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#### **THANKS**

We would like to thank our clients, partners and employees who contributed to the preparation of this report.



## AT THE HEART OF OUR MISSION

Working in synergy with all the retail banking, private banking and financial services business lines, Societe Generale Assurances is at the heart of Societe Generale Group's development strategy.

We continue to expand our distribution model through **development of external partnerships.** 

We offer a full **range of products and services** to meet the needs of personal, business and corporate customers in Savings Life Insurance, Retirement Savings and Personal Protection.

As the trusted partner of our customers, we combine financial strength with dynamic innovation and a sustainable development strategy driven by the expertise and commitment of our 3,000 employees.

### **OVERVIEW**

#### **FRANCE**

**LIFE INSURANCE** 







PROPERTY & CASUALTY INSURANCE

SOGESSUR

INSURTECH (BROKERAGE AND SERVICES)

MOONSHOT.

LIFE INSURER IN ROMANIA

4th

3rd

5th LIFE INSURER IN FRANCE

5th

LIFE INSURER IN MOROCCO

LIFE INSURER
IN CZECH REPUBLIC

#### **ABROAD**

#### **GERMANY**

Societe Generale Assurances Germany

#### **ITALY**

Societe Generale Assurances Italy

#### **LUXEMBOURG**

Sogelife

#### **MOROCCO**

La Marocaine Vie

#### **POLAND**

Societe Generale Assurances Poland

#### **CZECH REPUBLIC**

Komerční Pojištovna

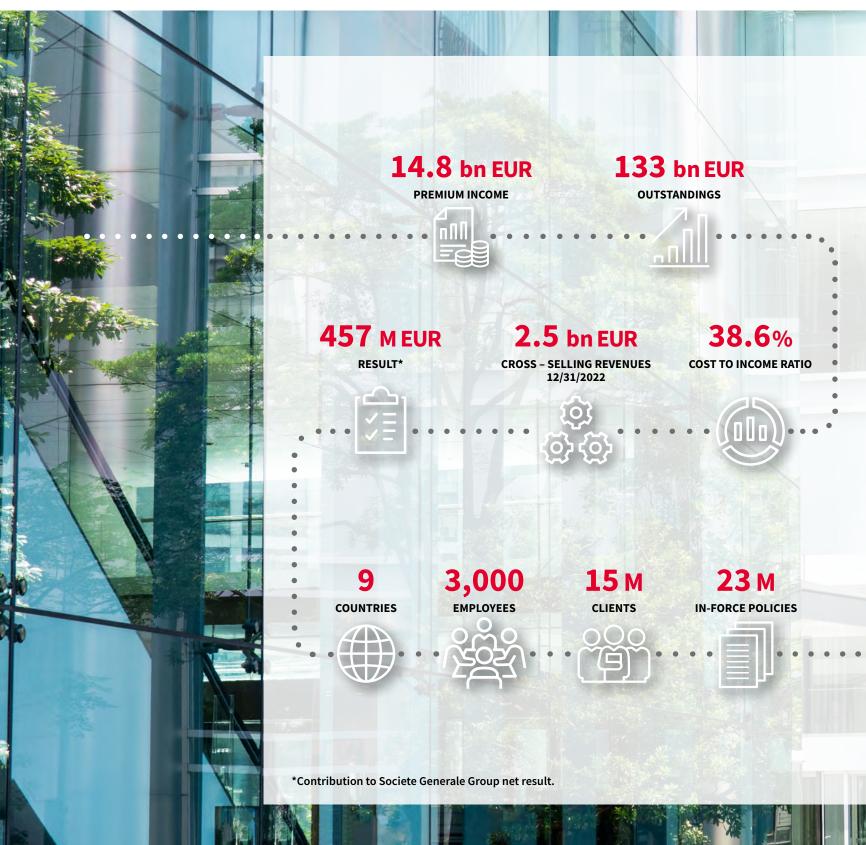
#### **ROMANIA**

Societe Generale Assurances Romania

#### **TUNISIA**

**UIB** Assurances





## **CONFIRM AND PURSUE OUR DEVELOPMENT**



PHILIPPE PERRET. **Chief Executive Officer** of Societe Generale Assurances

Philippe Perret, the year 2021 witnessed a rebound after the health crisis. Did the year 2022 confirm this positive momentum?

**P.P.:** Clearly, the answer is yes. Societe Generale Assurances possesses strong fundamentals that have enabled it to exhibit resilience during the crisis, swiftly regain growth since 2021, and now firmly confirm and pursue its development.

2022 proves to be an excellent year in terms of financial results. The net result has raised to 457 million euros, a level never before achieved, reflecting a remarkable growth of +9.3% compared to 2021. Additionally, all financial ratios are at highly satisfactory levels: our ROE measuring our profitability stands

66 2022 marks an excellent year for financial results. 99

PHILIPPE PERRET

at 21.6%, and our cost to income ratio is at 38.6%, indicating our excellent operational efficiency.

With regard to the business activity, how would you characterize the year 2022?

P.P.: In terms of business activities. the year has demonstrated a solid performance overall.

In savings life insurance, comparable to the market trend, premiums were lower than in 2021. However, we maintained a significantly positive net inflow of 1.1 billion euros. It is also worth highlighting the dynamism of unit-linked products, which accounted for 42% of gross inflows and 36% of our total outstandings. This places us ahead of the market by nearly 8 points in terms of market share in France.

In protection, we continue to experience growth both in France and abroad. Premiums have increased by +6%, reflecting a growth of +4% in personal protection and +8% in property and casualty, compared to 2021.

Diony Lebot, the year 2022 has been busy for Societe General group. As Deputy Chief Executive Officer of Societe Generale and Chairmain of the Board of Directors of Sogecap, how would you summarize this past year, particularly considering the situation in Russia?

**D.L.:** Overall, the year 2022 demonstrated the ability of all business lines within the Group to achieve a high level of performance. Premium incomes have increased by 9.3% compared to 2021.

At the same time, the cost to income ratio remains significantly below 40%, demonstrating the efforts towards rationalization and operating efficiency.

However, the results were impacted by the sale of Rosbank in Russia. In the challenging context arising from the outbreak of the war in Ukraine, the decision to sell Rosbank became necessary, and in hindsight, we are confident it was the right direction. This decision also led to the sale of Societe Generale Assurances' two insurance subsidiaries in Russia.

As a result, Societe Generale group effectively and orderly exited Russia while ensuring continuity for its employees and clients.

You had announced in 2021 the launch of major structuring projects for the Group; what assessment do you make one year later, and how is Societe **Generale Assurances supporting** these developments?

**D.L.:** Indeed, in 2020-2021, we initiated several large-scale projects: Vision 2025, in France, bringing networks together of Crédit du Nord and Societe Generale; the acquisition of LeasePlan by ALD, positioning us to become a leader in sustainable mobility; the transformation of KB towards a fully digital model;

and the ongoing development of Boursorama. Additionally, we have recently decided to establish a joint venture with Bernstein Research Services, aiming to create a leading global franchise in research and cash equities.

As of early 2023, all these projects are in the execution phase and progressing according to the planned timelines. Vision 2025 entails comprehensive programs for team consolidation, IT migration, rebranding, and more.

It is an unprecedented operation, and everything is progressing smoothly. As for ALD/Lease Plan, a complex transaction due to its scale, involvement of multiple geographies, and the regulatory

DIONY LEBOT.

66 All these projects are currently being executed and progressing according to the planned timelines. 99

DIONY LEBOT

requirements, it is well on track for a successful completion, and I have full confidence in the quality of our preparation to ensure the seamless success of this merger. Furthermore, I am convinced that Societe Generale Assurances will

make a significant contribution to the success of these transformative changes and will be poised to leverage the emerging opportunities.



Chairman of the Board of Directors

# 66 The Vision 2025 project represents a unique opportunity to support the clients of the new SG bank by offering insurance solutions that adress their needs. 9 9

PHILIPPE PERRET

P.P.: Societe Generale Assurances is actively involved in the Vision 2025 project, working closely with the bank's teams. The collaboration is very effective and the projects are progressing very satisfactorily. This is a major project for the Group and particularly for Societe Generale Assurances. It is a unique opportunity to support the customers of the new SG bank by offering insurance solutions that meet their needs and which will improve their satisfaction over time.

In the current climate of rising interest rates and inflation, what are Societe Generale Assurances' strengths in savings life insurance?

**D.L.:** Recent developments around pensions show just how central the issue of long-term savings is to our customers' concerns. In this context, Societe Generale must be able to offer innovative solutions that meet their expectations.

Societe Generale Assurances plays a key role in supporting its customers in this area.

P.P.: The rise in interest rates that you mentioned, and its speed, may have come as a surprise; however, this environment was part of the scenarios we had prepared for. In fact, during the long period of low interest rates over the past 10 years, we have adjusted our asset allocation and continuously strengthened our financial reserves.

Our customers are already reaping the rewards of this strategy, since in France for the 2022 financial year, Sogecap has been able to serve up a very sharp increase of 81 basis points, to an average of 2.17%, on its euro fund. The coming years should confirm this trend and enable Societe Generale Assurances to to be among the top players in the French market.

In conclusion, could you give us an update on the deployment of your CSR strategy in the face of the climate emergency and the challenges of diversity and inclusion?

**D.L.:** More than ever, Societe Generale is resolutely committed to a far-reaching transformation in order to make CSR an advantage. This is a major competitive challenge, serving the transition of our customers



and the economy. This is both a challenge for the development of our businesses and for the management of our environmental and social risks.

66 The subject of long-term savings is at the heart of our customers' concerns. 99

**DIONY LEBOT** 

A major multi-year programme has been launched to integrate the ESG dimension into our activities on an operational level and to translate our ambitions into action; it is called "ESG by design". It involves all our business lines and functions, and is under the dual responsibility of the Risk and the CSR Departments, which reports to General Management. It will be accompanied by a major training programme for all Group employees. Societe Generale Assurances is an integral part of and is particularly active in this area.

## **66** Societe Generale is firmly committed to a far-reaching transformation.

**DIONY LEBOT** 

**P.P.:** At Societe Generale Assurances, we are rolling out the Group's initiatives while at the same time adapting them to our specific characteristics. We do this in each of our three key areas: responsible insurer, responsible investor and responsible employer.

We have our own "RSE by design" programme to integrate the CSR dimension natively into our processes and operations.

In 2022, we continued our approach by extending the labelling of our personal protection product range and offering new responsible funds in savings life insurance.

We have also reaffirmed our intention to reduce our exposure to the oil and gas exploration and production sector by 20%, gradually withdraw from the coal sector.

Societe Generale Assurances has also signed the Finance for Biodiversity Pledge.

Finally, we are continually working to improve our employees' quality of life at work, in the interests of greater diversity and inclusion. For example, we have launched a mentoring programme for young women at Societe Generale Assurances and we have trained 97% of our employees in CSR issues.

We have our own programme. The aim is to integrate the CSR dimension natively into our processes and operations. 99

PHILIPPE PERRET

# TANGIBLES INITIATIVES

66 2022 confirms the return to growth and the continuation of our development.



#### Vision 2025

THE POSITIONING OF BANKER AND INSURER AT THE HEART OF THE PROJECT OF SOCIETE GENERALE

With the aim of accelerating the roll-out of the bancassurance model within Societe Generale group, the creation of the new SG bank represents an opportunity to increase the number of protection products available to individual customers, to support the development of the private banking and wealth management segments in saving life insurance, and to expand the coverage offered to professional clients and businesses.

#### **RSE** by Design

CSR AT THE HEART OF OUR DEVELOPMENT STRATEGY

The ambition to become "RSE by Design" consists of evolving our processes and practices so that collectively, we integrate CSR (Corporate Social Responsibility) inherently into all our daily activities. To achieve this, 5 themes have been defined: IT, Human Resources, Investments, Creation of products and Customer Relations.

### Solidarity

DEFENDING THE PURCHASING POWER OF POLICYHOLDERS

Against a backdrop of rising inflation, we have stepped up our support for customers by taking the following 4 strong measures to defend the purchasing power of our policyholders, young people and the most vulnerable, such as the freezing of tariffs for the credit life insurance and for the personal protection or the evolution of average premiums for car and home insurance below inflation.

## **Supporting** retirement

A SINGLE PLATFORM TO SUPPORT CUSTOMERS PREPARE FOR RETIREMENT

"Mon Compagnon Retraite" is an evolving service that helps SG customers prepare for retirement, an important stage in their lives. This unique platform gives them all the keys they need to define their personalised retirement strategy and decide calmly what actions to take.

## **Environment** and biodiversity

SIGNATURE OF THE "FINANCE FOR BIODIVERSITY PLEDGE"

We are firmly committed to the environment and to preserving biodiversity. In 2022, we signed the "Finance for Biodiversity Pledge", a coalition of 126 financial institutions committed to protecting and restoring biodiversity in Europe through their investment activities.

## Female mentoring

A PROGRAMME TO SUPPORT OUR FEMALE EMPLOYEES

This programme, which is aimed at female executive volunteers in France, is in line with our objective of encouraging and facilitating the sharing of experience and exchanges between mentor and mentee, to the benefit of both parties. Our conviction? It's by supporting women and men of our organisation that we will develop gender diversity in a sustainable way, in the service of individual and collective well-being and of our performance.

2022 - MILESTONES **SOCIETE GENERALE ASSURANCES** 

## A WIDE RANGE **OF PRODUCTS**

#### **SAVINGS**

#### INDIVIDUAL SAVINGS

Life insurance Capitalisation

#### **RETIREMENT SAVINGS**

Annuities **Individual Retirement schemes** Corporate Retirement schemes Pension funds

#### **PROTECTION**

#### PERSONAL PROTECTION

Term life insurance Funeral expenses cover Long-term care insurance Personal accident insurance

#### **HEALTH INSURANCE**

Individual health insurance Group health insurance

#### **CREDIT LIFE INSURANCE**

#### **GROUP LIFE INSURANCE**

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#### **PROPERTY & CASUALTY INSURANCE**

Car insurance Home insurance Multirisks insurance for professionals Executive liability insurance Mobile phone/tablet insurance

#### **OTHER RISKS**

Legal expenses insurance Loss of employment insurance Means of payment insurance Financial losses insurance Cyber-risk insurances

"Positive Assurance" labels are awarded by the Institut de l'Économie Positive (IEP) and assess the positive impact of insurance products on the basis of two main requirements: offering products that are socially responsible and ecologically sustainable.

The Labels of Excellence are awarded by journalists from Les Dossiers de l'Épargne for a period of one year. These Labels were obtained in March 2023 and between June and October 2022 for the Labels Santé Pro, Garantie Autonomie Sénior, Assurances Garantie Obsèques and Assurances Automobile.

The Trophées d'Or are awarded by journalists from Le Revenu for a period of one year as of April 2023.

The Oscars are awarded by a panel of journalists from Gestion de Fortune magazine and industry professionals representing all members of the insurance industry for a period of one year as of April 2023.

The prix Celent: this international prize was awarded on March 29, 2023 for Mon Compagnon Retraite by a panel of judges convened by Celent, a research and consulting firm, for the effective use of technology by a financial institution.

The Top d'Or are awarded by a panel of journalists from toutsurmesfinances.com and Mes Finances Magazine for a period of one year as of April 12, 2023. L'Argus d'Or are awarded on April 9, 2023 to Mon Compagnon Retraite, by a panel of industry professionals brought together by the L'Argus de l'Assurance

The Trophée d'Or de l'assuré was awarded to Mon compagnon Retraite on October 6, 2022, for a period of one year by a panel of consumers.

The Top d'Argent are awarded to PER Acacia by a panel of journalists from toutsurmesfinances.com et Mes Finances Magazine for a period of one year as of September 21, 2022.

PER Acacia and PER Matla voted best retirement savings plans 2022 for retail products by Challenges magazine in association with Retraite.com for a period of one year as of September 29 of 2022.

## **AWARD-WINNING PRODUCTS**



The Oscar for best policyholder service was awarded by Gestion de Fortune magazine for the life insurance, retirement and protection products distributed by

Societe General group's retail bank.



The "Positive Assurance" label from the Institut de l'Economie Positive (IEP) has been awarded to the following policies: Généa, Assurances Accidents de la Vie. Garantie Autonomie Senior, Garantie Autonomie Aidant, Complémentaire Santé Societe Générale, Multirisques Habitation, Assurance Automobile, Assurance Protection Juridique, Complémentaire Santé for the Societe Generale profesionnals and Complémentaire Santé Collective Societe Generale.

ASSURANCE

Oscar for best

• 2023 Label

• 2023 Label

of Excellence

of Excellence

**GARANTIE OBSEQUES** 

funeral cover policy

PROTECTION

**AND OTHER RISKS** 

**GENEA** 

**GENEPRO** 

INDIVIDUAL PROTECTION

Oscar for best term

Two 2023 Labels

of Excellence

· Oscar for best

Oscar for best

long-term care

**CREDIT LIFE INSURANCE** 

insurance policy

· Oscar for best mortgage

insurance policy

GARANTIE AUTONOMIE SENIOR

Madelin protection policy

life insurance policy

#### **SAVINGS LIFE INSURANCE**

#### **EBENE**



• Gold trophy for bank life policies 2023



 Oscar for best high-end policy



• 2023 Label of Excellence



 Top d'Or 2023 in best innovation category

#### **SEQUOIA**



 Oscar for best insurance policy with assets under management of more than 5 billions euros



• 2023 Label of Excellence

#### MULTISUPPORT EXCELLENCE



 Oscar for best life insurance policy with assets under management of less than 1 billion euros

#### **FCPR PRIMOPACTE 2**



 Oscar for innovation

#### **SG TIKEHAU DETTE PRIVEE**



 Oscar for innovation

#### **SCI GENEPIERRE**

Gold trophy for income

#### TARGET+

 Oscar for best life insurance policy with assets under management of 1 to 5 billion euros

#### PATRIMEA PREMINUM

• 2023 Label of Excellence

#### **RETIREMENT SAVINGS**

#### MON COMPAGNON RETRAITE



 Celent Model Wealth Manager, Wellness category **PER ACACIA** 

Oscar for best PER

• 2023 Label of Excellence

Gold trophy for bank

and insurance income

hancassurer

• Top d'Argent

PER PALISSANDRE ENTREPRISES

• Best PER 2022

Oscar for best

for retail products

#### LE TROPHEE • 2022 DE L'ASSURĒ SERVICE

"Trophée de l'Assuré" gold Award

PER MATLA

products

• Top d'Or



• 2022 Argus d'Or

### **HEALTH INSURANCE**

• 2023 Label

#### COMPLEMENTAIRE SANTE SANTE PRO

#### SOCIETE GENERALE

of Excellence



• 2023 Label of Excellence LA COMPLÉMENTA**B** SANTÉ PRO

#### **PROPERTY & CASUALTY INSURANCE**

#### **CAR INSURANCE**



•2022 Label of Excellence

#### 2023 Label of Excellence

· Oscar for best online individual

corporate PER policy

• 2023 Label of Excellence

• Best 2022 PER for online

• Gold trophy Revenu for

courtiers internet



corporate PER policy

PER LIGNAGE



## **PROTECT**

Because our job involves evaluating, preventing and managing the risks that our clients face, we know how to provide them with protection solutions and offer optimal coverage tailored to their needs.

# RESPONSIBLE FINANCIAL PRODUCTS

The quality of our financial management has allowed us to achieve an average yield of 2.17% on euro-funds for Sogecap contracts in 2022, representing an increase of 81 basis points compared to 2021, while maintaining stable financial reserves at 8.5%.

Thanks to the yield enhancement offer based on the allocation to unit-linked funds, nearly half of the contracts experienced even higher increases, reaching up to +128 basis points for contracts invested 50% in unit-linked funds.

Concurrently, we have achieved a strong performance level of +17% on our unit-linked funds over the past four years.

We offer our clients **responsible financial products** that allow them to invest in projects or companies that address environmental and



LAURENT DOUBROVINE Partnerships and Corporate Development

The effectiveness of our integrated bancassurance model relies notably on our ability to offer efficient digital journeys to our clients and advisors, and on the optimal utilization of data to provide them with a high-quality experience, ensuring long-term satisfaction.



INGRID BOCRIS
Bancassurance and
Digital Development

social issues. As of the end of 2022, we have more than 1,300 sustainable financial funds listed, with a total asset under management of 17.3 billion euros (compared to 13.3 billion euros in 2021).

Leveraging our innovative DNA, we provide high-performing services and new products such as Primopacte 2, an innovative Private Equity unit-linked fund, and SCI Pierre Impact, a fund that incorporates environmental considerations and a social impact strategy.

With 23.4 billion euros in retirement savings and employee savings as of the end of 2022, we hold a strong position in the French retirement market.

We continue the successful diversification of the distribution of our savings life insurance and protection products, relying on the proven growth drivers of internal and external partnerships within the Group.

To meet the expectations of individuals, businesses, and their employees, we offer a continuously enriched range of digital products and services.

As such, a new self-directed investment option was launched for Boursorama Banque clients holding an individual PER Matla, with premiums reaching 91 million euros by the end of 2022 (+91% compared to 2021).

Six months after its launch, "Mon Compagnon Retraite", our evolving digital service that supports clients in retirement preparation, had over 45,000 active clients.

This unique platform was honored with the 2022 "Trophée de l'Assuré" gold Award at the 21st edition of the Insurance Trophies and received the international Award in the Model Wealth Manager category presented by Celent.



#### **INVESTING IN THE REAL ECONOMY THROUGH PRIVATE EQUITY**

Building on the success of PrimoPacte in 2019, Oradea Vie and Primonial have launched PrimoPacte 2, an institutional-grade Private Equity unit-linked fund that enables individuals to diversify their portfolios by investing in predominantly European growth-oriented SMEs and mid-cap companies. Investors also benefit from ongoing liquidity based on a bi-monthly valuation of their capital.

# ENHANCED PROXIMITY WITH OUR CLIENTS

Actions carried out throughout the year to personalize, simplify, and digitize customers and advisors journeys.

In 2022, in a context marked by inflation, we strengthened our support for our clients by taking four significant measures to defend the purchasing power of our policyholders, especially young and vulnerable individuals. We implemented comprehensive loyalty and multi-equipment offers in property and casualty insurance.

In Protection, we offer a complete, digital range of products tailored to each customer segment, both in property and casualty insurance and in saving life insurance. **Ten of our products have been awarded the "Positive Assurance"** label by the Institute of Positive Economy, the first organization to assess protection insurance products based on two requirements: social responsibility and environmental sustainability.



PHILIPPE BOURRIN
Customer Relationship

We continuously improve our relationship with our clients by leveraging technological innovations and adapting our solutions, processes, and practices to meet the needs of our policyholders.

We provide SG clients and advisors with **optimized digital and omnichannel solutions** through various channels such as branches, call centers, website, and mobile application.

In 2022, in property and casualty, sales initiated or signed through digital channels increased by 2.1 points compared to 2021, representing 17.6% of total sales. Electronic signature has been deployed for nearly the entire range of products.

To facilitate multi-equipment sales and support SG advisors throughout the sales process, we have provided

them with a dedicated platform that brings together all the necessary elements for insurance product sales. This includes a client summary, existing insurance contracts, ongoing promotional offers, and more.

We have also continued **to enrich our offerings** to meet evolving needs. The revamping of our "Multirisks insurance for professionals" distributed within SG network, into a more modular, competitive, and comprehensive offer has allowed us to expand its distribution, confirming its alignment with policyholder expectations.

Lastly, we constantly adapt our processes **to offer new services.** As a result, 26% of property and casualty claims are reported and tracked by our clients through self-service options.



We export our expertise outside of France by implementing our integrated bancassurance model and diversifying our activities through the development of partnerships outside of the Group.



THROUGH A DIGITAL CHANNEL

508,000

162 M EUR

IN PREMIUM INCOME

**A NEW DIRECT** 

**DISTRIBUTION** 

**MODEL IN CREDIT** 

n order to make insurance as

to support the implementation of the new Lemoine regulation,

accessible and transparent

as possible, and specifically

Oradea Vie, our subsidiary

partnerships in France, has

model for its individual credit life insurance offer for the

past few months. To achieve

this, the institutional website

has been enhanced, with the

user-friendly simulator (with

an accessibility score of 94%),

on Instagram and Leboncoin,

highlighting the promises

of savings.

campaigns have been deployed

and digital communication

launch of an efficient and

been testing a new direct and 100% digital distribution

dedicated to external

**LIFE INSURANCE** 

VEHICLES INSURED

## ADAPTING TO NEW USAGE PATTERNS

In order to provide even more value to our clients, **the use of data is at the core of our strategy,** particularly through Artificial Intelligence (AI). To enhance our clients' experience, we are working on automating insurance proposals based on life events, dynamically personalizing offers in real-time using propensity scores.

We support bank advisors by presenting them with the best product to offer at the right moment and providing them with tailored sales arguments based on their clients' context. In 2022, the use of AI reduced the processing time of certain documents by 70%.

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Our technological expertise and mobility know-how enable us to accelerate our development in fleet insurance, both in France and abroad. With 508,000 insured vehicles and 162 million euros in premiums in

2022, fleet insurance is one of our key areas of growth. The Group's project to create a global leader in sustainable mobility, through

**We are making significant investments** 

optimizing the customer relationship through

in digital technology, primarily focused on

data and the use of Artificial Intelligence,

as well as ensuring the security of our

key areas of growth. The Group's project to create a global leader in sustainable mobility, through the announced merger between ALD Automotive and LeasePlan, represents significant potential for synergies, both in France and abroad.

#### **EXPANDING THE PRODUCT RANGE** SUPPORTING THE DEVELOPMENT TO INCLUDE OPTICAL INSURANCE **OF OUR PARTNERS** n order to meet the needs of our partners and as upporting our partners in their growth is at the core part of our distribution model, we have designed of our strategy. By leveraging developments already an affinity offer specifically for opticians. implemented elsewhere to reduce time-to-market, we The 1,400 points of sale within the Krys optician have enabled Magnolia.fr, the leading online Credit Life Insurance Marketplace in France, to expand its product network now offer their clients a comprehensive solution, from subscription to claims management, range by exclusively offering our 100% digital Home combining the sale of eyewear with insurance Insurance to its visitors and clients. This customizable coverage for theft, breakage, and loss. offering is priced according to the client's specific needs.

#### **OUR PARTNERS**\*





## **FINANCE**

In a world where investment can have a real impact, we are driven by a shared and ambitious energy for sustainable investment as a powerful means for transformation.

# COMMITED TO SUSTAINABLE FINANCE

Supporting the energy transition and actively contributing to the fight against climate change.

In accordance with Societe
Generale group's commitments and initiatives of the Paris Agreement, we have made concrete and public commitments to fight against climate change and preserve biodiversity. Since 2019, we have decided to align our asset portfolio with the goals of the Paris Agreement and achieve carbon neutrality for our investment portfolio by 2050.

To ensure the operational implementation of this ambition, we have set specific targets: complete divestment from the thermal coal sector by 2030 for companies with assets in EU and OECD countries, and by 2040 in the rest of the world; reduce the carbon footprint of our equity and corporate bond portfolios by 30% by 2025 compared to 2018; reduce our overall exposure to the oil and gas extraction sector by 10% between 2020 and 2025 and limit our exposure to unconventional fossil fuels; and double our green assets by 2025 compared to 2020.



We continue to implement our commitments towards positive finance, both through the proactive adaptation of our product offerings and our inherently sustainable investment policy.

In addition, we have strengthened our commitment to biodiversity preservation by signing the "Finance for Biodiversity Pledge" and tightening our investment policy regarding activities contributing to deforestation.

As a long-term investor, we support the energy transition and contribute to the fight against climate change. As of the end of 2022, our sustainable outstandings amount to 17.3 billion euros, and we offer over 1,300 responsible funds, with 34% of labeled funds to our clients. Our green outstandings reach 4.7 billion euros.

In our real estate investments, we prioritize energy-efficient investments and the highest certifications for construction, renovation, and operation. The market value of our "green" real estate portfolio, which has environmental certifications, was evaluated at 4.2 billion euros at the end of 2022 (compared to 3.4 billion euros at the end of 2021).



#### PLAYING A MAJOR ROLE IN FIGHTING AGAINST CLIMATE CHANGE

We are firmly committed to the environment and the preservation of biodiversity. Concrete actions have been taken in recent years, including setting quantified climate objectives by 2025 and joining the Net-Zero Asset Owner Alliance to achieve carbon neutrality in our investment portfolio by 2050. In 2022, we reached a new milestone by signing the "Finance for Biodiversity Pledge", a coalition of 126 financial institutions committed to the protection and restoration of biodiversity through their investment activities.



## **EMPLOY**

We are evolving our managerial and organizational practices to meet the aspirations of our employees, as well as to attract and support a growing pool of talents throughout their careers.

## **DIVERSITY** AND DEVELOPMENT

Promoting diversity and creating a work environment conducive to development.

We support our 3,000 employees in France and abroad in developing their skills and employability through training, apprenticeships, and the creation of relevant career paths.

Our employees benefit from a diverse and innovative training offer. In 2022, over 112,000 hours of training were provided. We also strive to empower them to be active participants in their development by providing them with simple and accessible tools (e-learning platforms, open-access MOOCs, etc.). This allows them to learn freely at their own pace.

**Promoting diversity** among employees, advocating for gender equality, and fostering inclusion are among our priorities. This commitment is reflected in our gender equality index, which has increased from 78/100 in 2018 to 94/100 as of the end of 2022.

This year, we have taken it a step further by organizing a series of conferences on the topics of diversity and inclusion and launching a mentorship program for volunteer women executives in France.



BRUNO GÉRIN-ROZE Human Resources

We are convinced that quality of work-life, diversity, and the development of our employees are key to the performance of the company and the engagement of each individual.  $\P$ 

75 mentored employees benefit from 8 months of guidance and shared experiences from mentors from the Executive Committee and Management Committee.

We are committed to offering work methods that encourage initiative, collaboration and innovation. For its 4th edition, "I-Link", our internal innovation community, brought together over 120 volunteers from various departments in France and abroad.

Members of this community contribute to fostering a culture of innovation and transformation by participating in product testing, conferences, and projects.

We believe that a quality work environment contributes to the company's performance, team efficiency, and the engagement of each individual. This is the purpose of our "Future of Work" initiative, launched in 2020, to support our employees in the organization of hybrid work.

This year, we have maintained our recruitment policy for young talent, with 110 work student and 28% of new permanent contracts offered to individuals under 25 years old.





## romoting diversity and inclusion is one of our major challenges, in line with the

Group's purpose. They are true assets for our company, a source of innovation, creativity, performance and openness to the world. Throughout the year, our employees have been sensitized through a series of conferences on topics such as inclusive business, stereotypes, identity inclusion, and gender diversity for the benefit of all. These conferences brought together nearly 500 employees in 2022.

#### WIDESPREAD IMPLEMENTATION OF THE CLIMATE FRESK WORKSHOP

o enable our employees to understand the causes and consequences of climate change and reflect on the actions to be taken to fight against this phenomenon, the Climate Fresk workshop has been widely implemented within our teams. Since 2021, over 700 employees have been trained by professional facilitators and volunteer employees. This interactive and collaborative workshop, based on the reports of the IPCC (Intergovernmental Panel on Climate Change), is now integrated into every new employee onboarding session.

# ETHICS AND TEAM COMMITMENT

## Promoting responsible behaviors and employees commitment

We have made strong ethical commitments to foster trust among our stakeholders, particularly our clients. Our corporate culture is built on robust values and strict ethics.

In 2022, the deployment of the "Culture and Conduct" program, aimed at embedding a culture of responsibility and applying the highest industry standards in terms of internal control and compliance, continued with the training of 2,000 employees.

Our employees are regularly sensitized to the use of digital tools, an important lever to limit CO<sub>2</sub> emissions and fight against climate change.

In 2022, thanks to their mobilization, 450 unused professional tablets and smartphones were collected, recycled, and given to young people and their families who did not have access to digital equipment.

Once again this year, **solidarity actions have multiplied** in all our geographies, particularly in support of young people.

**In Luxembourg,** Sogelife renewed its support for the association Life



DANIEL JOST Corporate Secretary

66 With our employees, we place responsibility and ethics at the core of our actions, aiming to establish a trustworthy and sustainable relationship with our stakeholders.

Project For Youth (LP4Y), founded in 2009, which supports the social and professional integration of young people aged 17 to 24 who are victims of exclusion.

In Morocco, La Marocaine Vie supported Hadaf, an association founded in 1997, which aims to promote the social inclusion of young people (aged 17 and over) with intellectual disabilities through education, apprenticeship, training, and empowerment.

In Poland, assistance was provided to "Fundacja DOM Dbamy O Młodych", whose mission is to provide assistance to children and young people who do not find sufficient support in their environment.

In Romania, support was provided to the Fundatia Sf. Dimitrie association to help young people with disabilities maintain employment and to continue and develop social and educational programs for children from disadvantaged families.

In France, for over 10 years, we have been a partner of the Imagine For Margo association, which helps fund research programs to find new treatments for pediatric cancers. 65 employees participated in the annual charity run.



## OUR GOVERNANCE TEAM

The Board of Directors approves strategic decisions and ensures that they are correctly implemented.

#### **DIONY LEBOT**

Chairman of the Board of Directors, Deputy Chief Executive Officer of Societe Generale group

#### **DIRECTORS**

#### PHILIPPE PERRET

Head of the Insurance Business Unit, Chief Executive Officer of Sogecap, member of Societe Generale group Management Committee, Chief Executive Officer of Societe Generale Assurances

#### **SYLVIE RÉMOND**

Former Head of the Service Unit Risks, former member of Societe Generale group Management Committee

#### MARIE-CHRISTINE DUCHOLET

Head of Societe Generale retail banking in France, member of Societe Generale group Management Committee

#### MATHIEU VEDRENNE

Head of Societe Generale Private Banking in France, member of Societe Generale group Management Committee

#### **AURORE GASPAR-COLSON**

Deputy Head of Societe Generale French retail banking, member of Societe Generale group Management Committee

#### **AGATHE ZINZINDOHOUE**

Head of Societe Generale group Treasury

#### **BENOÎT GRISONI**

Chief Executive Officer of Boursorama

#### **SÉBASTIEN PROTO**

Deputy General Manager of Societe Generale group

#### **MAI NGUYEN**

Deputy Chief Executive Officer of Sogecap, Head of Finance, Investments and Risks at Societe Generale Assurances, member of Societe Generale group Management Committeee

#### **BENOÎT OTTENWAELTER**

Former Chief Risk Officer at Societe Generale group, former member of Societe Generale group's Executive Committee

#### MICHEL LUNGART

Independent Director

### STATUTORY AUDITORS

DELOITTE & ASSOCIÉS ERNST & YOUNG AUDIT

BOARD OF DIRECTORS AS OF APRIL 30, 2023

#### **HEADS OF ENTITIES IN FRANCE**

#### **SOGECAP**

#### PHILIPPE PERRET

Chief Executive Officer, Director

#### **MAI NGUYEN**

Deputy Chief Executive Officer, Director

#### **INGRID BOCRIS**

Deputy Chief Executive Officer

#### LAURENT DOUBROVINE

Deputy General Manager

#### LAURENT DUNET

Deputy General Manager

#### **SOGESSUR**

#### **INGRID BOCRIS**

Chief Executive Officer

#### **PHILIPPE BOURRIN**

Deputy Chief Executive Officer

#### ANTARIUS

#### INGRID BOCRIS

Chief Executive Officer

#### JÉRÔME LERICHE

**Deputy Chief Executive Officer** 

#### **ORADEA VIE**

#### LAURENT DOUBROVINE

**Chief Executive Officer** 

#### FRÉDÉRIC COIN

Deputy Chief Executive Officer

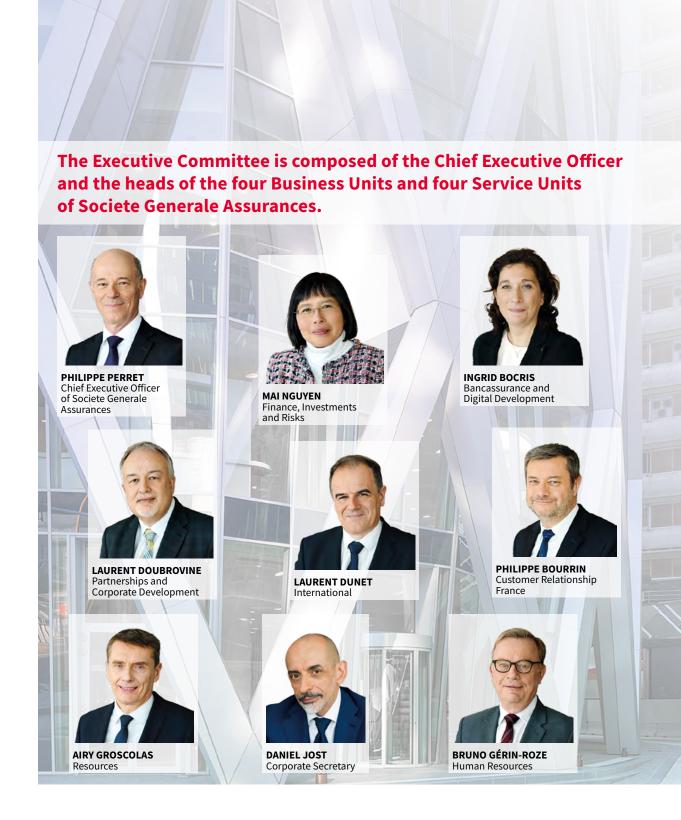
#### **MOONSHOT INSURANCE**

#### LAURENT DOUBROVINE

**Executive Chairman** 

#### THIBAULT DURAND

Chief Executive Officer



## OUR GOVERNANCE TEAM

The Management Committee meets several times a year to discuss Societe Generale Assurances' strategy.

#### BANCASSURANCE AND DIGITAL DEVELOPMENT

THIERRY BOUSQUET
Savings Technical Products

DANIEL CHEVALIER

High Net-Worth and Private Banking Clients

**LAURENT JOURDAN** 

**Bancassurance Sales France** 

MARC JUILLARD

Data Hub

**THOMAS LANCTUIT** 

**Protection Marketing** 

1 Total Marketing

RODRIGUE LECLERCQ

Client Expérience and Communications

JÉRÔME LERICHE

Innovation, Digital and Client
Expérience – Protection Marketing

**GAËLLE MORO** 

Vision 2025 Coordination

THIBAUT PEIGNEY

**Private Banking Development** 

FRÉDÉRIC SALAÜN

Advisor

**LOUIS DE VARAX** 

Savings Marketing

#### PARTNERSHIPS AND CORPORATE DEVELOPMENT

FRÉDÉRIC BARROYER

Group Retirement and Employee Savings

**LAURENT BRUNO** 

**Protection Actuarial** 

FRÉDÉRIC COIN

**External Partnerships** 

KARINE DESTRE-BOHN

Steering and Sales Monitoring

THIBAULT DURAND

Moonshot Insurance

MORJANE DE GALZAIN

Life Insurance Marketing and Distribution

**ARNAUD DE LA HOSSERAYE**Retirement and employee
savings program

**FABRICE MULLER** 

Life, Health and Group Actuarial

MARLÈNE PRADEILLES

Group Partnerships

**INTERNATIONAL** 

**PATRICE BÈGUE** 

Poland

**CATHERINE DE LA CROIX** 

International Studies and Development

JEAN ELIA

Luxembourg

THIBAUT FRÉMY

Sub-Saharan Africa

TAOUFIK LACHKER

Morocco

GAËL LOAËC

Czech Republic

YANN LOUARN

Tunisia

JEAN-MANUEL MERCIER

Italy

SÉBASTIEN SIMON

**Support and Supervision** 

THIERRY THIBAULT

Germany

**BENJAMIN TURQUIN** 

Romania

The Management Committee of Societe Generale Assurances is responsible for implementing the company's strategic directions.

### CUSTOMER RELATIONSHIP FRANCE

AURENT BADUEL

Property and Casualty Claims Handling

JEAN-MICHEL CEDELLE

Life Insurance Client Relationship

**WILLIAM CHONIER** 

Personal Protection Client Relationship

**ISABELLE GOLLIOT** 

Operations

PIERRE LE RUN

Property and Casualty Client Relationship

LAURENT SALANIÉ

Transformation of Client Relationship

FRÉDÉRIC SCRIBAN

Savings Client Relationship

### FINANCE, INVESTMENTS AND RISKS

YANN BRIAND

Real Estate

JOACHIM DA LOMBA

Technical and General Accounting

YANN DASPET

Finances

FRÉDÉRIC DUCREUX

Group Assets, Liabilities and Financial Management

**DENIS HENKART** 

Assets Allocation

ÉRIC JOSEPH

Investments

YANN LE MARGUET

Subsidiary Accounting, Support and Regulatory

**ALIX MIGDAL** 

Budget, Reporting

& Corporate Finance Communication

JEAN-JACQUES PAVOT

**Actuarial Supervision** 

FRANÇOIS-GILLES DE SEDOUY

Corporate Finance and Economical Studies

ANNE-LAURE SIRAND

Group ALM

ANTOINE TAVENEAUX

Risks

#### **RESOURCES**

MARC DELAGE

**IT Production** 

HUGUES FEYRIT

Information Systems

**SABINE DE LATTRE**Organisation, Processes

and Transformation

ALEXANDRE MANCHET
Organisation and Projects

NATHALIE REVIL

France Projects

**CHRISTOPHE TEILLOU** 

Insurance Life and Savings Information Systems Digital and Customer Relationship Tools **HUMAN RESOURCES** 

**VALÉRIE HUGUET** 

Client Relationship France Human Resources

THIERRY LOUVEAU

Cross-functional Human Resources

**OLESYA OVANOVA** 

International Human Resources

CORPORATE SECRETARY

CAROLINE DA SILVA

Compliance

CATHERINE DESLANDES-PERUCCO

Corporate and International

HERVÉ LASCOMBES

Legal and Tax

**CHRISTOPHE PAUTET** 

Internal Control

MAHAMANE TOURÉ
Corporate Social Responsibility

REPORTING DIRECTLY TO THE CEO OF SOCIETE GENERALE ASSURANCES

**ALEXANDRE LECOMTE** 

Chief of Staff to the CEO and Communication

MICHEL NOURY Internal Audit

PHILIPPINE REDON

Communication

MANAGEMENT COMITEE AS OF APRIL 30, 2023

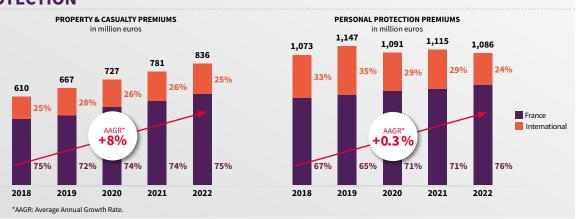
# A HIGH-PERFORMANCE GROUP

#### **RESULTS** CONTRIBUTION TO **NET BANKING** COST TO INCOME TECHNICAL SOCIETE GENERALE GROUP NET RESULT\* INCOME\* RATIO\* RESERVES in million euros in % in billion euros 147 143 963 457 38.6 421 2021 2022 2021 2022 2021 2022 2021 2022 \*At constant scope and exchange rates, excluding Russia.

#### **LIFE INSURANCE SAVINGS**



#### **PROTECTION**

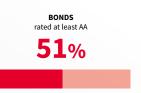


#### **ASSETS ALLOCATION**

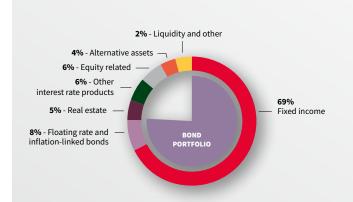
#### SOCIETE GENERALE ASSURANCES FRANCE ASSETS ALLOCATION

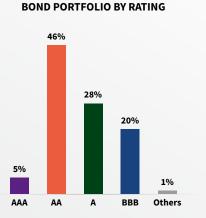
**EXCLUDING UNIT-LINKED** 

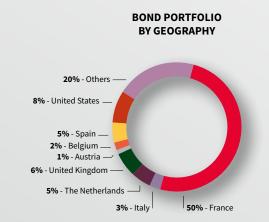


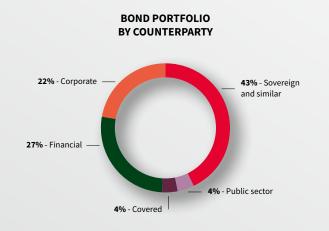


#### **BOND PORTFOLIO BY ASSET TYPE**





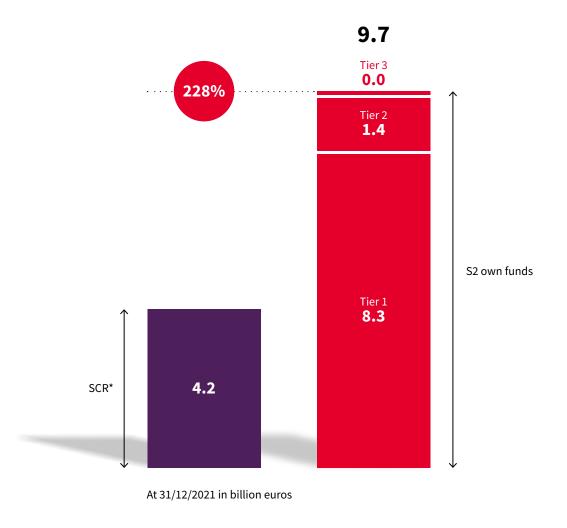






## **SOLVENCY**

#### SOGECAP GROUP SCR\* COVERAGE RATIO



<sup>\*</sup>SCR: Solvency Capital Requirement

SOCIETE GENERALE ASSURANCES

### **RECONCILIATION**

RECONCILIATION BETWEEN SOGECAP GROUP CONSOLIDATED ACCOUNTS UNDER FRENCH GAAP AND CONTRIBUTION TO SOCIETE GENERALE GROUP'S NET RESULT

<b>2022</b> (in million of euros)	Sogecap Group to Societe financial statements (French GAAP)	Differences with Societe Generale Group scope of consolidation	IFRS adjustments	Normative adjustments	Contribution to Societe Generale Group consolidated fnancial statements (IFRS)
Net banking income	1,248	-200	30	-66	1,012
Operating expenses	-483	122	1	-31	-391
Gross operating profit	764	-78	32	-98	621
CONTRIBUTION TO SOCIETE GENERALE GROUP NET RESULT	528	-34	32	-70	456

# CONSOLIDATED FINANCIAL STATEMENTS

#### AT 31/12/2021 UNDER FRENCH GAAP

#### LIST OF SUBSIDIARIES AND AFFILIATES

	Year in which		2022, December 31			2021, December 31		
COMPANIES	consolidated for the first time	Country	% of control	% of interest	Method <sup>1</sup>	% of control	% of interest	Method <sup>1</sup>
Sogecap		France	100.00%	100.00%	FC	100.00%	100.00%	FC
Sogelife	1997	Luxembourg	60.14%	60.14%	FC	60.14%	60.14%	FC
La Marocaine Vie	2001	Morocco	50.98%	50.98%	FC	50.98%	50.98%	FC
Komerčni Pojištovna	2005	Czech Republic	51.00%	51.00%	FC	51.00%	51.00%	FC
Oradea Vie	2001	France	100.00%	100.00%	FC	100.00%	100.00%	FC
BRD societate de administrare a fondurilor de pensii private SA	2007	Romania	51.00%	51.00%	FC	51.00%	51.00%	FC
Societe Generale Strakhovanie Zhizni	2007	Russia	-	-	N/A	81.00%	81.00%	FC
Societe Generale Strakhovanie	2007	Russia	-	-	N/A	81.00%	81.00%	FC
BRD Asigurari de Viata SA	2008	Romania	51.00%	51.00%	FC	51.00%	51.00%	FC
SOGESSUR	2010	France	100.00%	100.00%	FC	100.00%	100.00%	FC
SGI Holding Sis	2016	France	100.00%	100.00%	FC	100.00%	100.00%	FC
Antarius	2017	France	50.00%	50.00%	FC	50.00%	50.00%	FC
New Primonial Holding 2 SAS	2019	France	16.62%	16.62%	EM	17.21%	17.21%	EM
BG1 SA	2020	Luxembourg	100.00%	100.00%	FC	100.00%	100.00%	FC
SGA Infrastructures	2021	France	100.00%	97.47%	FC	100.00%	97.47%	FC

<sup>1</sup> FC: Full Consolidation, EM: Equity Method, NC: Not consolidated.

# CONSOLIDATED FINANCIAL STATEMENTS

#### AT 31/12/2021 UNDER FRENCH GAAP

#### **ASSETS**

(in thousands of euros)	2022, December 31	2021, December 31
Intangible assets	250,028	284,918
Goodwill	116,798	138,757
Insurance portfolios	7,982	14,367
Others	125,249	131,794
Insurance company investments	111,440,009	113,356,155
Investments in real estate properties	4,866,735	4,805,505
Investments in tied or associated undertakings	1,612,689	1,595,083
Other investments	104,960,585	106,955,567
Investments backing unit-linked commitments	46,731,064	49,001,110
Investments accounted for using the equity method	97,756	104,276
Ceding companies' and retrocessionaires' share of technical reserves	844,047	812,227
Receivables arising from insurance and reinsurance operations	867,222	692,415
Receivables from banking sector	730,002	623,030
Other receivables	1,000,143	325,445
Other assets	3,515	3,592
Tangible fixed assets	3,319	3,428
Other assets	196	164
Prepayments and accrued income	1,970,976	2,043,489
Deferred acquisition costs	390,043	339,939
Others	1,580,933	1,703,550
TOTAL ASSETS	163,934,762	167,246,657

#### LIABILITIES

(in thousands of euros)	2022, December 31	2021, December 31
Group capital and reserves	2,931,221	3,236,119
Share capital or equivalent	1,263,556	1,263,556
Share premiums	254,936	254,936
Consolidated reserves	895,314	1,240,765
Consolidated net income	527,583	502,076
Conversion reserves	(10,168)	(25,213)
Minority interests	540,247	516,755
Subordinated liabilities	2,312,126	2,312,564
Gross underwriting reserves	95,730,587	97,142,141
Life technical reserves	93,777,005	95,339,714
Non-life technical reserves	1,953,582	1,802,427
Unit-linked technical reserves	47,199,127	49,411,924
Provisions for risks and charges	91,121	118,633
Debts arising from insurance and reinsurance operations	692,736	555,795
Debts owed to banking sector organisations	12,567,040	12,592,862
Other debts	1,785,489	1,276,399
Accrued expenses and other liabilities	85,068	83,465
TOTAL LIABILITIES	163,934,762	167,246,657

# CONSOLIDATED FINANCIAL STATEMENTS

#### AT 31/12/2021 UNDER FRENCH GAAP

#### PROFIT AND LOSS ACCOUNT

(in thousands of euros)	Life Business	Non-Life Business	Other Business	2022, December 31	2021, December 31
Written premiums	13,485,267	1,292,118	-	14,777,385	15,765,745
Change in unearned premiums	(1,544)	(65,117)	-	(66,661)	(69,446)
Earned premiums	13,483,723	1,227,001	-	14,710,724	15,696,299
Income from other activities	-	-	7,501	7,501	8,068
Other operating income	320,581	13,626	-	334,207	302,950
Net investment income	(3,205,280)	12,815	(140,388)	(3,332,853)	7,195,775
Total ordinary operating income	10,599,024	1,253,442	(132,887)	11,719,579	23,203,092
Cost of insurance claims and benefits	(8,584,127)	(617,605)	-	(9,201,732)	(20,663,689)
Expenses or income net of reinsurance cessions	100,474	16,238	(1)	116,711	(12,130)
Expenses from other activities	-	-	-	-	-
Management expenses	(1,331,627)	(488,383)	(11,022)	(1,831,032)	(1,732,719)
Total ordinary operating expenses	(9,815,280)	(1,089,750)	(11,023)	(10,916,053)	(22,408,538)
OPERATING RESULT BEFORE amortisation and impairment of goodwill	783,744	163,692	(143,910)	803,526	794,554
Other net income				(405)	(96)
Amortization of the value of purchased business in force				(6,385)	(6,385)
Change in goodwill impairment				(21,959)	(21,957)
OPERATING RESULT AFTER amortisation and impairment of goodwill				774,777	766,116
Exceptional result				1,165	2,386
Income tax				(186,703)	(213,925)
NET INCOME FROM INTEGRATED COMPANIES				589,239	554,577
Income arising from investments in associates  – Equity method				380	2,881
NET INCOME FROM CONSOLIDATED COMPANIES				589,619	557,458
Minority interests				(62,036)	(55,382)
CONSOLIDATED NET INCOME - GROUP SHARE				527,583	502,076

#### SOCIETE GENERALE ASSURANCES

HEAD OFFICE: Tour D2 - 17 bis, place des Reflets - 92919 Paris La Défense Cedex. Photo credits: Shutterstock, iStock, Luc Perenom, Aurélia Blanc, Pierre Elie de Pibrac, Pierre Perrin.

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