113</b>
<b>RECEIVABLES FROM DIRECT INSURANCE AND REINSURANCE OPERATIONS</b>	<b>398</b>	<b>297</b>	<b>300</b>	<b>69</b>	<b>15</b>	<b>6</b>	<b>3</b>	<b>1,088</b>

## 5.20 OTHER RECEIVABLES AND OTHER DEBTS

<i>in Euro million</i>	December 31, 2019	December 31, 2018
Tax and social security receivables	561	597
Receivables related to investments and securities settlement accounts	88	380
Deposits and guarantees paid	7	5
Other receivables and accruals	1,522	1,275
<b>TOTAL OTHER RECEIVABLES</b>	<b>2,178</b>	<b>2,257</b>
Social security and tax debts	308	303
Related debt and securities settlement accounts	488	90
Deposits and guarantees received	5	14
Other payables and accruals	1,926	1,476
<b>TOTAL OTHER DEBTS</b>	<b>2,727</b>	<b>1,883</b>

## 5.21 SHARE CAPITAL

### 5.21.1 Changes in share capital

BNP Paribas Cardif's share capital amounted to EUR 149,959,051 at 31 December 2019 (unchanged compared to 31 December 2018).

### 5.21.2 Capital management objectives, policies and procedures

Since 1 January 2016, BNP Paribas Cardif Group has been subject to the Solvency II regulation, a new standard for calculating the solvency coverage ratio (Directive 2009/138/EC as transposed into French law).

The objective of Solvency II is:

- to improve risk management systems matching them more closely with the actual risks to which insurance companies are exposed;
- to harmonise the insurance regulatory regimes across Europe;
- to give more power to supervisory authorities.

Solvency II is divided into three pillars:

- Pillar 1: to assess solvency using what is known as an economic capital-based approach;
- Pillar 2: to introduce qualitative requirements, i.e. governance and risk management rules that include a forward-looking approach to risk assessment. This assessment is called ORSA "Own Risk & Solvency Assessment";
- Pillar 3: to improve the transparency of the insurance business by making solvency the cornerstone of disclosures to the public and the supervisory authority.

The BNP Paribas Cardif Group complies with this regulation both in terms of risk management and governance, as well as calculation and reporting. Solvency II data are available in BNP Paribas Cardif Group solvency and financial position report<sup>2</sup>.

Solvency II provides for two capital requirements:

- the "Solvency Capital Requirement" (SCR);
- the "Minimum Capital Requirement" (MCR) or, for groups, Group Minimum SCR.

The SCR is the level of own funds required to absorb a series of significant losses after accounting for the correlation between risks. It is calibrated to cover such an event with a probability of occurrence of once in every 200 years within a one-year horizon "Value at Risk" of 99.5%. BNP Paribas Cardif Group SCR is evaluated using the standard formula.

The Capital Management Policy of BNP Paribas Cardif Group aims in particular to ensure the prudential solvency requirements are met, to cover at least 100% of the SCR defined within the scope of the ORSA assessment and to structure own funds so that the best balance can be found between the share capital, subordinated debt and other own funds elements, complying with the limits and levels laid down by regulations.

<sup>2</sup> See corporate website <https://www.bnpparibascardif.com>

## 5.22 FINANCING DEBT

### 5.22.1 Detail of subordinated debt at amortised cost and financing debt securities

BNP Paribas Cardif Group's financing debts consist solely of subordinated debt valued on the balance sheet at their nominal amount.

#### Breakdown of subordinated debt as at 31 December 2019

<i>in Euro million</i>	Issuer	Subscriber	Issue date	Maturity	Call date	Interest rate before call date	Rate after 1st call date	Nominal value
SPL	Cardif Assurance Vie	BNP Paribas	12/23/2004	Undetermined	12/23/2019	4,40% until 12/22/2014 then 2,50%	2.50%	125
SPL	Cardif Assurance Vie	BNP Paribas	12/23/2004	Undetermined	12/23/2019	4,40% until 12/22/2014 then 2,50%	2.50%	32
SPN	BNP Paribas Cardif	Third party	11/25/2014	Undetermined	11/25/2025	4.03%	Euribor 3 Months + 3,93%	1,000
SPN	Cardif Lux Vie	BGL BNP Paribas	12/17/2014	Undetermined	12/17/2025	4.03%	Euribor 3 Months + 4,50%	16
SSPN	BNP Paribas Cardif	BNP Paribas	6/27/2019	Undetermined	6/27/2029	Euribor 3 Months + 4,20%	Euribor 3 Months + 4,20%	450
RSL	Cardif Life Insurance Japan	Third party	3/20/2018	3/20/2028	3/20/2023	Swap Tibor + 0,90%	Tibor 6 Months + 1,90%	13
RSL	Cardif Assurance Vie	BNP Paribas	12/23/2011	12/18/2025	12/18/2020	Euribor 3 Months+ 2,46%	Euribor 3 Months + 2,66%	182
RSN	Cardif Assurance Risques Divers	BNP Paribas	6/28/2016	6/28/2026	6/28/2021	Euribor 3 Months + 3,15%	Euribor 3 Months + 3,15%	200
RSN	Cardif Assurance Vie	BNP Paribas	9/27/2016	9/27/2026	9/27/2021	Euribor 3 Months + 2,71%	Euribor 3 Months + 2,71%	650
RSN	BNP Paribas Cardif	BNP Paribas	9/26/2017	9/26/2047	9/26/2027	Euribor 3 Months + 2,68%	Euribor 3 Months + 2,68%	760
RSN	BNP Paribas Cardif	BNP Paribas	9/29/2017	9/29/2047	9/29/2027	Euribor 3 Months + 2,73%	Euribor 3 Months + 2,73%	710
RSN	BNP Paribas Cardif	Third party	11/29/2017	11/29/2024	11/29/2022	1.12%	1.12%	750
RSN	BNP Paribas Cardif	BNP Paribas	12/14/2017	12/14/2047	12/14/2027	Euribor 3 Months + 1,80%	Euribor 3 Months + 1,80%	170
RSN	Cardif Lux Vie	BGL BNP Paribas	12/21/2018	12/21/2028	12/20/2023	2.55%	2.55%	29
RSN	Cardif Lux Vie	BGL BNP Paribas	11/26/2019	11/25/2029	11/26/2024	1.39%	1.39%	35
RSN	Cardif Lux Vie	BGL BNP Paribas	11/26/2019	11/25/2026	11/26/2024	0.70%	0.70%	17
RSN	BNP Paribas Cardif	BNP Paribas	6/27/2019	6/27/2049	6/27/2029	Euribor 3 Months + 2,72%	Euribor 3 Months + 2,72%	200
<b>Total subordinated debt - Nominal amount</b>								<b>5,338</b>
Related debt and amortised debt issuance costs								(1)
<b>TOTAL SUBORDINATED DEBT</b>								<b>5,337</b>

#### Transactions carried out in 2019

On 27 June 2019, BNP Paribas Cardif issued two Subordinated Loans:

- A Redeemable Subordinated Note (RSN) with a nominal value of EUR 200 million and a maturity of 30 years. This loan offers a variable rate coupon of 3-month Euribor + 2.72%.
- An Undated Super Subordinated Note with a nominal value of EUR 450 million and perpetual maturity. This loan offers a variable rate coupon of 3-month Euribor +4.20%.

These two subordinated loans were fully subscribed by BNP Paribas. The coupon is paid quarterly. These loans may be redeemed after 10 years.

On 26 November 2019, Cardif Lux Vie issued two Redeemable Subordinated Loans:

- A RSN with a nominal value of EUR 17 million and a maturity of 7 years. The loan was subscribed by BGL and offers a fixed-rate coupon of 0.70%.
- A RSN with a nominal value of EUR 35 million and a maturity of 10 years. The loan was subscribed by BGL and offers a fixed-rate coupon of 1.39%.

The coupons for these two RSN loans are paid annually. These loans may be redeemed after five years.

### Transactions carried out in 2018

On 20 March 2018, Cardif Life Insurance Japan issued a Redeemable Subordinated Loan with a par value of YEN 7,700 million and a maturity of 10 years. This loan was subscribed by Sumitomo Mitsui Trust Bank for 20% (or EUR 12 Million). The remaining 80% were subscribed by BNP Paribas Cardif and were eliminated at the consolidated level. This loan offers a fixed-rate coupon of 1.18% for the first 5 years then a variable-rate coupon of 6-month Tibor +1.90%, payable semi-annually. It may be redeemed at the end of a 5-year period.

On 21 December 2018, Cardif Lux Vie issued a Redeemable Subordinated Loan with a nominal value of EUR 29 million and a maturity of 10 years subscribed by BGL. This loan offers a fixed-rate coupon of 2.55%. The coupon is paid annually.

#### 5.22.2 Schedule of equity instruments

in Euro million	December 31, 2019					December 31, 2018				
	< 5 years	5 to 10 years	> 10 years	Undetermined	Total	< 5 years	5 to 10 years	> 10 years	Undetermined	Total
Redeemable subordinated debt	1,872	1,840	-	-	3,712	1,050	2,442	-	-	3,492
Undated subordinated debt	8	-	-	1,618	1,626	8	-	-	1,167	1,175
<b>TOTAL SUBORDINATED DEBT</b>	<b>1,879</b>	<b>1,840</b>	<b>-</b>	<b>1,618</b>	<b>5,337</b>	<b>1,058</b>	<b>2,442</b>	<b>-</b>	<b>1,167</b>	<b>4,666</b>

#### 5.22.3 Financing debt due to banking sector companies

This includes foreign currency borrowings to cover equity investments in subsidiaries outside the euro zone.

## 5.23 TECHNICAL LIABILITIES FROM INSURANCE POLICIES AND INVESTMENT CONTRACTS

In accordance with ANC Recommendation No. 2013-05, liabilities arising from insurance and reinsurance contracts are broken down into technical liabilities related to insurance contracts under IFRS 4 and technical liabilities relating to investment contracts, which fall in principle under IAS 39, but are subdivided into discretionary profit-sharing contracts recognised in accordance with IFRS 4 and deposits relating to investment contracts recognised in accordance with IAS 39.

Under these two headings, the liabilities related to unit-linked contracts are kept separate.

The breakdown of insurance and investment contract liabilities under IFRS 4 and IAS 39 is as follows:

in Euro million	December 31, 2019			December 31, 2018		
	Gross value of reinsurance	Reinsurance sold	Net value of reinsurance	Gross value of reinsurance	Reinsurance sold	Net value of reinsurance
Unearned premium reserve	2,566	292	2,274	2,549	333	2,216
Claim reserves	1,854	319	1,535	1,794	293	1,501
Deferred participation reserve	2	-	2	2	-	2
Other Technical reserves	183	3	179	177	5	173
<b>Non-Life Insurance Contracts</b>	<b>4,605</b>	<b>614</b>	<b>3,990</b>	<b>4,523</b>	<b>631</b>	<b>3,892</b>
Mathematical reserves arising from insurance contracts	85,418	1,730	83,688	82,665	1,758	80,907
Mathematical reserves arising from unit-linked insurance contracts <sup>(1)</sup>	67,059	498	66,561	59,307	514	58,793
Mathematical reserves arising from investment contracts with discretionary participating feature	40,722	-	40,722	38,604	-	38,604
Technical liabilities arising from unit-linked investment contracts without discretionary participating feature <sup>(1)</sup>	7,456	-	7,456	5,506	-	5,506
Benefits payable (claims, buybacks, terms)	1,721	93	1,627	1,543	99	1,444
Deferred participation reserve	5,556	-	5,556	4,991	-	4,991
Other Technical reserves	190	4	187	160	4	156
<b>Life insurance contracts and investment contracts</b>	<b>208,124</b>	<b>2,325</b>	<b>205,799</b>	<b>192,776</b>	<b>2,375</b>	<b>190,401</b>
<b>TOTAL TECHNICAL LIABILITIES FROM INSURANCE AND INVESTMENT CONTRACTS</b>	<b>212,728</b>	<b>2,939</b>	<b>209,789</b>	<b>197,299</b>	<b>3,006</b>	<b>194,293</b>
of which technical liabilities from insurance contracts	164,550	2,939	161,610	153,189	3,006	150,183
of which technical liabilities from investment contracts	48,179	-	48,179	44,110	-	44,110

(1) A detailed review of the contracts held by an entity acquired in the second half of 2018 showed that part of these contracts should be classified as investment contracts according to IAS39 and not as contracts insurance under IFRS4, hence a different ranking for 1,672 million euros in 2018

### Changes in non-life insurance contract claim reserves

The table below details the non-life insurance claims reserves and presents their change during the financial year by distinguishing between the gross reinsurance values and ceded reinsurance values.

in Euro million	December 31, 2019			December 31, 2018		
	Gross value of reinsurance	Reinsurance sold	Net value of reinsurance	Gross value of reinsurance	Reinsurance sold	Net value of reinsurance
<b>Claim reserves at 1st January</b>	<b>1,794</b>	<b>293</b>	<b>1,501</b>	<b>1,535</b>	<b>290</b>	<b>1,245</b>
Claims expense for the current year	537	93	444	807	133	674
Surpluses/deficits for previous years	502	86	415	137	22	115
<b>Total claim expense</b>	<b>1,039</b>	<b>180</b>	<b>859</b>	<b>944</b>	<b>155</b>	<b>789</b>
Claims payments for the current year	(161)	(28)	(134)	(113)	(18)	(95)
Claims payments for previous years	(818)	(141)	(677)	(572)	(93)	(479)
<b>Total payments</b>	<b>(979)</b>	<b>(169)</b>	<b>(810)</b>	<b>(685)</b>	<b>(112)</b>	<b>(573)</b>
Currency effect	-	15	(15)	-	(40)	40
<b>Claim reserves at 31 December</b>	<b>1,854</b>	<b>319</b>	<b>1,535</b>	<b>1,794</b>	<b>293</b>	<b>1,501</b>

## Occurrence of claims

The table below shows changes in claims reserves, from their initial valuation at claims' occurrence through to the financial year in which their cost uncertainty was removed. This period cannot exceed ten years.

However, given the nature of the guarantees granted to BNP Paribas Cardif, the uncertainty horizon chosen does not exceed five years.

<i>in Euro million</i>	2015	2016	2017	2018	2019
<b>Gross claims reserves occurring as originally presented</b>	<b>1,158</b>	<b>1,231</b>	<b>1,535</b>	<b>1,794</b>	<b>1,854</b>
<b>Gross claims reserves occurring adjusted with the exchange rate and scope occurring in N</b>	<b>1,196</b>	<b>1,265</b>	<b>1,358</b>	<b>1,794</b>	
<b>Cumulative payments made</b>					
one year later	523	388	323	369	
two years later	576	478	527		
three years later	592	602			
four years later	712				
five years later					
<b>Re-estimated final cost</b>					
one year later	1,142	1,231	981	1,689	
two years later	1,161	954	1,202		
three years later	733	1,138			
four years later	1,117				
five years later					
<b>Surplus (deficiency) of the initial reserves compared to the final re-estimated cost (gross)</b>					
Amount	79	127	157	105	
Percentage	7%	10%	12%	6%	

## Changes in mathematical life insurance and investment contract with discretionary reserves

The table below details life insurance mathematical reserves and presents changes in them during the financial year by distinguishing between the gross and ceded reinsurance values.

in Euro million	December 31, 2019			December 31, 2018		
	Gross value of reinsurance	Reinsurance sold	Net value of reinsurance	Gross value of reinsurance	Reinsurance sold	Net value of reinsurance
<b>MATHEMATICAL RESERVES AT 1st JANUARY</b>	<b>180,576</b>	<b>2,272</b>	<b>178,304</b>	<b>153,989</b>	<b>2,391</b>	<b>151,598</b>
Premiums	17,597	98	17,499	17,898	91	17,807
Reduction in liabilities related to benefits (payments, buybacks)	(15,806)	(174)	(15,632)	(11,830)	(174)	(11,656)
Revaluation of mathematical provisions	2,426	(5)	2,431	1,761	(12)	1,773
Change in values of unit-linked admissible investments	8,540	-	8,540	(4,790)	(63)	(4,727)
Currency effect	220	1	219	114	(2)	116
Changes in actuarial methods and technical rates	56	(0)	57	2	1	1
Perimeter variation	-	(0)	0	23,666	-	23,666
Other changes	(409)	36	(445)	(234)	40	(274)
<b>MATHEMATICAL RESERVES AT 31 DECEMBER</b>	<b>193,200</b>	<b>2,228</b>	<b>190,972</b>	<b>180,576</b>	<b>2,272</b>	<b>178,304</b>

**5.24 POLICYHOLDERS' DEFERRED SURPLUS RESERVE**

in Euro million	December 31, 2019		December 31, 2018	
	policyholders' surplus reserve – liability	Total	policyholders' surplus reserve – liability	Total
Deferred profit-sharing recognised through profit and loss account	6,727	6,727	4,475	4,475
Deferred profit-sharing recognised through shareholders equity	12,851	12,851	8,081	8,081
<b>TOTAL</b>	<b>19,578</b>	<b>19,578</b>	<b>12,557</b>	<b>12,557</b>

The policyholders' deferred surplus reserve arises from the application of shadow accounting, which represents the share of policyholders within life insurance subsidiaries in unrealised gains and losses and impairment losses on assets where the benefit paid under the policy is linked to the return on those assets. It is valued through stochastic calculations modelling the unrealised gains and losses attributable to policyholders based on economic scenarios and assumptions as regards rates granted to customers and new business inflows.

## 5.25 PROVISIONS FOR CONTINGENCIES AND CHARGES

<i>in Euro million</i>	December 31, 2018	Net additions to provisions	Provisions used	Changes in value recognised directly in equity	Effect of movements in exchange rates and other movements	Change of consolidation scope	December 31, 2019
Provision for employee benefits	62	9	(4)	4	1	-	72
Provisions for litigations	20	4	(5)	-	(4)	-	14
Other provisions for contingencies and charges	170	64	(7)	-	(14)	-	213
<b>TOTAL PROVISIONS FOR CONTINGENCIES AND CHARGES</b>	<b>252</b>	<b>77</b>	<b>(16)</b>	<b>4</b>	<b>(17)</b>	<b>-</b>	<b>299</b>

## 5.26 LIABILITIES DUE TO BANKING SECTOR COMPANIES

<i>in Euro million</i>	December 31, 2019	December 31, 2018
Repurchase agreements	7,418	8,239
On demand accounts	637	823
Loans	705	1,012
<b>TOTAL LIABILITIES DUE TO BANKING SECTOR COMPANIES</b>	<b>8,760</b>	<b>10,074</b>

## 5.27 LIABILITIES FROM DIRECT INSURANCE AND REINSURANCE OPERATIONS

<i>in Euro million</i>	December 31, 2019							
	Overnight and demand	from overnight to 1 month (excl. overnight)	1 to 3 months	3 months to 1 year	1 to 2 years	2 to 5 years	More than 5 years	Total
Liabilities from direct insurance transactions	318	52	278	16	13	1	2	679
Liabilities from accepted reinsurance transactions	23	5	38	7	-	-	-	73
Liabilities owed to insurance intermediaries	521	166	286	97	11	8	2	1,092
<b>Liabilities from direct insurance and accepted reinsurance transactions</b>	<b>862</b>	<b>223</b>	<b>602</b>	<b>120</b>	<b>25</b>	<b>9</b>	<b>4</b>	<b>1,845</b>
Liabilities owed to reinsurers	1,476	7	143	6	5	120	8	1,766
<b>Liabilities from reinsurance ceded</b>	<b>1,476</b>	<b>7</b>	<b>143</b>	<b>6</b>	<b>5</b>	<b>120</b>	<b>8</b>	<b>1,766</b>
<b>TOTAL LIABILITIES FROM DIRECT INSURANCE AND REINSURANCE OPERATIONS</b>	<b>2,338</b>	<b>231</b>	<b>744</b>	<b>126</b>	<b>30</b>	<b>129</b>	<b>12</b>	<b>3,611</b>

<i>in Euro million</i>	December 31, 2018							
	Overnight and demand	from overnight to 1 month (excl. overnight)	1 to 3 months	3 months to 1 year	1 to 2 years	2 to 5 years	More than 5 years	Total
Liabilities from direct insurance transactions	230	51	252	12	11	2	1	558
Liabilities from accepted reinsurance transactions	2	5	17	6	-	-	-	29
Liabilities owed to insurance intermediaries	478	136	186	116	34	7	0	958
<b>Liabilities from direct insurance and accepted reinsurance transactions</b>	<b>710</b>	<b>192</b>	<b>454</b>	<b>134</b>	<b>44</b>	<b>9</b>	<b>2</b>	<b>1,545</b>
Liabilities owed to reinsurers	1,563	11	119	8	5	152	8	1,866
<b>Liabilities from reinsurance ceded</b>	<b>1,563</b>	<b>11</b>	<b>119</b>	<b>8</b>	<b>5</b>	<b>152</b>	<b>8</b>	<b>1,866</b>
<b>TOTAL LIABILITIES FROM DIRECT INSURANCE AND REINSURANCE OPERATIONS</b>	<b>2,273</b>	<b>203</b>	<b>573</b>	<b>142</b>	<b>50</b>	<b>161</b>	<b>10</b>	<b>3,411</b>

## 5.28 MATURITIES OF FINANCIAL INSTRUMENTS

<i>in Euro million, at December 31, 2019</i>	Undetermined maturity	Overnight and on demand	Overnight (excluded) to 1 month	1 to 3 months	3 months to 1 year	1 to 5 years	More than 5 years	Total
Held-to-maturity financial assets	-	-	-	166	329	901	515	1,911
Available-for-sale financial assets	7,828	-	1,318	3,331	7,199	31,941	77,272	128,890
Financial investments at fair value through profit and loss	39,112	-	-	-	-	-	-	39,112
Loans and receivables	-	497	5	987	77	10	141	1,716
Derivatives and separate embedded derivatives	935	-	-	-	-	-	-	935
<b>FINANCIAL ASSETS</b>	<b>47,876</b>	<b>497</b>	<b>1,323</b>	<b>4,484</b>	<b>7,605</b>	<b>32,852</b>	<b>77,928</b>	<b>172,564</b>
Subordinated debt	1,618	-	-	8	182	1,690	1,840	5,338
Financing and operating debt due to banking sector companies	-	1,010	558	449	1,355	45	-	3,418
Due to credit institutions - Repurchase agreements	-	-	3,393	1,277	2,749	-	-	7,418
Derivatives	898	-	-	-	-	-	-	898
<b>FINANCIAL LIABILITIES</b>	<b>2,516</b>	<b>1,010</b>	<b>3,951</b>	<b>1,734</b>	<b>4,287</b>	<b>1,735</b>	<b>1,840</b>	<b>17,072</b>

<i>in Euro million, at December 31, 2018</i>	Undetermined maturity	Overnight and on demand	Overnight (excluded) to 1 month	1 to 3 months	3 months to 1 year	1 to 5 years	More than 5 years	Total
Held-to-maturity financial assets	-	-	-	644	1,196	1,327	550	3,717
Available-for-sale financial assets	5,954	-	1,591	2,941	7,722	30,262	66,472	114,941
Financial investments at fair value through profit and loss	37,065	-	-	-	-	-	-	37,065
Loans and receivables	-	421	16	983	36	131	94	1,680
Derivatives and separate embedded derivatives	675	-	-	-	-	-	-	675
<b>FINANCIAL ASSETS</b>	<b>43,693</b>	<b>421</b>	<b>1,606</b>	<b>4,568</b>	<b>8,955</b>	<b>31,720</b>	<b>67,115</b>	<b>158,077</b>
Subordinated debt	1,167	-	-	11	-	1,046	2,442	4,666
Financing and operating debt due to banking sector companies	-	1,228	302	1,543	1,194	78	-	4,345
Due to credit institutions - Repurchase agreements	-	-	3,319	2,737	2,183	-	-	8,239
Derivatives	624	-	-	-	-	-	-	624
<b>FINANCIAL LIABILITIES</b>	<b>1,791</b>	<b>1,228</b>	<b>3,621</b>	<b>4,292</b>	<b>3,377</b>	<b>1,124</b>	<b>2,442</b>	<b>17,875</b>

## 5.29 FINANCING AND GUARANTEE COMMITMENTS

<i>in Euro million</i>	December 31, 2019	December 31, 2018
Securities received as collateral reinsurers	539	559
Other financing commitments received	287	168
<b>COMMITMENTS RECEIVED</b>	<b>826</b>	<b>727</b>
Endorsements, deposits and guarantees given	428	211
Other guarantee commitments given	1,561	734
Financial Instruments given in guarantee	7,321	8,415
<i>of which securities given through repurchases</i>	<i>7,321</i>	<i>8,415</i>
<b>COMMITMENTS GIVEN</b>	<b>9,311</b>	<b>9,361</b>

## NOTE 6 NOTES TO THE INCOME STATEMENT

### 6.1 INVESTMENT INCOME EXCLUDING FINANCING EXPENSES

“Investment income excluding financing expenses” corresponds to the definition of investment income given by ANC Recommendation No. 2013-05, which excludes financing expenses from current operating income.

<i>in Euro million</i>	Year 2019	Year 2018
Investment income	3,378	3,218
Investment expenses	(290)	(180)
Change in impairments on investments	(112)	(26)
Capital gains and losses on disposal of investments net of reversals of impairments and amortisation	349	410
<b>Total income from the available-for-sale financial assets portfolio</b>	<b>3,325</b>	<b>3,423</b>
Investment income	138	196
Investment expenses	(16)	(16)
Change in impairments on investments	-	-
<b>Total income from the held-to-maturity financial assets portfolio</b>	<b>122</b>	<b>180</b>
Investment income	102	119
Investment expenses	(39)	(50)
Change in impairments on investments	-	-
Capital gains and losses on disposal of investments net of reversals of impairments and amortisation	-	-
<b>Total income from asset portfolio – Loans and receivables</b>	<b>63</b>	<b>69</b>
Investment income	738	635
Investment expenses	-	(5)
Changes in market value of investments recognised at fair value through profit or loss	11,314	(6,067)
<b>Total income from the asset portfolio at market value by income</b>	<b>12,052</b>	<b>(5,436)</b>
<b>Income from currency instruments and derivatives</b>	<b>(641)</b>	<b>149</b>
Rental income - real estate investments	174	146
Gains and losses on investments - real estate investments	(30)	(0)
Change in fair value - unit-linked real estate	24	42
Change in provisions on investments - real estate investments	(48)	(66)
<b>Total income from real estate investments</b>	<b>120</b>	<b>121</b>
<b>Share in associates and joint ventures representing investments</b>	<b>9</b>	<b>11</b>
Investment management fees	(10)	(9)
Other income and expenses related to investments	(217)	(136)
<b>TOTAL FINANCIAL INCOME, EXCLUDING FINANCING EXPENSES</b>	<b>14,822</b>	<b>(1,629)</b>

## 6.2 TECHNICAL CHARGES FROM INSURANCE AND INVESTMENT CONTRACTS COVERED BY IFRS 4

Technical charges related to contracts include benefit expenses related to insurance contracts and investment contracts with discretionary participation (including the remuneration of policyholders) under IFRS 4.

In the specific case of investment contracts, these expenses include the remuneration of policyholders and also changes in the value of contracts, particularly those relating to unit-linked contracts.

in Euro million	Year 2019			Year 2018		
	Life	Non-life	Total	Life	Non-life	Total
Benefit expenses	(15,957)	(1,027)	(16,983)	(13,109)	(957)	(14,066)
Change in provisions on insurance contracts	(8,578)	(44)	(8,623)	1,223	31	1,254
Change in reserves on investment contracts with discretionary participating feature	(2,119)	-	(2,119)	(2,121)	-	(2,121)
Change in other technical reserves	(2,183)	(9)	(2,192)	1,217	(21)	1,196
<b>Change in technical reserves</b>	<b>(28,837)</b>	<b>(1,080)</b>	<b>(29,917)</b>	<b>(12,790)</b>	<b>(947)</b>	<b>(13,737)</b>
<b>Other technical income and expenses</b>	<b>(3)</b>	<b>(146)</b>	<b>(149)</b>	<b>50</b>	<b>(87)</b>	<b>(38)</b>
Technical interest	(491)	(3)	(494)	(511)	(5)	(516)
Profit-sharing	(1,931)	(10)	(1,942)	(2,325)	(12)	(2,338)
Participation benefit	(2,423)	(13)	(2,436)	(2,836)	(17)	(2,853)
<b>TOTAL TECHNICAL CHARGES RELATED TO CONTRACTS</b>	<b>(31,262)</b>	<b>(1,239)</b>	<b>(32,502)</b>	<b>(15,576)</b>	<b>(1,052)</b>	<b>(16,628)</b>

## 6.3 NET RESULT FROM REINSURANCE CEDED

in Euro million	Year 2019	Year 2018
Ceded premiums (including Change in premium reserves)	(560)	(658)
Benefits and costs sold (including Change in claims reserves)	387	373
Other technical reserves ceded	(46)	(117)
Commissions received from/paid to reinsurers	163	196
<b>TOTAL NET RESULT FROM REINSURANCE CEDED</b>	<b>(56)</b>	<b>(207)</b>

## 6.4 RECONCILIATION OF EXPENSES BY FUNCTION AND BY TYPE

### 6.4.1 Breakdown of expenses by function

<i>in Euro million</i>	Year 2019	Year 2018
Investment management fees	(212)	(135)
Acquisition costs	(2,954)	(2,997)
Administration costs	(1,482)	(1,289)
Other technical expenses	(214)	(192)
Claims settlement costs	(199)	(182)
Expenses from other activities	(259)	(263)
<b>TOTAL EXPENSES BY FUNCTION</b>	<b>(5,321)</b>	<b>(5,057)</b>

### 6.4.2 Breakdown of expenses by type

<i>in Euro million</i>	Year 2019	Year 2018
Commissions	(3,916)	(3,798)
Staff costs	(677)	(622)
Taxes	(106)	(91)
Other current operating expenses	(504)	(439)
Depreciation, amortisation and impairment	(118)	(107)
<b>TOTAL EXPENSES BY TYPE</b>	<b>(5,321)</b>	<b>(5,057)</b>

## 6.5 OTHER NON-CURRENT OPERATING INCOME AND EXPENSES

In 2019, other non-current operating income and expenses mainly corresponds to the capital gains from the successive disposals of State Bank of India Life Insurance Co Ltd (SBI Life) and the allocations to provisions for the increased risk on BNP Paribas Cardif General Insurance Co Ltd. securities.

In 2018, other non-current operating income and expenses mainly included the capital gains from the revaluation of the step acquisition transactions of Natio Assurance and Cardif Lux Vie.

## 6.6 FINANCING EXPENSES

<i>in Euro million</i>	Year 2019	Year 2018
Interest expense on subordinated debt at amortised cost	(130)	(118)
Interest expense on borrowings	(25)	(17)
<b>TOTAL FINANCING EXPENSES</b>	<b>(155)</b>	<b>(135)</b>

## 6.7 CORPORATE INCOME TAX

in Euro million	Year 2019		Year 2018	
	Amount	Tax rate	Amount	Tax rate
<i>Reconciliation of the effective tax expense to the theoretical tax expense at standard tax rate in France</i>				
<b>Theoretical tax expense on net profit before tax<sup>(1)</sup></b>	<b>(942)</b>	<b>34.4%</b>	<b>(375)</b>	<b>34.4%</b>
Impact of differently taxed foreign profits	46	-1.7%	27	-2.5%
Impact of the securities taxation	450	-16.4%	21	-1.9%
Impact of activating loss carryforwards and prior time differences	(46)	1.7%	(129)	11.9%
Effect linked to the economy of the Tax Group	35	-1.3%	-	0.0%
Other effects	(4)	0.2%	(21)	2.0%
<b>Profit tax expense</b>	<b>(462)</b>	<b>16.9%</b>	<b>(477)</b>	<b>43.8%</b>
<i>of which current year tax expense</i>	<i>(374)</i>		<i>(502)</i>	
<i>of which deferred tax expense or income for the year</i>	<i>(75)</i>		<i>38</i>	

(1) Restated for income from companies accounted for by the equity method

The total of deferred tax assets recognised as tax loss carry forwards stood at EUR 6.8 million at 31 December 2019 compared to EUR 18.4 million at 31 December 2018.

### 6.7.0 Change in deferred tax assets and liabilities by type

in Euro million	December 31, 2018	Change recognized in income	Change recognized in recyclable equity	Change recognized in non-recyclable equity	Change in scope, translation differences and miscellaneous	December 31, 2019
Available-for-sale financial assets	(2,396)	0	(1,475)	-	8	(3,864)
Profit-sharing for reserves of available-for-sale financial assets	2,178	-	1,270	-	-	3,448
Provisions for employee benefit obligations	18	1	-	1	-	20
Other items	213	(81)	-	-	(2)	130
Tax loss carryforwards	23	(8)	-	-	0	15
<b>NET DEFERRED TAXES</b>	<b>36</b>	<b>(88)</b>	<b>(204)</b>	<b>1</b>	<b>6</b>	<b>(250)</b>
Deferred tax assets	313					76
Deferred tax liabilities	(277)					(326)

## NOTE 7 SALARIES AND EMPLOYEE BENEFITS

### 7.1 SALARY AND EMPLOYEE BENEFIT EXPENSE

<i>in Euro million</i>	Year 2019	Year 2018
Fixed and variable remuneration, incentive bonuses and profit-sharing	(444)	(402)
Employee benefit expense	(196)	(183)
Payroll taxes	(38)	(37)
<b>TOTAL SALARY AND EMPLOYEE BENEFIT EXPENSE</b>	<b>(677)</b>	<b>(622)</b>

### 7.2 POST-EMPLOYMENT BENEFITS

IAS 19 distinguishes between two categories of plans, each handled differently depending on the risk incurred by the entity. When the entity is committed to paying a fixed amount, stated as a percentage of the beneficiary's annual salary, for example, to an external entity handling payment of the benefits based on the assets available for each plan member, it is described as a defined-contribution plan. Conversely, when the entity's obligation is to manage the financial assets funded through the collection of contributions from employees and to bear the cost of benefits itself or to guarantee the final amount subject to future events, it is described as a defined benefit plan. The same applies, if the entity entrusts management of the collection of premiums and payment of benefits to a separate entity, but retains the risk arising from management of the assets and/or from future changes in the benefits.

#### 7.2.1 Defined-contribution pension plans for BNP Paribas Cardif Group entities

BNP Paribas Cardif Group has implemented over the past few years a wide campaign of converting defined-benefit plans into defined-contribution plans.

Thus, in France, BNP Paribas Cardif Group pays contributions to various nationwide basic and top-up pension schemes. BNP Paribas Cardif and certain subsidiaries have set up a funded pension plan under a company-wide agreement. Under this plan, employees will receive an annuity on retirement in addition to the pension paid by nationwide schemes.

The amount paid into defined-contribution post-employment plans for the year to 31 December 2019 was EUR 22 million, compared with EUR 20 million for the year to 31 December 2018.

The breakdown by major contributors is determined as follows:

<i>Contribution amount in Euro million</i>	Year 2019	Year 2018
France	(19)	(19)
Outside France	(3)	(1)
<b>TOTAL CONTRIBUTIONS</b>	<b>(22)</b>	<b>(20)</b>

## 7.2.2 Main defined-benefit pension plans for BNP Paribas Cardif Group entities

### Defined-benefit pension plans

Defined-benefit pension plans were all closed to new entrants and transformed into additive-type plans. The amounts allocated to residual beneficiaries, subject to their presence within BNP Paribas Cardif Group at retirement, were fixed when these schemes were closed. These pension plans were outsourced to insurance companies.

### Other post-employment benefits

BNP Paribas Cardif Group employees also receive various other contractual post-employment benefits, such as indemnities payable on retirement, determined according to minimal legal requirements (Labour Code, collective agreements) or according to specific company-level agreements. In France, the obligations for these benefits are funded through a contract held with a third-party insurer. At 31 December 2019, this obligation was 66% covered by financial assets, compared with 73% at 31 December 2018.

Outside France, the gross obligations related to these other benefits correspond to vested rights until 31 December 2006, as the plans have been translated, since that date, into a defined-contribution plan.

## 7.2.3 Obligations under defined-benefit plans and other post-employment benefits

## Assets and liabilities recognised on the balance sheet

<i>in Euro million, at December 31, 2019</i>	Defined-benefit obligation arising from wholly or partially funded plans	Defined-benefit obligation arising from unfunded plans	Present value of defined-benefit obligation	Fair value of plan assets	Net obligation	of which obligation recognised in the balance sheet for defined-benefit plans
France	36	-	36	(24)	12	12
Outside France	8	14	22	(6)	16	16
<b>Total</b>	<b>44</b>	<b>14</b>	<b>58</b>	<b>(30)</b>	<b>28</b>	<b>28</b>

<i>in Euro million, at December 31, 2018</i>	Defined-benefit obligation arising from wholly or partially funded plans	Defined-benefit obligation arising from unfunded plans	Present value of defined-benefit obligation	Fair value of plan assets	Net obligation	of which obligation recognised in the balance sheet for defined-benefit plans
France	33	-	33	(24)	9	9
Outside France	6	14	20	(6)	14	14
<b>Total</b>	<b>39</b>	<b>14</b>	<b>53</b>	<b>(30)</b>	<b>23</b>	<b>23</b>

**Change in the present value of the defined-benefit obligation**

<i>in Euro million</i>	Year 2019	Year 2018
<b>PRESENT VALUE OF DEFINED-BENEFIT OBLIGATION AT START OF PERIOD</b>	<b>53</b>	<b>49</b>
Current service cost	4	4
Interest cost	1	-
Actuarial gains/(losses) on change in demographic assumptions	-	1
Actuarial gains/(losses) on change in financial assumptions	2	(2)
Actuarial gains/(losses) on experience gaps	-	(1)
Benefits paid directly by the employer	(2)	(1)
Benefits paid to beneficiaries of financial benefits	(1)	(1)
Exchange rate gains/(losses) on obligation	-	1
Others	1	3
<b>PRESENT VALUE OF DEFINED-BENEFIT OBLIGATION AT END OF PERIOD</b>	<b>58</b>	<b>53</b>

Fair value of assets

**Changes in the fair value of plan assets**

<i>in Euro million</i>	Year 2019	Year 2018
<b>FAIR VALUE OF PLAN ASSETS AT START OF PERIOD</b>	30	29
Asset interest income	1	-
Contributions paid by BNP Paribas Cardif	-	1
Benefits paid to beneficiaries of funded benefits	(1)	-
<b>FAIR VALUE OF PLAN ASSETS AT END OF PERIOD</b>	30	30

Components of the cost of defined-benefit plans

<i>in Euro million</i>	Year 2019	Year 2018
<b>Service costs</b>	4	4
Current service cost	4	4
<b>Net financial expense</b>	-	-
Expense related to updating commitments	1	-
Interest income from plan assets	(1)	-
<b>TOTAL RECOGNISED IN SALARY AND EMPLOYEE BENEFIT EXPENSE</b>	4	4

Other items recognised directly in equity

<i>in Euro million</i>	Year 2019	Year 2018
<b>Other items recognised directly in equity</b>	(2)	2
Actuarial (losses)/gains of demographic assumptions on the present value of obligations	-	(1)
Actuarial (losses)/gains of financial assumptions on the present value of obligations	(2)	2
Experience (losses)/gains on obligations	-	1

## Main actuarial assumptions used to calculate obligations

**Ranges of interest rate**

For the euro zone, BNP Paribas Cardif Group discounts its obligations using the yield of high-quality corporate bonds, with a term consistent with the duration of the obligations.

The ranges of rates used are as follows:

In %	December 31, 2019		December 31, 2018	
	Discount rate	Compensation increase rate <sup>(1)</sup>	Discount rate	Compensation increase rate <sup>(1)</sup>
France	0.80%	1,7% - 2,95%	1.60%	2,05% - 3,30%
Outside France	0,30% - 0,80%	1,80% - 2,70%	0,30% - 1,70%	1,80% - 2,90%

<sup>(1)</sup> Including price increases (inflation)

For the euro zone, the average discount rate observed was 0.80% at 31 December 2019 compared to 1.61% at 31 December 2018.

**Impact of a change in discount rates on the present value of post-employment benefit obligations**

The impact of a 100 bp change in discount rates on the present value of post-employment benefit obligations is as follows:

Change in present value of obligations In Euro million	December 31, 2019		December 31, 2018	
	Discount rate -100 bp	Discount rate +100 bp	Discount rate -100 bp	Discount rate +100 bp
France	7	(5)	6	(5)
Outside France	2	(1)	1	(1)

## Effective return on plan assets during the period

In %	Year 2019	Year 2018
France	3.45%	3.55%
Outside France	3.11%	2.60%

## Asset and liability management strategies

BNP Paribas Cardif Group has set up an asset management governance for assets backing defined-benefit pension plan obligations, the main objectives of which are the management and control of investment risks.

It sets out investment principles, in particular, by defining an investment strategy for plan assets, based on financial objectives and financial risk management, to specify the way in which plan assets have to be managed, via financial management servicing contracts.

The investment strategy is based on an assets and liabilities management analysis that should be conducted at least every three years for plans with assets in excess of EUR 100 millions and on a regular basis for plans with assets of between EUR 20 and EUR 100 millions.

### 7.3 OTHER LONG-TERM BENEFITS

BNP Paribas Cardif Group offers its employees various long-term benefits, which may include long-service awards and the ability to save up paid annual leave in time savings accounts.

The net corresponding provision amounted to EUR 30.6 million at 31 December 2019 (compared to EUR 27.4 million at 31 December 2018).

Annual deferred compensation plans are set up for certain employees whose contribution to the performance of BNP Paribas Cardif Group is significant or pursuant to special regulatory frameworks. Under these plans, payment of variable compensation is deferred over time and is subject, if applicable, to performance conditions for BNP Paribas Cardif Group.

Since 2013, BNP Paribas has introduced a Group loyalty scheme with a cash payment, at the end of a three-year vesting period, which fluctuates according to the Group's intrinsic performance. The aim of this loyalty scheme is to make different categories of managerial staff partners in BNP Paribas Group's development and profitability objectives. These personnel are representative of BNP Paribas Cardif Group's talent and its managerial framework i.e.: senior managers, managers in key positions, line managers or experts, high-potential managers, high-performing young executives with good career development prospects, and key contributors to BNP Paribas Group results.

The amounts allocated under this plan are linked to changes in BNP Paribas Group's operational performance over three years (for 80%) and to the achievement of BNP Paribas Group's Corporate Social Responsibility (CSR) targets (for 20%). These nine targets are in line with the four pillars on which BNP Paribas Group's CSR policy is based. In addition, the final payment is subject to continuous service within BNP Paribas Group between the grant date and the payment date, provided that BNP Paribas Group's operating income and pre-tax income for the year prior to payment are strictly positive.

The net obligation related to deferred compensation plans and loyalty schemes amounts to EUR 7.6 million as at 31 December 2019 (EUR 6.7 million at 31 December 2018).

<i>in Euro million</i>	Year 2019	Year 2018
<b>Net provisions for other long-term benefits</b>	38	34
<i>of which obligation recognised in the balance sheet under other long-term benefits</i>	38	34

## 7.4 SHARE-BASED PAYMENTS

### SHARE-BASED LOYALTY, COMPENSATION AND INCENTIVE SCHEMES

Until 2012, BNP Paribas set up several share-based payment schemes for certain employees (performance shares plans and stock subscription or purchase plans).

Since that date, only certain long-term compensation plans settled in cash remain indexed to BNP Paribas share price.

#### Deferred share price-linked, cash-settled compensation plans

Deferred annual compensation plans offered to certain employees whose contribution to the performance of BNP Paribas Cardif Group is significant or set up pursuant to special regulatory frameworks may entitle beneficiaries to variable compensation over a multi-year period settled in cash but linked to the share price of BNP Paribas, payable over several years.

#### Global Share-Based Incentive Plan (until 2012)

BNP Paribas set up a Global Share-Based Incentive Plan for some BNP Paribas Group employees, including stock options and performance share awards. The last share subscription plan still open at 12/31/2018 expired on 03/04/2019. As a result, as at 12/31/2019, there are no longer any Global Share-Based Incentive Plans for BNP Paribas Cardif employees.

#### *Expense of share-based payment*

<i>In Euro thousand</i>	Year 2019	Year 2018
Prior deferred compensation plans	(639)	403
Deferred compensation plans for the year	(355)	(514)
<b>TOTAL</b>	<b>(993)</b>	<b>(111)</b>

## History of plans granted under the Global Share-Based Incentive Plan

The tables below give details of the characteristics and terms of all unexpired plans at 31 December 2019 :

*Stock subscription option plan*

Originating company	Date of grant	Number of grantees	Characteristics of the plan				Options outstanding at end of period	
			Number of options granted	Start date of exercise period	Option expiry date	Exercise price (in euros)	Number of options	Remaining period until expiry of options (years)
BNP Paribas SA(1)	3/4/2011	57	57,060	3/4/2015	3/4/2019	56	-	-
<b>TOTAL OPTIONS AS AT DECEMBER 31, 2019</b>							-	-

<sup>(1)</sup> The plan is subject to vesting conditions under which a proportion of the options granted to employees is conditional upon the performance of the BNP Paribas share relative to the Dow Jones Euro Stoxx Bank index during the applicable holding period.

## Movements over the past two years on the stock subscription option plan

	Year 2019		Year 2018	
	Number of options	Weighted average exercise price (in euros)	Number of options	Weighted average exercise price (in euros)
Options outstanding at January 1st,	28,609	58	45,120	56
Options exercised during the period	-	-	(15,811)	53
Options expired during the period	(28,609)	-	(700)	-
Options outstanding at December 31,	-	-	28,609	58
<b>OPTIONS EXERCISABLE AT DECEMBER 31,</b>	-	-	<b>28,609</b>	<b>58</b>

## NOTE 8 OTHER INFORMATION

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### 8.1 BNP PARIBAS CARDIF GROUP INTERNAL CONTROL SYSTEM

#### 8.1.1 Definition, objectives and standards of internal control

The Executive Management of the BNP Paribas Cardif Group has set up an internal control system, whose main aim is to ensure the overall control of risks and provide reasonable assurance that the Company's goals in this area are being achieved.

BNP Paribas Cardif Internal Control and operational risk management policy, used on the basis of BNP Paribas Group's internal control charter, specifies the scope of this system and is the reference base for internal control. The policy initially recalls the objectives of internal control which aims at ensuring:

- the development of a risk culture among employees;
- the effectiveness and quality of the company's internal operations;
- the reliability of internal and external information;
- the security of transactions;
- compliance with applicable laws, regulations and internal policies.

The policy then lays down the rules relating to the organisation, lines of responsibility and remit of the various players involved in internal control, and establishes the principle that the different control functions (primarily Compliance, Internal Audit, Legal and Risk Management) must operate independently.

#### 8.1.2 Scope of internal control

One of the fundamental principles of internal control is that it must be exhaustive in scope: it applies to risks of all kinds, to all activities and to all entities fully or jointly controlled by BNP Paribas Cardif. It also extends to core services or essential operational activities that have been outsourced, in accordance with regulatory requirements.

#### 8.1.3 Fundamental principles of internal control

BNP Paribas Cardif' internal control system is based on BNP Paribas values and the code of conduct as well as the principles of the following additional actions:

- clearly identified responsibilities: internal control is the responsibility of every employee, irrespective of their seniority or responsibilities. The exercise of a managerial function carries the additional responsibility of ensuring the proper implementation of the internal control system within the scope subject to regulation;
- a structured risk identification, assessment and management system (involving, among others, a decision-making system, delegation, organisational principles, controls, reporting and alert mechanism, etc.);

- control and oversight that is independent of risk: the heads of the operational activities have the ultimate responsibility for those risks created by their activities, and as such, the foremost responsibility of implementing and operating a system that identifies, assesses and manages risk. The internal control system provides for mandatory intervention, and as early as possible, of functions exercising independent control under a second level of control. This intervention takes the following form:
  - defining the overall normative framework for risk identification, assessment and management,
  - defining cases where a second prior review by a function exercising a second-level control shared with the operational entity is necessary for decision-making,
  - independent controls, called second-level controls, carried out by said function on the system implemented by the heads of the operational activities and on their operation (result of the risk identification and assessment process, relevance and conformity of the risk control systems and in particular, compliance with the limits set);
- separation of duties: it is a key element of the risk control system. It consists of assigning certain operational tasks that contribute to the performance of a single process to stakeholders at various hierarchical levels or to separate these tasks by other means, in particular by electronic means;
- proportionality of risks: the internal control system must be implemented under an approach and with an intensity that is proportionate to the risks involved. This proportionality is determined based on one or more criteria:
  - risk intensity,
  - amount of allocated capital and/or ratios in terms of solvency,
  - complexity of the products designed or marketed and/or services provided,
- appropriate governance: the internal control system is subject to governance involving the different stakeholders and covering the various aspects of internal control, both organisational and monitoring and oversight;
- requirement for formalisation and traceability: internal control relies on the instructions of Executive Officers, written policies and procedures and audit trails. As such, the controls, their results, their implementation and the feedback from the entities to the higher levels of the Group's governance are documented and traceable;
- a duty of transparency: all employees, irrespective of their position, have a duty to communicate, in a transparent manner, that is, spontaneously and promptly, to a higher level within the organisation to which they belong:
  - any information required for a proper analysis of the situation of the entity in which the employee operates, and which may impact the risks or the reputation of the entity or the group,
  - any question that the employee could not resolve independently in the exercise of his duties,
  - any anomaly of which he becomes aware.

In addition, he has a duty to alert, under the protection of confidentiality, as provided for by BNP Paribas Group code of conduct and exercised within the framework of the whistleblowing system established by Compliance;

- continuous adaptation of the system in response to changes: the internal control system must be actively managed by its various stakeholders. This adjustment in response to changes of any kind that BNP Paribas Group must face must be done according to a periodic cycle defined in advance but also continuously as soon as events so justify.

Compliance with these principles is verified on a regular basis, in particular through assignments carried out by the periodic control teams (Internal Audit).

#### 8.1.4 Organisation of internal control

BNP Paribas Cardif's internal control system is organised around three lines of defence, under the responsibility of Executive Officers and under the oversight of the Board of directors.



Permanent control is the ongoing implementation of the risk management system and is provided by the first two lines of defence. Periodic control, provided by the third line of defence, is an audit and assessment function that is performed according to a clean audit cycle.

The functions exercising the second and third lines of defence are so-called functions exercising independent control. They report directly to the Executive Officers. With respect to Compliance, Risk, Actuarial and Internal Audit functions, they report on the performance of their duties to the Board of directors or to its specialised committees.

Exchanges between permanent control and periodic control regularly takes place to enhance the flow of information, to coordinate each action and to improve the efficiency of internal oversight in full compliance with the independence of periodic control.

## 8.2 BNP PARIBAS CARDIF GROUP RISK MANAGEMENT SYSTEM

Risk management is a process that allows to identify, gauge, monitor, manage and report on the risks arising from both outside BNP Paribas Cardif Group and intrinsically from within. The objective is to guarantee the solvency, the continuity of business and the development of BNP Paribas Cardif Group under satisfactory conditions of risk and profitability.

Under the provisions of Article L354-2 of the French Insurance Code, the BNP Paribas Cardif Group conducts a prospective assessment of its solvency and risks under the Solvency II framework each year, including:

- the ascertaining and evaluation of capital requirement specific to the risk profile;
- the level of capital that the BNP Paribas Cardif Group wishes to hold to cover this specific regulatory capital requirement;
- prospective solvency ratios under the medium-term plan;
- the resilience of those ratios in the case of stress tests.

Depending on the solvency observed and the projections made in the Own Risk and Solvency Assessment (ORSA), corrective capital adjustment actions may be initiated.

The risk typology adopted by the BNP Paribas Cardif Group is changing in pace with methodological work and regulatory requirements. It is presented according to the following main categories:

**Underwriting risk** is the risk of a financial loss caused by a sudden, unexpected increase in insurance claims. Depending on the type of insurance business (life, non-life), this risk may be statistical, macroeconomic or behavioural, or may be related to public health issues or disasters.

**Market risk** is the risk of a financial loss arising from adverse movements of financial markets. These adverse movements are notably reflected in prices (foreign exchange rates, bond prices, equity and commodity prices, derivatives prices, real estate prices, etc.) and derived from fluctuations in interest rates, credit spreads, volatility and correlation.

**Credit risk** is the risk of loss or adverse financial position resulting from fluctuations in the credit standing of issuers of securities, counterparties and any debtors to which the BNP Paribas Cardif Group is exposed. Among the debtors, risks related to financial instruments (including the banks in which the Group holds deposits) and risks related to receivables generated by the underwriting activities (premium collection, reinsurance recovering, etc.) are distinguished into two categories: asset credit risk and liabilities credit risk.

**Liquidity risk** is the risk of being unable to fulfil current or future foreseen or unforeseen cash requirements coming from insurance commitments to policyholders, because of an inability to sell assets in a timely manner, and at an acceptable cost without significantly impacting market prices; and/or get access in a timely manner to alternative financing tools;

**Operational risk** is the risk of loss resulting from the inadequacy or failure of internal processes, IT failures or deliberate external events, whether accidental or natural. The external events mentioned in this definition include those of human or natural origin.

The BNP Paribas Cardif group is exposed mainly to credit, underwriting, and market risks. The BNP Paribas Cardif Group closely monitors its exposures and profitability, taking into accounts its risks and the adequacy of its capital with regard to solvency rules. It endeavours to contain potential losses in adverse scenarios at acceptable levels.

## 8.3 MARKET RISK

Market risk arises mainly in the Savings business, where technical reserves represent most of BNP Paribas Cardif group subsidiaries' liabilities.

Interest rate risk management for the general insurance funds and the asset diversification policy have driven investment in real estate assets, equities and fixed-income securities, including government bonds particularly in the euro zone countries.

At 31 December 2019, in addition to unit-linked investments of EUR 74.3 billion, BNP Paribas Cardif Group managed EUR 178 billion at market value, mainly through its subsidiaries in France including Cardif Assurance Vie for EUR 138.8 billion, its subsidiaries in Italy, including Cardif Vita for EUR 23.7 billion and its subsidiary in Luxembourg, Cardif Lux Vie, for EUR 9.8 billion.

Market risk falls into four categories:

- interest rate risk;
- liquidity risk;
- spread risk;
- change in the value of assets.

### 8.3.1 Interest rate risk

Underwritten life insurance policies are measured based on either a contractual fixed rate or a variable rate, with or without a minimum guaranteed return. All of these policies give rise to an interest rate and asset value risk, corresponding to the risk that the return on admissible assets (i.e. assets acquired by investing premiums) is less than the contractual return payable to policyholders. In France, the average rate guaranteed by Cardif Assurance Vie in 2019 was below 0.1%.

In France, to cover for future potential financial losses, estimated over the lifetime of the policies, a provision for future adverse deviation (*provision pour aléas financiers*) is booked when total amount of technical interest plus the guaranteed return payable to policyholders through technical reserves is not covered by 80% of the return on the admissible assets. No provision for future adverse deviation was booked at 31 December 2019, 2018, or 2017, as the returns guaranteed by the insurance subsidiaries were low and the guarantees were for short periods, resulting in only limited exposure.

### 8.3.2 Liquidity risk

Liquidity risk is managed centrally by the Asset/Liability Management unit. Asset-liability matching reviews are performed regularly to measure and manage the financial risks incurred. They are based on medium and/or long-term profit and loss account and balance sheet projections prepared using a range of economic scenarios. The results of these reviews are analysed in order to determine any adjustments to assets (through strategic allocation, diversification, use of derivatives, etc.) required to reduce the risks arising from changes in interest rates and asset values.

Exposure to liquidity is appraised by way of studies carried out by the Actuarial Division on forecasted cash flows expected on the assets and liabilities of BNP Paribas Cardif general fund.

Stress tests are carried out as part of asset and liability management studies. These stress tests make it possible to check the ability of BNP Paribas Cardif to honour its undertakings in negative financial market situations, by taking account of the impact of these situations on the behaviour of policyholders.

The latest sensitivities showed that the main general funds had sufficiently liquid assets.

The table of financial obligations by maturity is available in Liabilities from direct insurance and reinsurance transactions (note 5.27).

### 8.3.3 Spread risk

Limits by issuer and rating type (investment grade, non investment grade) are monitored regularly. At 31 December 2019, BNP Paribas Cardif's bond exposure is broken down as follows, in net carrying amount, excluding unit-linked investments:

Exposition by rating	December 31, 2019			December 31, 2018		
	States	Companies	Total	States	Companies	Total
AAA	3.3%	3.4%	6.7%	2.2%	5.0%	7.1%
AA	23.2%	7.9%	31.1%	24.1%	8.9%	33.0%
A	6.8%	25.4%	32.2%	6.3%	23.1%	29.5%
BBB	11.0%	15.9%	26.8%	13.1%	14.5%	27.6%
< BBB (*)	0.3%	2.9%	3.2%	0.2%	2.6%	2.8%
<b>Total</b>	<b>44.5%</b>	<b>55.5%</b>	<b>100.0%</b>	<b>45.9%</b>	<b>54.1%</b>	<b>100.0%</b>

(\*) Incorporating unrated securities.

### 8.3.4 Change in the value of assets

The exposure to the risk of a fall in asset values (interest rate, spread, equities, real estate) is mitigated by the mechanism of the deferred participating benefit, attached to the insurance contracts containing a participation feature.

The sensitivity analyses performed on the main Cardif Assurance Vie general funds consisted of measuring the impact of a change in the equity market and a change in risk-free interest rates on the revaluation of financial assets recognised as reserves and in the profit and loss account.

These analyses on the financial assets of Cardif Assurance Vie general funds shows the following variation:

Sensitivity of PS's gross financial assets and derivative instruments (in Euro million)	December 31, 2019			December 31, 2018		
	Impact on the fair value of investments	Impact on the result	Impact on equity	Impact on the fair value of investments	Impact on the result	Impact on equity
More 10% change in the equity market	1,307	96	35	746	49	25
Less 10% change in the equity market	(1,307)	(96)	(35)	(746)	(49)	(25)
More 10% change in the property market	1,421	15	126	821	8	69
Less 10% change in the property market	(1,421)	(15)	(126)	(821)	(8)	(69)
More 1% change in bond rates	(6,122)	(66)	(540)	(5,376)	(57)	(472)
Less 1% change in bond rates	6,660	66	593	5,970	57	531

## 8.4 UNDERWRITING RISK

The underwriting risk mainly concerns the surrender risk for savings activities and credit protection insurance for protection activities.

### 8.4.1 Risk of surrender

Savings contracts include a surrender clause allowing policyholders to request reimbursement of all or part of their accumulated savings. The insurer is exposed to the risk of surrender volumes being higher than the forecasts used for asset and liability management purposes, which may force it, as needed, to sell assets at a loss.

The surrender risk is limited, however, as:

- policyholder behaviour is monitored on an ongoing basis, in order to regularly align the duration of assets with that of the corresponding liabilities and reduce the risk of abrupt, large-scale asset sales. Changes in assets and liabilities are projected over periods of up to forty years, in order to identify treasury mismatches and over or under covered maturities giving rise to a liquidity risk. These analyses are then used to determine the choice of maturities for new investments and the assets to be sold;
- the guaranteed revaluation of policies is completed by a participating benefit feature partly discretionary, that raises the total return to a level in line with market benchmarks and reduces the risk of an increase in surrenders. The policyholders' surplus reserve is the mechanism in France that enables the surplus actually paid out to be pooled and spread between generations of policyholders and to manage contract performance over time;
- the return on financial assets may be protected through the use of hedging instruments.

Average redemption rates for BNP Paribas Cardif Group general funds in France, Italy and Luxembourg

Annual average repurchase rate observed (*)	2019	2018
France	5.3%	5.2%
Italy	7.7%	8.9%
Luxembourg	5.2%	5.8%

(\*) Individual savings

#### 8.4.2 Unit-linked contracts with a guaranteed minimum benefit

The insurer's liabilities are covered by the assets held, that are used as a valuation reference. The consistency of this coverage is controlled at monthly intervals.

Certain unit-linked commitments provide for the payment of a death benefit at least equal to the cumulative premiums invested in the contract, whatever the conditions on the financial markets at the time of the insured's death. The risk on these contracts is both statistical (probability of a claim) and financial (market value of the units).

The capital guarantee is generally subject to certain limits. In France, for example, most contracts limit the guarantee to one year (renewable annually), an age limit of 80 to benefit from the guarantee and a maximum of EUR 1,000,000 per insured.

The minimum guaranteed benefit reserve is (re)assessed every quarter and takes into account the probability of death, based on a deterministic scenario, and stochastic analyses of changing financial market prices. The reserve amounted to EUR 7.7 million at 31 December 2019 (versus EUR 10.6 million at 31 December 2018).

#### 8.4.3 Protection

These risks result mainly from the sale of creditor insurance, as well as personal risk insurance (individual death and disability, extended warranty, theft, accidental damage, third party liability, annuity policies in France), with geographic coverage in many countries.

Creditor insurance mainly covers death, disability, critical illness, work disability, loss of employment and financial loss risks for revolving credit, personal loans and mortgage loans. The insurance book comprises a very large number of policies representing low risks and low premiums. Margins depend on the size of the insurance book, effective pooling of risks and tight control of administrative costs. The term of these contracts is usually equal to the term of the underlying loan and the premium is either deducted once upon issuance of the policy (single premium) or deducted regularly throughout the term of the policy (regular or periodic premiums).

Other contracts (individual death and disability, extended warranty, theft, accidental damage, and annuity policies in France) are either for personal risk (death, accidental death, hospitalisation, critical illness, healthcare expenses) or property & casualty risk (accidental damage, breakdown or theft of consumer goods or vehicles). The individual sums insured under these contracts are generally low, whether they are indemnities or lump-sum payment.

Lastly, principally through its developing entities in France, Cardif IARD, and in Italy, Cargeas, motor contracts (material damage, civil liability) and comprehensive household contracts are also underwritten. This type of insurance coverage is also developing in the international market, namely in Latin America.

#### 8.4.4 Risk management and monitoring

The governance set up to prevent and control actuarial risks in France and internationally is based on the guidelines and tools that describe the principles, rules, methodologies and best practices to be followed by teams of actuaries throughout a policy's life cycle, together with the tasks to be performed and reports to be produced. It also states the practices that are proscribed or allowed only under certain conditions.

Risks underwritten must comply with delegation limits set at various local and central levels, estimated maximum acceptable losses, estimated Solvency II capital requirements and estimated margins on the policies concerned. The experience acquired in managing geographically diversified portfolios is used to regularly update risk pricing databases comprising a wide range of criteria such as loan type for creditor insurance, the type of guarantee and the insured population. Each contract is priced by reference to the profitability and return-on-equity targets set by the Executive Management of BNP Paribas Cardif Group.

Reinsurance is a complementary element of the underwriting risk management system. Its objective is to protect the BNP Paribas Cardif group against three main risks:

- the so-called "peak" risk linked to exposure to an individual risk exceeding a certain threshold, called "full retention". In personal insurance, this threshold is currently set at EUR 2 million per life. The reinsurance of peak risk may take the form of surplus or excess of loss treaties;
- the disaster risk associated with exposure to a single low occurrence event, but with a very strong financial impact (concentration risk). This risk can be reinsured in the form of a catastrophe excess of loss treaty;
- the risk on new products, linked to insufficient mutualisation, wrong definition of the technical basis or to uncertainty over the insured portfolio data. This risk can be reinsured in the form of quota share, stop loss or excess of loss treaties, depending on the level of risk identified.

Risk exposures are monitored periodically by the Executive Committee of the BNP Paribas Cardif Group through the Commitment Monitoring Committees and the Risk Committees that are based on a two-pronged approach:

- quarterly monitoring of claims rate at each accounting quarter end;
- supplemented by monitoring of the insured portfolio characteristics according to a schedule based on the type of product (monthly, quarterly and yearly).

Contract pricing for annuity contracts are based on mortality tables applicable under insurance regulations, adjusted in some cases by portfolio specific data which is certified by independent actuaries. The result is a low annuity risk.

Underwriting risks are covered by various technical reserves:

- the mathematical reserves in Life policy underwriting;
- the unearned premiums reserves for non-Life underwriting, generally calculated on an accruals basis, possibly supplemented by reserves for current risks;

- the reserves for increasing risk in certain cases (long-term policies with constant periodic premiums and increasing risk);
- the outstanding claims reserves, determined by reference to reported claims;
- the IBNR (claims incurred but not reported) reserves, determined on the basis of either observed settlements or the expected number of claims and the average cost per claim;
- the reserves for claims management, generally calculated pro rata to the claims reserves.

In addition, sensitivity analyses are regularly carried out, and the main scenarios tested cover significant variation in sales, loss experience and margin rates. The Liability Adequacy Test (LAT) evidences that the reserves for insurance contracts and investment contracts with a discretionary participation are sufficient in view of current estimations at 31 December 2019.

The maturity schedule for projected undiscounted changes in liabilities is as follows:

<i>Source : LAT 2019</i>		<b>Breakdown of the projection of liability flows at 12/31/2019 by estimated maturity</b>			
<i>In Euro million</i>	inf at 1 year	from 1 to 10 years	sup at 10 years	TOTAL	
Amount liabilities	8,318	54,651	64,872	127,841	

## 8.5 STRUCTURED ENTITIES

### Consolidated structured entities

Consolidated structured entities correspond to all funds dedicated to the insurance business.

These Fund shares are designed for the needs of the BNP Paribas Cardif Group, which is the sole investor.

### Unconsolidated structured entities

As part of the asset allocation strategy corresponding to investments related to the premiums for unit-linked contracts or for the general fund, BNP Paribas Cardif Group subscribes to units of structured entities.

These short- or medium-term investments are held for their financial performance and meet the risk diversification criteria inherent to the business. For all of these investments, BNP Paribas Cardif Group does not act as a manager and does not have the option to interfere in the investment decisions of the management companies.

As at 31 December 2019, outstanding assets amounted to EUR 66,267 million compared with EUR 60,387 million as at 31 December 2018.

## 8.6 OTHER RELATED PARTIES

Within the meaning of IAS 24 "Related Party Disclosures", parties are related if an entity has direct or indirect exclusive control or significant influence over another entity, or both entities are under the control or significant influence of a third-party entity or natural person.

According to this definition, the parties related to BNP Paribas Cardif Group consist of the companies of BNP Paribas Group and the senior managers of BNP Paribas Cardif Group. Entities managing the post-employment benefit plans offered to employees (except for multi-employer and multi-industry schemes) are also referred to as related parties.

### 8.6.1 Relationships with BNP Paribas Group companies

BNP Paribas Cardif Group's relationships with BNP Paribas Group companies mainly concern the marketing and management of its insurance products, investment policy and refinancing policy.

### Marketing and management of insurance products

In some countries, BNP Paribas Cardif Group distributes a significant portion of its insurance products through BNP Paribas Group's commercial networks.

For example, BNP Paribas' Retail Banking in France (FRB) and its international banking networks (including BNP Paribas Fortis and BNL BC) are important distribution channels for life insurance and provident policies, and BNP Paribas Personal Finance (Cetelem brand) mostly markets borrower insurance contracts.

These commercial networks are remunerated by fees from business introducers whose rate differs according to the product marketed and the missions entrusted (acquisition, contract management), and in some cases, by a variable commission according to the results of the business underwritten, with all terms of remuneration being negotiated so as to apply market conditions to policyholders.

### BNP Paribas Cardif Group's investment policy

BNP Paribas Cardif Group may invest the funds paid by policyholders in mutual funds (or similar funds) managed by the asset management entities of BNP Paribas Group, in particular BNP Paribas Asset Management.

As representation of the General Fund's commitments, BNP Paribas Cardif Group also underwrites negotiable debt securities issued by BNP Paribas Group.

As at 31 December 2019, these investments totalled EUR 6,008 million compared to EUR 6,138 million as at 31 December 2018.

Finally, as part of investment hedging strategies (whether designated or not as such under IFRS), BNP Paribas Cardif Group transacts forward financial instruments, mainly swaps and options, for which BNP Paribas Group's banking entities, mainly BNP Paribas SA, act as intermediaries to enable BNP Paribas Cardif Group companies to enter the market.

### BNP Paribas Cardif Group's refinancing policy

To ensure its long-term financing, BNP Paribas Cardif Group contracts subordinated loans or issues subordinated securities underwritten in full by the entities of BNP Paribas Group. As at 31 December 2019, this financing represents a total nominal value of EUR 3,578 million compared to EUR 2,908 million as at 31 December 2018.

In connection with investments in its subsidiaries and branches, BNP Paribas Cardif Group contracts loans with the banking entities of BNP Paribas Group. As at 31 December 2019, the amount of financing and operating borrowings contracted for this purpose amounted to EUR 2,761 million compared with EUR 3,461 million as at 31 December 2018.

As part of the management of its General Fund and in compliance with the French Insurance Code, which defines the maximum amount of repurchase transactions that a French insurance company may carry out with its parent company, BNP Paribas Cardif Group, in particular Cardif Assurance Vie and Cardif Assurance Risques Divers, carries out repurchase agreements with BNP Paribas Group. As at

31 December 2019, the amount of repurchase agreements with BNP Paribas Group amounted to EUR 1,497 million compared with EUR 2,385 million as at 31 December 2018.

### Profit and loss impact of relationships with BNP Paribas Group companies

All of these relationships with BNP Paribas Group companies generated a net expense of EUR 1,654 million in 2019, compared to EUR 1,447 million in 2018, mainly from marketing fees and financing expenses as well as structural expenses invoiced by BNP Paribas Group (IT services and back office costs), which were partially offset by net investment income.

#### 8.6.2 Relationships between BNP Paribas Cardif Group consolidated companies

Note 3.1 "Scope of consolidation" presents the list of companies consolidated by BNP Paribas Cardif Group.

Transactions and outstanding amounts at the end of the period between the fully consolidated companies of BNP Paribas Cardif Group are fully eliminated in the preparation of the consolidated financial statements.

As at 31 December 2019, transactions with companies consolidated under the equity method in the BNP Paribas and the BNP Paribas Cardif Groups represent a net profit of EUR 22 million, compared with EUR 15 million in 2018.

## 8.7 EVENTS AFTER THE REPORTING PERIOD

The coronavirus epidemic began at the end of 2019, but was only recognised by the World Health Organisation as a pandemic from 11 March 2020. Numerous governments and regulatory organisations have adopted different measures to fight against its spread, notably by imposing restrictions on travel, quarantines, closures of companies and other activities, as well as lock-down in certain areas. These measures will affect global supply chains as well as demand for goods and services, and will have a significant impact on global growth.

At the same time, budgetary and monetary policies have been eased to support the economy. Whilst these governmental measures and their effects are still changing, uncertainty remains high as to the scale of damage that this epidemic will have caused to economies on both a local and global scale.

The financial statements at 31 December 2019 were prepared based on a continuity of business without the effects of this event after the reporting period. This epidemic may have more or less significant impacts on the financial statements for the 2020 financial year, notably depending on changes in financial markets, the volume of business and the sinistrality observed.

Whilst the effect of these events on BNP Paribas Cardif Group is still unpredictable as the pandemic continues to spread, these impacts will mainly concern the technical results and the assessment of financial assets. The impact on the Company's technical and financial balance will depend on the effectiveness of the counter-cyclical measures underlying the risk assessment, the implementation of

risk management systems to hedge financial or technical risks, the impact of the economic safeguarding and support measures implemented by the public authorities or planned as part of the regulation of insurance activities.

## 8.8 REMUNERATION OF SENIOR EXECUTIVES

The total amount of remuneration awarded to the Chairman and all members of the Executive Committee amounts to EUR 8.33 million for 2019.

## 8.9 FEES PAID TO THE STATUTORY AUDITORS

<i>in Euro million</i>	Year 2019	Year 2018
Statutory audits and contractual audits	(5)	(4)
Services other than those required for their statutory audit engagement	(1)	(1)
<b>TOTAL FEES PAID TO STATUTORY AUDITORS</b>	<b>(6)</b>	<b>(5)</b>

Services other than the certification of financial statements this year mainly include tasks related to regulatory requirements (Solvency 2/IFRS 17), and tasks related to tax and IT issues.