NATIXIS
ASSURANCES
BEYOND BANKING

FINANCIAL REPORT 2020

This English translation of the 2020 financial statements is provided for information purposes only and only the French version is valid.

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1 MANAGEMENT **report**

Report on the consolidated financial statements and the parent company financial statements

1. 2020, MARKED BY THE COVID-19 PANDEMIC

Natixis Assurances was impacted by the Covid-19 crisis and adapted by taking measures geared to maintaining activity and operations for customers. Natixis Assurances contributed €14 million to the Covid-19 Solidarity Fund set up by the French government.

The company adapted to the lockdown periods by:

• deploying remote-working on a widespread basis as from the first lockdown, then equipping staff with PCs, so that virtually all of them could work remotely as from end-October. Only a few activities were kept on site, in order to secure work related to critical activities such as the digitization of incoming mail and risk calculations;

• setting up a day-to-day monitoring mechanism for subscription and management activities as from mid-March, notably in order to maintain customer service levels.

The financial impacts remained under control, notably thanks to the protection mechanisms in place: in particular, the impact of the falls in equity markets in the first quarter were tempered by the equity hedges set up in 2019.

In life and personal protection insurance, there were few technical impacts visible in terms of payment protection and individual personal protection risks. In investment solutions, the closure of bank branches during the first lockdown weighed on business and adversely affected gross inflow in the first half, although this aggregate subsequently regained a level similar to that in 2019.

Following the entry into force of the Pacte Law for business growth and transformation, 2020 was marked by the launch of the new PERi individual pension plan offering in the Caisse d'Epargne and Banque Populaire networks in September. A new, simplified, digital and more competitive individual personal protection offering was also launched in the Caisse d'Epargne network in June.

In non-life insurance, the crisis triggered a reduction in policy sales and terminations following lockdown measures, a material financial impact linked to the sharp falls in financial markets and an improvement in the recurring claims situation during the lockdowns, particularly in the auto, multi-risk home and personal accident segments.

The aim of creating a single non-life insurance operational model for individual and professional customers within Natixis Assurances manifested itself in the rollout of the *#INNOVE2020* program throughout 2020 in the Banque Populaire and Caisse d'Epargne banks; this rollout was accompanied by robust production levels for the new auto and multi-risk home offering in the Banque Populaire banks and the new multi-risk home offering in the Caisse d'Epargne banks. All Banque Populaire and Caisse d'Epargne branches are now reaping the benefit of the program: re-designed experiences, new offerings and new IT system.

As a result, BPCE Assurances has now become the sole non-life insurance platform for individual customers and BPCE IARD the platform dedicated to professional customers of the Caisse d'Epargne and Banque Populaire networks.

2. OVERALL REVENUES LOST GROUND DUE TO THE HEALTH CRISIS

2020 was the last year of the New Dimension strategic plan and consequently witnessed the completion of numerous strategic projects. In commercial terms, it was a mixed year:

• the branch closures during the first lockdown triggered a sharp decline in business in the first half, particularly in investment solutions; activity then picked up again as from June and regained levels similar to those in 2019;

• commercial activity expanded both in individual personal protection insurance, fueled by the continued rollout and launch of the new offering in the Caisse d'Epargne banks, and in payment protection insurance, where underlying business momentum kept apace.

• non-life insurance continued to grow faster than the market as a whole.

With premiums from direct business amounting to €8.1 billion, life insurance inflow was 19% down on 2019. Unit-linked (UL) premiums totaled €2.9 billion (-7%) and accounted for 35.4% of total gross inflow, up 4 points relative to 2019 and 1 point higher than for the market as a whole. Inflow invested in with-profits funds declined 25% to €5.3 billion.

Individual personal protection and payment protection premiums (€1.053 billion) continued to advance at a healthy pace of 6%. Payment protection insurance maintained a 5% growth rate, without sustaining any material impact from the Bourquin amendment.

In non-life insurance, the portfolio expanded 5% and reached 6.4 million policies. Earned premiums for the Banque Populaire and Caisse d'Epargne networks rose 5% to €1.7 billion. Revenue grew 5% for auto policies and 7% for multi-risk home policies.

2.1. LIFE AND PERSONAL PROTECTION INSURANCE BUSINESS – FRANCE & LUXEMBOURG

Turnover (€ million)	2019	2020	Change
Total investment solutions	**10,097**	**8,132**	**-19.5%**
Individual personal protection	244	268	+9.9%
Payment protection insurance	749	785	+4.8%
Total personal protection insurance	**993**	**1,053**	**+6.1%**
Total life & personal protection	**11,089**	**9,185**	**-17.2%**

Life insurance – Investment solutions

France

In relation with the pandemic, the French life insurance sector's overall inflow contracted 20% in 2020, primarily in the first half (-36% for the March-June period), and worked out to €116 billion (versus €145 billion in 2019). Even though returns on special savings products (PEL, Livret A, LDD accounts, etc.) have deteriorated over the last few years and now languish at all-time lows, competition from Livret A accounts remained strong, as witnessed by the surge in net inflow on this instrument to €26 billion (+109% versus 2019). Although the rate of interest paid on Livret A accounts was cut to 0.5% from February 2020, these accounts remain attractive for their liquidity and for their guaranteed and tax-free returns.

Paid benefits remained stable at €123 billion. Assets under management in life insurance policies across the market as whole were also stable at €1,789 billion.

Amid declining returns on with-profits funds (as in 2019), inflow invested in unit-linked products held steady at €40 billion for the whole of the market, despite the decline in overall revenue. The portion of inflow invested in these products represented 34% of the total (+6.7 points versus 2019).

Against this backdrop, premiums collected by Natixis Assurances in France fell 18% to €7.7 billion (direct business).

This decline in inflow was notably caused by the branch closures in the first half.

Revenue from the Caisse d'Epargne banks totaled €4.762 billion (+17% versus 2019), with the number of policies in the portfolio exceeding 800,000, of which 88% concerned the high-end segment, primarily served by the Millevie Premium and Infinie products.

Revenue from the Banque Populaire banks amounted to €3.036 billion (-18% versus 2019). Revenue from multi-instrument policies designed for Wealth Management clients worked out to €1.165 billion (-17%), with support from the Quintessa product, which was launched in 2015 and accounted for 93% of segment revenues, with the unit-linked portion rising 8 points to 38%. At the same time, inflow into multi-instrument products designed for the General Public segment decreased 7% to €909 million, with the Horizéo product, launched at the end of 2013, declining to €292 million, with the unit-linked portion rising 4 points to 31%.

Solution Perp, the individual pension plan solution for the Banque Populaire and Caisse d'Epargne networks, generated €52 million in earned premiums, down 4% relative to 2019. Outstanding mathematical reserves under management rose 8% year-on-year to €637 million.

Earned premiums on PERi policies for the Banque Populaire and Caisse d'Epargne networks amounted to €86 million, following their launch in September 2020.

Luxembourg

Investment Solutions revenue fell 41% relative to 2019:
• 51% decrease in inflow invested in the with-profits fund;
• 32% decrease in unit-linked revenue, with these products accounting for 60% of total inflow (-3 percentage points).

For both countries combined, total inflows amounted to €8.132 billion in 2020 (direct business), of which 35.6% was invested in unit-linked products (30.6% in 2019). Unit-linked inflows dipped 7% to €2.875 billion.

Including the acceptance via reinsurance of 10% of CNP's Caisse d'Epargne portfolio, Investment Solutions revenue amounted to €8.339 billion, of which the unit-linked share was 35.2%.

Furthermore, reflecting the entity's status as a bancassurer, 96% of 2020 (direct business) inflows came from Groupe BPCE's banking networks. The portion generated by external business providers decreased slightly in 2020: with inflows of €334 million, this source represented 4% of premiums from Life Insurance - Investment Solutions direct business versus 6% in 2019.

Change in unit-linked/with-profits AuM and net benefits:

The cost of benefits totaled €4.5 billion (direct business), up 11% year-on-year. The rate of benefits relative to AuM at the start of the year worked out to 6.7%, down slightly by 0.1% relative to 2019.

Consequently, net inflows from direct business were largely positive at €3.6 billion, of which unit-linked policies represented 53% versus 27% in 2019. As a result, policyholder AuM grew 6% year-on-year, outstripping the market and reaching €72.7 billion. AuM including the assets reinsured via the 10% stock treaty with CNP amounted to €83.0 billion.

(€ million)	2019	2020	Change
With-profits AuM	51,088	53,297	+4.3%
Unit-linked AuM	17,300	19,415	+12.2%
Provision for policyholder bonuses - after incorporation	1,383	1,664	+20.4%
Total	**69,770**	**74,376**	**+6.6%**

The geographic breakdown was as follows:

	2019		2020	
(€ million)	France	Luxembourg	France	Luxembourg
With-profits AuM	47,673	3,415	49,884	3,413
Unit-linked AuM	15,165	2,134	17,173	2,242
Total	**62,838**	**5,549**	**67,056**	**5,656**

Personal protection insurance

(€ million)	2019	2020	Change
Individual personal protection insurance	244	268	+9.9%
Payment protection insurance - BP	343	361	+5.3%
Payment protection insurance - CE	381	404	+6.0%
Payment protection insurance - CFF	26	21	-18.6%
Total	**993**	**1,053**	**+6.1%**

Personal protection insurance premium income grew significantly in 2020, buoyed by positive contributions from both individual personal protection and payment protection insurance.

Payment protection insurance

Since 2010, several regulatory measures have been introduced in order to enhance fluidity in the credit insurance market:

- Lagarde Law on consumer protection;
- Hamon Law (2014), which gave policyholders the option of terminating or renegotiating their policy on the first policy anniversary date;
- the Bourquin amendment to the Sapin 2 Law (early 2018) which enables policyholders to terminate their policies on each policy anniversary date subject to a two-month notice period;

To limit customer attrition stemming from these new regulations, the company introduced the Parade mechanism with a view to providing responses tailored to customer requests.

Payment protection insurance revenue rose 5% to €785 million. The activity benefited from the change in the co-insured share, as well as well as healthy underlying lending activity, in spite of the pandemic.

In growth terms, the trend was affected by the change in the share of new business co-insured by Natixis Assurances as from 1 January 2020 (classical group loan): 50% vs. 34% for the 2016-2019 generations As a result, business from the Banque Populaire network was up slightly (+5%), while that from the Caisse d'Epargne network progressed by 4%.

Growth rates by type of insured loan varied: insurance of amortizing loans was highly robust, with premiums growing 5%, while premiums for insurance of revolving loans were more mixed (-1%). Overall, the majority of new business originated from amortizing loans, i.e. 92% of total payment protection guarantees, up 2 points versus 2019.

Individual personal protection insurance:

Individual personal protection premiums continued to grow in 2020, expanding by 10% to €268 million. This progress primarily stemmed from the commercialization of the new offering within the Caisse d'Epargne network since 2016. The Banque Populaire network also made progress (+6%), notably thanks to the full-year effect of the *Assurance Famille* and *Assurances Obsèques* products launched in April 2019. 2020 also benefited from the launch of a new individual personal protection product, *Secur' Famille 2*, in the Caisse d'Epargne network, which was up 17%.

2.2. NON-LIFE INSURANCE – FRANCE

Despite the health crisis and lockdowns, gross policy sales amounted to 1.2 million and dipped only 2% relative to 2019, thanks notably to the rollout of the *#INNOVE2020* program in the two networks and the success of the business recovery plan launched in May 2020 on the auto, multi-risk home, personal accident and health insurance products.

Non-life insurance earned premiums grew 5% to €1.654 billion, with growth rates similar in both networks.

BPCE Assurances earned premiums (full consolidation)

(€ million)	2019	2020	Change
Multi-risk home insurance	335	357	+6%
Auto insurance	327	348	+6%
Personal accident insurance	105	108	+3%
Health insurance	78	75	-4%
Legal insurance	57	58	+2%
Secur' media	12	12	-5%
Two wheels	6	8	na
Other	77	78	+1%
Total	**996**	**1,044**	**+5%**

Revenues were fueled by the core of the range: auto (+6%), multi-risk home (+6%) and personal accident (+3%). This growth stemmed from both higher volumes (portfolio growth) and higher average premiums (price hikes and change in the product mix).

The number of policies in the portfolio rose 4% year-on-year to 4.3 million.

BPCE IARD earned premiums (equity method)

(€ million)	2019	2020	Change
Multi-risk home insurance	169	182	+7%
Auto insurance	208	213	+3%
Legal insurance	15	18	+15%
Professional insurance	67	71	+6%
Other	7	7	+4%
Total	**465**	**490**	**+5%**

Revenue advanced 5%, in line with portfolio growth.

The number of policies in the portfolio rose 5% to 1.8 million by the end of 2020.

BPCE Prévoyance earned premiums (full consolidation)

(€ million)	2019	2020	Change
Payment instrument guarantees	80	81	+2%
Personal accident insurance	32	36	+10%
Property & casualty insurance	3	3	+5%
Total	**115**	**120**	**+4%**

BPCE Prévoyance's property & casualty business primarily comprises payment instrument guarantees, which represented 68% of total premiums and recorded a 2% increase in earned premiums during the year. Elsewhere, multi-risk personal accident business continued to progress at a sustained pace, rising 10% in 2020, in line with expansion in the portfolio (+9%).

2.3. ACTIVITIES OUTSIDE EUROPE

LActivities outside Europe (excluding those in French overseas departments and territories) are limited to the 34% equity interest in Lebanese company Adir, a 66%-owned subsidiary of banking group Byblos. The stake is accounted for by the equity method in Natixis Assurances' financial statements.

The economic crisis currently taking place in Lebanon and particularly the Lebanese government's default since March 2020, had sizeable repercussions on Adir's business.

Lebanon's liquidity crisis also had an impact on investment solutions business, triggering an increase in redemptions and a decline in inflows. The temporary suspension in lending activity sharply reduced Adir's payment protection insurance revenue.

(US$ million)	Oct. 2019	Oct. 2020	Change
Life – Investment solutions	29	12	-60%
Life - Personal protection	11	10	-17%
Non-life (auto, fire, health, civil liability, theft, etc.)	20	19	-5%
Total	**61**	**41**	**-34%**

Written premiums in the life segment declined 60% to US$12 million.

Overall revenue dropped 34% to US$41 million.

3. 2020: GOOD RESULTS IN THE COVID-19 CONTEXT

As in the previous year, Natixis Assurances continued to expand its business in satisfactory profitability conditions:

- in life insurance, where Natixis Assurances confirmed its ability to generate satisfactory margins despite historically low interest rates;
- in personal protection insurance, where claims were controlled overall and growth was brisk;
- in non-life insurance, where underlying claims expense was impacted by the lockdowns, but improved. In addition, climate events were more frequent, but less important than in 2019. Serious claims were limited to a single claim occurring in the auto segment in 2020.

Against this backdrop, net insurance income (NII) from fully consolidated activities advanced 6% to €916 million (including the €14 million exceptional contribution to the solidarity fund for very small enterprises set up by the French government).

3.1. PROFITABILITY OF LIFE AND PERSONAL PROTECTION INSURANCE

Life insurance

Revenues primarily move in line with assets under management, which are the main basis for life insurance NII. Revenues rose 5% during the year (direct business - average AuM +10%).

Excluding the returns incorporated in mathematical reserves at the beginning of the following year, the provision for policyholder bonuses was increased by €282 million to €1.664 billion at end-2020. This reserve amount, which must be incorporated within eight years, represents the equivalent of an annual increase of 3.1% in with-profits AuM (3.3% for BPCE Vie).

Individual personal protection and payment protection insurance

Individual personal protection and payment protection NII rose 22%:

- individual personal protection saw revenue decline 9%, linked to a minor deterioration in the loss ratio on the professional segment and the effect of comparison with 2019 (bonuses on previous years);
- payment protection recorded 35% growth in NII, reflecting a significant improvement in the loss ratio on individual classical loans following the analysis of elements received from the lead insurer CNP. This impact was part-neutralized by a policyholder bonus charge (investment solutions).

3.2. PROFITABILITY OF NON-LIFE INSURANCE

Despite the impact of the Covid-19 crisis in 2020, NII from non-life insurance activities rose 3%. The main points of note were as follows:

- 5% growth in premiums, fueled by the rollout of the *#INNOVE2020* program and the success of the recovery plan launched in May 2020 on the auto, multi-risk home, personal accident and health insurance products;
- a 0.5-point improvement in the gross loss ratio, primarily due to improved underlying claims on property & casualty products related to the lockdowns;
- a reinsurance result of close to zero (-€0.6 million in 2020), primarily due to the deterioration in claims;
- a decrease in net financial income, linked to the impacts of the health crisis on equity markets (capital loss on equities of €4.2 million versus a capital gain of €3.5 million in 2019).

The combined ratio for non-life policies (excluding BPCE IARD) distributed by the Caisse d'Epargne and Banque Populaire networks worked out to 89.2% in 2020.

3.3. INVESTMENT MANAGEMENT POLICY AND INVESTMENT INCOME

Management of most of Natixis Assurances' assets (with the exception of BPCE IARD, accounted for by the equity method) is delegated to Ostrum Asset Management, a subsidiary of Natixis Investment Managers. Investment policy is aimed at guaranteeing the capital and the liquidity of the sums invested, while maximizing returns, and also optimizing the return on equity, while safeguarding solvency.

Macro-economic environment and monetary policies

The crisis experienced in 2020 was the third biggest after those of 1929 and 1946. It was unprecedented in terms of its magnitude and the speed at which it spread to all economies. Lockdown and social distancing measures triggered a plunge in economic activity, as witnessed by the latest GDP figures.

In global terms, GDP contracted by 3.8% during 2020. The euro zone – the big loser in the crisis – saw GDP plunge 7.2%, while emerging countries and the US were less heavily affected, recording declines of 2.4% and 3.4%, respectively (IMF estimate January 2021).

Financial markets experienced major volatility, moving in line with announcements linked to Covid, Brexit and the US elections. For their part, central banks reiterated their massive support for the economy, by setting up ultra-accommodating monetary policy. Governments launched budget stimulus plans, particularly in favor of the hardest-hit sectors. All these measures, combined with progress on the vaccine front, served to fuel the rebound in risky assets.

As a result, the S&P 500 finished the year 16% higher[1], with the MSCI World and the MSCI Emerging Markets gaining 14% and 16%, respectively, whereas the Eurostoxx 50 and the CAC40 retreated 5% and 7%, respectively (after having plunged by 38%). Technology and health stocks both outperformed, as witnessed by the Nasdaq 100, which climbed 48% in 2020.

Concerning interest rates, the average annual yield on the 10-year OAT moved into negative territory for the first time, at -0.15%. This compares with 10-year OAT yields of 0.78% in 2018 and 0.13% in 2019, i.e. a decline in the average yield of nearly 1 percentage point over the last three years.

All European government debt now stands in negative territory: Germany (-0.60%), Netherlands (-0.50%), Austria (-0.45%), Belgium (-0.40%), France (-0.30%), Spain (-0.01%) and Portugal (-0.01%). Italy stands out as an exception (+0.50%).

ASSET MANAGEMENT POLICY

Natixis Assurances' investments amounted to €94.6 billion[2] at end-December 2020.

In view of the negative-rate environment, Natixis Assurances continued to evolve its investment strategy by capturing more illiquidity premiums on the unlisted debt market (particularly infrastructure and real estate debt). Investments in private debt accounted for 13% of flows in the fixed-income category in 2020, thereby maintaining the allocation at 9%.

At the same time, investments in corporate bonds slowed, so as to concentrate on higher-quality issues, primarily offering A ratings and with an average duration of 9 years.

(1) Indices excluding reinvestment of dividends, and in local currency
(2) At fair value and including accrued coupons not yet received

Overall for 2020, the yield on BPCE's medium- and long-term debt investments (90% of Natixis Assurances' investments) equated to 1.41%.

The proportion of Natixis Assurances' assets under management invested in listed diversified instruments reached 9.7% at end-2020.

More specifically regarding equities, the portfolio benefited from three performance drivers:

• generation of recurrent revenues via quality dividend strategies;

• generation of unrealized capital gains, associated with structural growth themes (technology, health and climate);

• management of volatility through convertibles and minimum variance strategies.

Lastly, concerning physical assets, which account for 5.5% of Natixis Assurances' allocation, exposure to real estate declined slightly to the benefit of infrastructure, in view of its greater resilience. More specifically, regarding real-estate assets, against a backdrop of high prices, investment decisions were guided by a defensive strategy. In addition, interests were acquired in investment funds diversified either geographically or in terms of asset categories (e.g. last mile rationale).

Responsible investment policy

Lastly, Natixis Assurances maintained its strong ambitions in terms of ESG (Environmental, Social and Governance) investments:

• introduction to all management mandates of an exclusion policy on issuers not complying with the policy's ESG criteria (coal, tobacco, tar sands and issuers with negative sustainability ratings);

• investment of a minimum of 10% of annual flows (fixed income and diversified assets) in assets with a positive climate impact that are consistent with attaining the target of the 2°C trajectory set out in the Paris Agreement for 2030.

Natixis Assurances exceeded this threshold in 2020, with investments in green assets amounting to over €870 million or 14.6% of total investments made during the year.

Thanks to this strong climate commitment, BPCE Vie's portfolio gained from the price appreciation and outperformance of all listed green assets, with the company being the only French insurer included in the PRI Climate Leaders' Group 2020 by the PRI (organization affiliated with the United Nations).

Consolidated net financial income

Over 95% of net financial income - the basis for margins earned on life insurance business and the source of returns paid on life insurance policies - came from assets backing life insurance underwriting reserves.

At year-end 2020, net financial income amounted to €1.476 billion, down sharply from 2019, due to:

• the change in the fair value of instruments measured at fair value through profit and loss (+€341 million). This balance mainly comprised changes in the value of unit-linked assets (+€307 million versus +€1.673 billion in 2019), though this had no impact on operating income (after accounting for the expense related to unit-linked adjustments of mathematical reserves);

• the decrease in capital gains net of reversals of impairment provisions (-€24 million versus €127 million in 2019), taking into account reversals of provisions and divestments in 2019, particularly on real estate.

Excluding these factors, net financial income declined 15%, reflecting lower bond yields against a backdrop of historically low interest rates.

3.4. CONSOLIDATED OPERATING EXPENSES

Total operating expenses rose 6% to €1.675 billion in 2020. Adjusted for commissions paid to business providers, capitalized costs and various items not representative of the division's recurrent operating structure, consolidated expenses increased 2% year-on-year to €464 million.

This increase stemmed from the impact of the health crisis which triggered decreases in consulting, travel and communication expenses, offset by increases linked to projects associated with the strategic plan and to continued business development.

A breakdown of these expenses shows:

• a 7% increase in commissions paid to business providers;

• a 7% rise in IT expenses on capitalized projects linked to significant progress in strategic projects or their completion (notably *#Innove2020* & *Purple#Care*).

3.5. CONTRIBUTION OF COMPANIES ACCOUNTED FOR BY THE EQUITY METHOD

BPCE IARD – 50.0%-owned

BPCE IARD earned €16.3 million of gross income in 2020, down 36% year-on-year, and contributed €4.9 million to IFRS consolidated income. The main movements between 2019 and 2020, excluding IFRS restatements, were as follows:

• revenue rose 5% during the year, thanks to portfolio growth and price hikes. The health crisis had a limited impact on commercial activity, thanks to measures taken across the whole of the sales network and the impact of the recovery plan launched in May 2020;

• the gross loss ratio deteriorated by 22.4 points to 92.9%, reflecting the impact of the health crisis on operating-loss insurance claims from hotels, cafes and restaurants;

• net financial income declined by €2.8 million, primarily due to lower interest rates and lesser capital gains realization;

• operating expenses (including commissions) rose 4%, fueled by underlying business growth and its direct impact on claims management costs and paid commissions (+6% year-on-year). Operating expenses and commissions paid to business providers represented 24% of earned premiums, a 0.3-point improvement relative to 2019.

Adir – 34%-owned

The Lebanese government's default on March 7, 2020 exacerbated the economic situation, and conditions were further undermined by the Beirut port explosion against a backdrop of the pandemic. Political instability also continues.

The bancassurer Adir is exposed to the following main risks: ownership of Lebanese treasury bills, exposure to Lebanese banks, inflation and devaluation risk on the local currency.

Natixis Assurances wrote off its 34% equity interest in Adir in full. Adir's contribution to consolidated income was negative to the tune of €21.8 million (+€3.2 million in 2019).

3.6. CONSOLIDATED NET INCOME

In conditions of profitable business development, consolidated operating income advanced 10% to €490 million.

Tax expense amounted to €172 million and equated to 38.0% of pre-tax income (excluding equity-accounted interests) versus 37.5% in 2019. .

Consolidated net income (group share) totaled €263 million, unchanged from 2019.

3.7. POST-CLOSING EVENTS

Nil.

3.8. 2021 OUTLOOK

In financial terms, continued low interest rates are liable to again exert pressure on insurers' investment margins, thereby lending weight to the continuation of the diversification strategy pursued in recent years to limit dilution of returns.

2021 should bring growth in business, fueled by momentum generated by the new offerings deployed in recent years, and should also benefit from the rollout of the single non-life insurance operational model.

2021 will also be devoted to preparing for upcoming regulatory changes, particularly IFRS 17.

4. THE NATIXIS ASSURANCES COMPANY'S BUSINESS REPORT

4.1. ACTIVITY AND NET INCOME

In line with its corporate purpose, the company's activity remains limited to the management and financing of its shareholdings.

The activity of the main subsidiaries was discussed in the Management Report on the group's activity for fiscal year 2020.

Almost all the company's income consists of the €249 million in dividends received from its subsidiaries and affiliates (€276 million in 2019), which can be broken down as follows:

(in € thousands)	2019	2020
BPCE Vie	170,452	146,332
BPCE Prévoyance	15,976	18,071
BPCE Assurances	75,935	71,721
BPCE IARD	3,553	4,234
Adir	2,452	0
Natixis Life	7,700	8,200
Total	**276,067**	**248,558**

In addition, the company recorded €27 million in interest income on loans to subsidiaries and incurred €30 million in financial expenses on loans, as well as a €5.5 million charge stemming from the 100% write-off of the ADIR subsidiary, resulting in net financial income of €239 million.

Operating income, consisting mainly of holding company expenses and investment management fees, came out at -€4.5 million versus -€4.0 million in 2019.

Net income totaled €235 million, down 14% versus the €268m recorded in 2019.

4.2. APPROPRIATION OF EARNINGS

A proposal was made for the sum comprised of:

- income for the period €234,789,390.94
- plus retained earnings €105,096.23

making a total amount available
for distribution of €234,894,487.17

to be distributed as follows:
- distribution of a dividend of €34,724,041.74
- legal reserve €0.00
- balance to retained earnings €200,170,445.43

making distributed earnings of €234,894,487.17

The proposed dividend would result in a payment of €1.79 for each of the 19,398,906 shares making up the share capital.

Shareholders' funds at the close of fiscal 2020, after appropriation of 2020 earnings, would total €1,486,801,043.94.

In accordance with the law, we hereby inform you that the following dividends were paid in respect of the past three fiscal years:

	2017	2018	2019
No. of shares receiving dividends	19,398,906	19,398,906	19,398,906
Dividend per share	€7.95	€9.75	€13.83
Total amount of dividends	**154,221,303**	**189,139,333**	**268,286,870**

4.3. INFORMATION CONCERNING THE SHARE CAPITAL

Natixis Assurances' share capital amounted to €148,013,652.78 at December 31, 2020.

The share capital comprised 19,398,906 shares with a nominal value of €7.63.

In accordance with the provisions of Article L. 233.13 of the French Commercial Code, it is specified that 99.999% of the share capital and voting rights at Shareholders' Meetings are held by Natixis.

Shareholder	Number of shares
Natixis SA	19,398,905
Other physical persons	1
Total	**19,398,906**

4.4. ANALYSIS OF DEBT POSITION (ART. 225-100 OF THE FRENCH COMMERCIAL CODE)

Natixis Assurances' debt position is the result of the investment management policy and the strict capital allocation policy adopted by its shareholder, under which all earnings and available reserves are distributed.

As such, loans are not issued for the purpose of funding the operation of companies belonging to the Group (these companies possess substantial cash flows), but only to meet the regulatory solvency capital requirements necessary for the development of assets under management and insured risks.

The detailed presentation of subordinated loans issued by the companies is given in the notes to the consolidated financial statements. During fiscal 2020, Natixis Assurances issued a new 10-year subordinated loan to Natixis for the amount of €350 million. At December 31, 2020, Natixis Assurances benefited from:

- credit facilities totaling €44 million and granted by Natixis;
- medium-term senior loans totaling €402 million of which €392 million granted by Natixis and €10 million by BPCE Vie;
- €22 million of perpetual subordinated loans and €783 million of dated subordinated loans granted by Natixis;
- a perpetual subordinated bond of €251 million.

The interest expense incurred by Natixis Assurances came to €35.8 million in 2020 versus €25.2 million in 2019.

4.5. LUXURY EXPENSES

In accordance with the provisions of Article 223 quater of the French General Tax Code, we inform you that the company did not incur any of the expenses or expenditures referred to in section 4 of Article 39 of the said code during the fiscal year.

4.6. INFORMATION RELATING TO CUSTOMER AND TRADE PAYABLES

Pursuant to the Fédération Française de l'Assurance circular of May 29, 2017, the information shown in the table below does not include transactions related to insurance and reinsurance policies.

According to Articles L 441-6-1 and D 441-4 of the French Commercial Code, we inform you that the amount of customer payables was zero and that the amount of trade payables recorded in the balance sheet for the year ended December 31, 2020 (excluding invoices yet to be received) was €6k, broken down as follows:

(in € thousands)	Number of invoices	Payables due > 60 days	Payables due from 30 to 60 days	Payables due < 30 days	Payables falling due < 30 days	Payables falling due from 30 to 60 days	Balance
Total	1	-	-	-	6	-	6

4.7. CONSOLIDATION METHODS AND TAX CONSOLIDATION

Natixis Assurances is a 99.99%-owned subsidiary of Natixis. As such, it is fully consolidated in its shareholder's financial statements, and in the financial statements of BPCE, the majority shareholder of Natixis.

Natixis Assurances and the subsidiaries in which it holds more than 95% of the share capital are members of the tax group established by Natixis pursuant to Articles 223-A and following of the French General Tax Code. Their income is determined as if they were taxed separately.

The tax consolidation agreement in force at Natixis is based on the principle of neutrality, whereby each subsidiary determines its tax and contributes to the group's tax as if it were not consolidated. The tax expense owed by each subsidiary is not amended as a result of its tax consolidation.

On December 14, 2018 the subsidiary BPCE Vie and Natixis signed a rider to the tax consolidation agreement. The rider stipulates that in the event of a tax deficit, the subsidiary shall definitively receive from the parent company a sum equal to the corporate income tax saving recorded by the tax group.

Any tax savings or expenses generated by consolidation are recognized by the parent company, Natixis

4.8. RESEARCH & DEVELOPMENT

The company does not have any R&D operations.

4.9. EMPLOYEE SHAREHOLDING

Natixis Assurances did not have any employees at December 31, 2020. Consequently, the provisions of Article L. 225-102 of the French Commercial Code do not apply.

4.10. STATEMENT OF EARNINGS

In accordance with the provisions of Article R. 225-102 of the French Commercial Code, this report includes a statement of the company's earnings for each of the past five fiscal years.

5. SOCIAL AND ENVIRONMENTAL INFORMATION

Companies under the control of a company that includes them in its consolidated financial statements in accordance with article L. 233-16 of the French Commercial Code are not obliged to publish a statement of non-financial performance if the company that controls them is established in France and publishes a consolidated statement of non-financial performance in accordance with part II of the said article or if the company that controls them is established in another European Union member state and publishes a corresponding statement pursuant to the legislation applicable to it.

6. CORPORATE GOVERNANCE REPORT

France's ordinance n°2017-1162 of July 12, 2017 and decree n°2017-1174 of July 18, 2017 provide for a corporate governance report to be prepared by the Board and attached to the management report. As permitted by article L. 225-37 of the French Commercial Code, the elements contained in this report are included in this dedicated section of the management report.

6.1. METHODS OF EXERCISING SENIOR MANAGEMENT

Pursuant to article L. 225-37-4 of the French Commercial Code, we inform you that the Board of Directors chose one of the two methods of exercising senior management provided for in article L. 225-51-1 of the Commercial Code.

As a result, in accordance with legislation and article 14 of the company's articles of association, Natixis Assurances' senior management is assumed under the responsibility of a Chief Executive Officer, appointed by the Board of Directors; the Board also appointed two Deputy Chief Executive Officers.

6.2. INFORMATION ON CORPORATE OFFICERS

List of corporate offices

In accordance with the provisions of Article L. 225-37-4 of the French Commercial Code, the list of all the corporate offices held in any company by each of Natixis Assurances' corporate officers during the fiscal year is provided in Annex 1 of this report.

Compensation paid to corporate officers and directors' fees

The company's articles of association provide for attendance fees to be apportioned among the members of the Board of Directors according to the governance rules in force within Groupe BPCE.

The members of the Board of Directors of Natixis Assurances received a total sum of zero (€0) in respect of attendance fees for fiscal year 2020.

In accordance with the governance rules applied by BPCE and Natixis, the offices held by BPCE and Natixis employees, as well as Natixis in the capacity of legal entity, do not entitle the officers to attendance fees. Consequently, no attendance fees were paid to employees for their participation in Natixis Assurances board meetings.

Terms of offices of the directors

We inform you that the offices of Mr Nicolas Namias and Natixis as directors are due to expire at the end of the General Shareholders' Meeting convened to approve the financial statements for the fiscal year ended December 31, 2020.

Pursuant to the articles of association, we propose the renewal of the offices of Mr Nicolas Namias and Natixis as directors, for a term of six (6) years expiring at the end of the General Shareholders' Meeting of 2027 convened to approve the financial statements for the fiscal year ended December 31, 2026.

Terms of offices of the statutory auditors

We inform you that no office held by a statutory auditor is due to expire at the end of the General Shareholders' Meeting convened to approve the financial statements for the fiscal year ended December 31, 2020.

6.3. RELATED-PARTY AGREEMENTS

We inform you that no agreements subject to article L. 225-38 of the French Commercial Code were concluded during the fiscal year ended December 31, 2020 between Natixis Assurances and:

- one of its directors;
- a company with which Natixis Assurances has common directors;
- a shareholder owning more than 10% of the share capital.

However, we inform you that with respect to agreements concluded previously by the company and subject to article L. 225-38 of the Commercial Code, the following agreements continued to produce their effects in fiscal 2020::

- the General Framework Agreement signed between CNP Assurances (acting in its name and on its own behalf and in the name of and on behalf of its subsidiaries), BPCE (acting in its name and on its own behalf and/or depending on the case (i) in the name of and on behalf of members of the Caisse d'Epargne network in its capacity of central institution of the Caisse d'Epargne network (ii) in the name of and on behalf of members of the Banque Populaire network in its capacity of central institution of the Banque Populaire network, and/or (iii) in the name and on behalf of its subsidiaries), Natixis (acting in its name and on its own behalf and/or depending on the case, in the name and on behalf of its subsidiaries), Natixis Assurances, ABP Vie and ABP Prévoyance.
- the Shareholders' Agreement on Ecureuil Vie Développement signed by CNP Assurances, Natixis Assurances and BPCE, in the presence of Ecureuil Vie Développement.
- the Secondment Agreement providing for the secondment of CNP Assurances staff to Ecureuil Vie Développement, signed between CNP Assurances and Ecureuil Vie Développement, in the presence of Natixis Assurances and ABP Vie.
- the Partnership Framework Agreement between Groupe BPCE and the Covéa Group specifying the conditions for placing different BPCE IARD policy lots in run-off, the operational conditions regarding BPCE IARD, the compensation principles in the event of large-scale termination of in-force policies subscribed for by Banques Populaires with BPCE IARD and a new subscription with BPCE Assurances.
- the Shareholders' Agreement between Natixis Assurances and Covéa Participations regarding the ownership of BPCE IARD and which is notably designed to determine the conditions under which Covéa may exercise its faculty to sell shares in BPCE IARD to Natixis Assurances and to maintain the current government principles.

6.4. DELEGATIONS GRANTED BY THE GENERAL SHAREHOLDERS' MEETING TO THE BOARD OF DIRECTORS

No delegations subject to articles L. 225-129-1 and L. 225-129-2 of the French Commercial Code were granted by the General Shareholders' Meeting to the Board of Directors in respect of the fiscal year ended December 31, 2020.

7. PROCEDURES USED TO PREPARE AND VERIFY ACCOUNTING AND FINANCIAL INFORMATION

7.1. OBJECTIVES OF THE PROCESS

The process of preparing and verifying accounting and financial information serves two purposes:
- ensuring the accuracy and existence of assets and liabilities;
- producing appropriate and sufficient financial information regarding changes in assets and liabilities during the fiscal year in question.

Attaining these objectives relies on:
- continuous monitoring of day-to-day production operations and particularly accounting production;
- the process of closing the accounts and producing summary financial information, including that for the notes to the accounts.

7.2. RESOURCES EMPLOYED

7.2.1. Organisation of staff devoted to the process

Preparation of accounting and financial information is primarily the responsibility of the financial departments of Natixis Assurances' two business lines (Life and Personal Protection Insurance, and Non-Life Insurance). This responsibility is upheld via the functions they assume in terms of accounting, budget control, financial reporting and steering, and design and steering of IT systems used to produce financial information.

In addition, the financial department of the Life and Personal Protection Insurance business line is responsible for preparing Natixis Assurances' consolidated financial information. This information is established according to Natixis's rules for translating IFRS rules and interpretations as adopted by the European Union.

Furthermore, these financial departments process essential information that is prepared and/or validated by organizational entities housed within the two business lines and holding various responsibilities in the actuarial, investment portfolio management and risk management fields.

The reliability and consistency of the work of each of these entities are therefore necessary conditions for the quality of the financial information process. More generally, accounting period-ends require the intervention of most business-line departments as well as contractors in charge of delegated activities.

7.2.2. Financial Department

7.2.2.1 Accounting

Accounting activity is structured according to the type of work performed:

• technical accounting teams, which are responsible for processing the issuance of premiums, benefits and fees/commissions, along with the associated banking movements;

• teams responsible for preparing individual (non-consolidated) financial statements, and tasked with centralizing accounting and account construction for the establishment's various entities and the preparation of annual tax results and various prudential reports;

• teams responsible for processing operations relating to employed resources, i.e. recording and payment of "supplier" and "client" invoices, recording and monitoring of fixed assets, recording and control of personnel expenses, quarterly operating-expense account closes, tax declarations and payment of indirect taxes. These teams work in close collaboration with budget control and analytical accounting teams, particularly on period-end work;

• service in charge of accounting and reporting on investments and investment income. The team is tasked with exercising detailed control over the situation and accounting of the Life and Personal Protection Insurance business line's investment portfolios, this function having been outsourced since end-2008 to Caceis Fund Administration, the subsidiary of Caceis Bank specialized in administration, accounting and valuation services for UCITS and institutional portfolios. It is also responsible for establishing the inventory of investments and the investment income account for each entity, as well as contributing to the preparation of associated financial information concerning investments held by insurance companies.

• service in charge of consolidation, whose remit is to produce consolidated financial statements for the Natixis Assurances group according to IAS/IFRS and Solvency 2.

7.2.2.2 Management control

These teams' responsibilities cover the following two areas overall:

• analytical accounting and budget steering for the business lines' resources.

For the Life and Personal Protection Insurance business, costs are allocated and analyzed using the Activity-Based Costing (ABC) method and underpinned by SAP's Profit & Cost Management (PCM) software; for the Non-Life Insurance business line, a module focused more on operating expenses and analytical accounting has been developed using Essbase (Oracle);

• steering of results on the Natixis Assurances scope, via the production of consolidated financial statements. In this respect, the teams are tasked with analyzing changes in business activity and calculating margin formation, as well as helping to steer the different companies' profit.

7.2.2.3 Implementation of rule changes

A team devoted to analyzing IFRS and local rules and standards, and to examining their impacts on information processes and systems is operational within the Financial Department of the Life and Personal Protection Insurance business line.

7.2.3. Expertise and Customer Relations Center

Within the Expertise and Customer Relations Center, the bank client accounts & recovery department is in charge of all processes associated with monitoring incoming and outgoing monetary transactions on insurance activities (investment solutions & individual personal protection). The department's responsibilities are as follows:

• control automatic incoming/outgoing monetary movements;

• manage payment incidents: rejected transfers, rejected direct debits;

• receive incoming transfers on PEP regulated savings accounts and PERP regulated pension plans, premiums;

• manual outgoing payments (international transfers, fund advances, etc.);

• analyze and monitor pending insurance operations (actions/documents pending).

The department also houses a recovery activity that reclaims undue payments made on all activities (including payment protection insurance).

7.2.4. Investment Department

The team is responsible for implementing investment policy on all asset classes, steering joint decision-making bodies with investment management firms, checking to ensure adherence to investment management mandates, and participating in financial production work (analysis of securities showing losses and assessment of the obligation to proceed with impairments on the securities considered) during accounting period-ends.

7.2.5. Product Actuary and Inventory Departments

Dedicated functions operate within each business line in order to handle problems that are specific to the business line in question.

During inventories, actuarial and technical steering teams are in charge of controlling and validating underwriting reserves associated with commercialized products (reserve for claims payable, reserve for unearned premiums, predicted recoveries, reserves for management expenses, reserves for existing risks, etc.).

7.2.6. Data quality

Each team involved in producing data used to prepare financial information contributes to the implementation and translation of the data governance process. This process responds to the regulatory requirements applicable to the quality of data used in Solvency 2 calculations and reporting. More specifically, the process is notably geared to ensuring the accuracy, completeness and relevance of data.

7.3. IT SYSTEMS DEVOTED TO PROCESSES & DATA QUALITY

The business lines' IT system comprises various business-line or transversal applications, the main ones being described below.

7.3.1. Applications for inventorizing commitments and determining underwriting results

Policy management systems comprise various programs for calculating Life, Personal Protection and Property & Casualty underwriting reserves.

These applications first record the premium and benefit flows input by agencies or internal and external policy back-offices, then calculate interest and underwriting reserves based on general and particular contractual terms and conditions, subject to the rules set out in France's Insurance Code.

7.3.2. Data feed and general accounting applications

As far as possible given the characteristics of each company's activity, operational processes are unified for the purposes of security and business efficiency. However, the existence or maintenance of distinct processes is warranted by differences that exist in terms of ranges of products and insurance risks, policy management methods, history or development prospects.

Life and personal protection insurance business line

Focus on Matisse Assurance accounting software:

This People Soft GL solution entered production on January 1, 2009. One of Matisse Assurance's particularities is the ability to enhance recorded accounting entries via an information key that allow for multi-standard accounting (local standards, IFRS and Solvency 2).

As in previous years, operating conditions were satisfactory in 2020.

Focus on Finance's Life Insurance and Personal Protection Maintenance Committee:

This body steers operation of the different components of the Financial Department's IT system. It examines the operating conditions of the different transcoding, data feed and accounting interpretation modules located between policy management systems and accounting systems, as well as of general accounting software, reconciliation and clearing software, accounting decision-making software, accounting reporting software and, more generally, all applications devoted to the financial function.

The type and frequency of the errors identified in respect of the fiscal year were not liable to undermine the reliability of applications.

Application for recording operations on investment portfolios:

The task of recording and accounting for transactions on the companies' investment portfolios are outsourced to Caceis Fund Administration.

The recording process is largely automated within an STP process, starting with Ostrum Asset Management's front office (investment management is delegated to OAM) and ending with transaction accounting in GP3, a market software tool developed by Neoxam. Only complex financial instruments that are fairly uncommon and whose type and volumes do not warrant mass processing, are processed manually.

Divisional accounting is exported automatically to central accounting on a daily basis.

Natixis Assurances' teams perform review and control work. These reviews notably concern the following control points:

- cash and securities reconciliations;
- controls to check correct account allocation;
- controls on actuarial rates of acquisitions;
- controls on the valuation and recording of accrued coupons and premiums/discounts;
- coherency controls on the capitalization reserve and capital gains;
- coherency controls between individual company accounting, IFRS accounting and tax declarations;
- coherency controls on movements and stock;
- analytical review of financial income;
- reconciliations between management tools and accounting ERP software;
- justification of various equalization accounts.

Focus on the portfolio valuation process:

In order to estimate the fair value of securities in difficult market conditions, securities are valued by applying a process that combines, in order of preference:

- use of the last quoted price on a regulated market when this price is very recent and concerns significant transactions on a market that is sufficiently liquid;
- use of databases largely employed by market participants and institutional investors (Reuters, Bloomberg, Fininfo, Markit, etc.);
- interrogation of counterparties, so as to obtain a bid quote;
- very infrequently, in the absence of prices or quotes deemed relevant, re-calculation of a valuation using observable inputs on markets or reconstituted inputs.

The valuation process relies on the joint intervention of:

- investment managers, the securities database team and the risk management team of the company holding the investment management mandate for the portfolios held;
- the company in charge of accounting and valuation for the mandate.

Non-life insurance business line

BPCE Assurances possesses its own accounting system, Coda, which is interfaced with production tools and underpinned with proprietary management tools (Web XL, Yooz, Essbase and Microstrategy).

All BPCE Assurances' accounting entries were made via the Coda tool, which received accounting flows from the various production tools.

The Yooz tool is used to control, validate and book all the company's commitments via a workflow system.

7.3.3. Accounting reporting applications

Life and personal protection insurance business line

Accounts are centralized using the Open Executive tool. Open Executive inventory data is exported to Copernic in a fully automated manner via Datalink.

Non-life insurance business line

The reporting tool used is Assurétat. The business line exports its consolidation reports to Copernic.

Accounts are consolidated using the Copernic Finance tool. Copernic Finance is capable of responding both to the reporting obligations of business lines subject to banking regulations and of those subject to insurance regulations.

In terms of internal control, this organization method ensures native coherency of the financial statements at the Natixis Assurances level with those of Natixis, while also enhancing the ability of the consolidators to analyze the results of the said level.

7.4. CONTINUOUS MONITORING OF ACCOUNTING PRODUCTION OPERATIONS

Continuous monitoring is geared to verifying that day-to-day transactions are booked in a way which accurately and exhaustively reflects the transactions performed and that they are completely unwound within intended timescales or timescales consistent with those of management operations situated upstream.

Controls operations notably rely on automatic account justification and reconciliation software packages. These tools are used for all third-party accounts and bank accounts, as well as for policyholder advance accounts and provisions for future benefits.

The work notably involves checking that transactions are consistent with the amount credited to or debited from the company's bank accounts. This is notably the purpose of justification, then clearing operations on policyholder accounts and bank accounts, as well as banking reconciliations performed with accounts open in credit establishments.

7.5. PERIOD-END AND REPORTING PROCESS

The period-end accounting procedure is conducted within the dual environments of the Insurance business and Natixis.

A period-end process is performed on the accounts of each company every quarter, in conditions similar to a year-end process.

This period-end process comprises a plan that stipulates period-end dates, the documents needed and the elementary tasks to be carried out, as well as the allocation of responsibilities between the different departments participating in the period-end process. This allocation primarily concerns tasks to be performed, but also implies responsibility for validating the items essential for entities' earnings formation.

Quarterly accounts are presented by the Financial Department to the company's senior management.

The overall quality of the period-end process relies on:

• the coherency of the work performed by each contributing department and particularly on verifying the coherency of:

- flows recorded in accounting with those used by actuarial inventory for calculating inventory data, whether estimates of premiums, reserves or revaluations, etc.
- flows estimated during the period-end process with those estimated in budget forecasts;

• an analytical review of balance sheet and profit data, the level of detail of this analysis varying according to the importance and degree of sensitivity of the aggregate concerned.

This phase notably involves:

- justifying changes in income statement and balance sheet line items with reference to events occurring during the period;

- analyzing profit by type of margin and checking coherency with average contractual conditions or with earlier periods;

- checking the coherency of profits with forecasts and justifying discrepancies.

Elsewhere, within the framework of Solvency 2, the business lines rolled out tools and processes required by Pillar 3 reporting. This involved introducing reporting tools and enhancing the consolidation tool by incorporating prudential aspects.

7.6. ACCOUNTING CONTROL AND REVIEW PROCESS

The accounting review function is in charge of analyzing the quality and relevancy of the documentation concerning loss and profit entries recognized on unusual transactions, analyzing open items, preparing a report showing open items by level of risk, mapping accounting risks, reviewing justifications of balance-sheet accounts, controlling accounting/management reconciliations performed by the business lines, reviewing tax returns, controlling provisions set aside for various risks, analyzing justifications of manual entries by type, monitoring progress with the implementation of recommendations issued by control bodies, etc.

Within each business line, the function reports hierarchically to the Chief Financial Officer and functionally to the Chief Compliance Officer.

The two business lines' Review teams prepare summary memos for their management bodies. Recommendations are issued to business lines following intermittent or regular controls performed by Review teams. A control plan is prepared annually and formally validated by the person to whom the Review teams report. The function is integrated into Natixis's Review function.

2 CONSOLIDATED financial statements

CONSOLIDATED FINANCIAL STATEMENTS

BALANCE SHEET

ASSETS (in € thousands)	Notes	12/2020	12/2019
Goodwill	7.1	17,647	17,647
Portfolios of insurance company policies		-	-
Other intangible assets	7.1	163,617	171,852
INTANGIBLE ASSETS		**181,264**	**189,499**
Investment property	5.1	1,089,430	1,141,449
Unit-linked investment property		447,553	456,030
Held-to-maturity investments		*787,999*	*940,136*
Available-for-sale investments		*52,130,491*	*48,676,007*
Investments measured using the fair value option and held for trading purposes		*8,181,591*	*5,187,081*
Loans and receivables		*13,002,968*	*13,917,983*
Financial investments	5.1	**74,103,049**	**68,721,207**
Unit-linked financial investments	5.5	18,867,622	16,713,441
Derivatives and separate embedded derivatives		49,297	17,785
INSURANCE BUSINESS INVESTMENTS	5	**94,556,951**	**87,049,912**
INVESTMENTS IN AFFILIATES	3.7	**96,420**	**119,192**
SHARE OF CESSIONAIRES AND RETROCESSIONAIRES IN LIABILITIES RELATED TO INSURANCE POLICIES AND FINANCIAL CONTRACTS	6	**16,503,695**	**14,785,567**
Buildings used for operational purposes and other property, plant and equipment	7.1	66,544	93,043
Deferred acquisition costs		264,563	282,927
Deferred policyholder bonus assets	4.2	-	-
Deferred tax assets	7.3	20	67,992
Receivables arising from insurance or accepted reinsurance operations	7.1	871,572	798,020
Receivables arising from reinsurance cession operations		28,309	47,446
Tax receivable		114,968	87,510
Other receivables		165,240	208,466
OTHER ASSETS		**1,511,216**	**1,585,404**
AVAILABLE-FOR-SALE ASSETS AND DISCONTINUED OPERATIONS		**-**	**-**
CASH AND CASH EQUIVALENTS		**490,570**	**464,811**
TOTAL ASSETS		**113,340,116**	**104,194,385**

BALANCE SHEET

LIABILITIES (in € thousands)	Notes	12/2020	12/2019
Share capital or equivalent funds		148,014	148,014
Issue, merger and contribution premiums		1,097,937	1,097,937
Revaluation reserve net of shadow accounting adjustments		590,933	432,699
Other reserves and OCI that cannot be recycled to the income statement	7.1	36,918	37,486
Cumulative earnings		252,448	258,258
Consolidated net income for the year		**262,985**	**263,246**
Translation adjustments		1,534	1,830
SHAREHOLDERS' EQUITY (GROUP SHARE)		**2,390,770**	**2,239,469**
MINORITY INTERESTS		**189**	**189**
TOTAL SHAREHOLDERS' EQUITY		**2,390,958**	**2,239,658**
PROVISIONS FOR CONTINGENCIES	7.1	**34,804**	**28,834**
Subordinated debt		1,385,428	1,034,186
Financial debt securities		-	-
Other financial debt		488,039	480,369
FINANCIAL DEBT	5.3	**1,873,467**	**1,514,555**
Underwriting liabilities related to insurance policies		49,903,663	46,927,877
Underwriting liabilities related to unit-linked insurance policies		14,035,142	12,163,652
Underwriting liabilities related to insurance policies	6.1	**63,938,805**	**59,091,529**
Underwriting liabilities related to financial contracts with discretionary policyholder bonus		19,589,840	20,189,904
Underwriting liabilities related to financial contracts without discretionary policyholder bonus		-	-
Underwriting liabilities related to unit-linked financial contracts		5,230,792	4,947,984
Underwriting liabilities related to financial contracts	6.1	**24,820,632**	**25,137,888**
Separate contract derivatives		-	-
Deferred policyholder bonus – Liabilities	4.2	4,691,064	4,037,793
LIABILITIES RELATED TO CONTRACTS	6	**93,450,501**	**88,267,210**
Deferred tax liabilities	7.3	49,713	35,504
Amounts payable to consolidated UCITS unitholders		15	16
Operating debt securities		-	-
Operating debts payable to banking sector companies		33,933	56,739
Payables arising from insurance or accepted reinsurance operations	7.1	426,929	393,541
Payables arising from transferred reinsurance operations	7.1	10,350,730	9,869,867
Tax payable		2,007	8,421
Derivative liabilities and amounts payable on derivatives		14,346	62,438
Other payables		4,712,713	1,717,602
OTHER LIABILITIES		**15,590,386**	**12,144,128**
LIABILITIES OF AVAILABLE-FOR-SALE OR DISCONTINUED OPERATIONS		**-**	**-**
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		**113,340,116**	**104,194,385**

INCOME STATEMENT

(in € thousands)	Notes	12/2020	12/2019
Written premiums		10,598,738	12,534,633
Change in unearned premiums		*(41,255)*	*(22,890)*
Earned premiums	7.3	10,557,483	12,511,743
Revenue or income from other activities		-	-
Other operating income		160,658	162,282
Investment income		*1,522,886*	*1,687,236*
Investment expenses		*(364,194)*	*(311,975)*
Capital gains and losses on disposal of investments (net of reversals, impairments and amortization)		*152,578*	*182,460*
Change in fair value of investments measured at fair value through profit or loss		*341,249*	*1,841,093*
Change in write-downs on investments		*(176,093)*	*(55,886)*
Investment income (net of expenses)	5.1	**1,476,426**	**3,342,928**
Benefits paid to policyholders	6.1	**(10,358,059)**	**(14,154,506)**
Reinsurance cession income		2,530,600	2,715,978
Reinsurance cession expenses		(2,326,932)	(2,663,548)
Net income and expenses from reinsurance cessions	6.1	**203,668**	**52,430**
Expenses from other activities		-	-
Policy acquisition costs	7.3	(701,822)	(715,940)
Amortization of portfolio values and related items		-	-
Administrative costs	7.3	(668,175)	(585,612)
Other recurring operating income and expenses	7.3	(180,026)	(168,908)
Other non-recurring operating income and expenses		-	-
OPERATING INCOME		**490,153**	**444,417**
Financing costs		(38,724)	(38,718)
Share in income of associates	3.7	(16,904)	9,903
Income tax	7.3	(171,523)	(152,286)
After-tax income from discontinued activities		-	-
CONSOLIDATED NET INCOME	7.3	**263,002**	**263,316**
Non-controlling interests		17	70
Net income (group share)		262,985	263,246
Earnings/(loss) per share in €		13.56	13.57
Diluted earnings/(loss) per share in €		13.56	13.57

STATEMENT OF NET INCOME/(LOSS), GAINS AND LOSSES RECORDED DIRECTLY IN EQUITY

(in € thousands)	12/2020	12/2019
NET INCOME	**263,002**	**263,316**
Translation adjustments	(296)	377
Revaluation of available-for-sale financial assets	924,838	2,072,250
Revaluation of hedging derivatives	(5,513)	(4,750)
Revaluation of fixed assets	-	-
Actuarial gains or losses on defined-benefit schemes	(552)	(1,655)
Share of gains and losses recorded directly in the equity of associates	(679)	9,656
Shadow accounting adjustment before deferred tax	(706,299)	(1,818,137)
Tax	(53,971)	(68,621)
TOTAL GAINS AND LOSSES RECOGNIZED DIRECTLY IN EQUITY	**157,529**	**189,121**
NET INCOME AND GAINS AND LOSSES RECOGNIZED DIRECTLY IN EQUITY	**420,531**	**452,437**
o/w group share	420,527	452,435
o/w attributable to non-controlling interests	4	2

STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

	Group Share					Attributable to non-controlling interests	Total shareholders' equity
(in € thousands)	Share capital or equivalent funds	Additional paid-in capital	Total gains and losses recognized directly in equity	Cumulative earnings	Total group share		
Situation at 12/31/2018	**148,014**	**1,097,937**	**241,991**	**491,624**	**1,979,565**	**188**	**1,979,753**
Change in IAS 8 method and error corrections	-	-	-	-	-	-	-
Share capital at 12/2018 (corrected)	**148,014**	**1,097,937**	**241,991**	**491,624**	**1,979,565**	**188**	**1,979,753**
Gains and losses recognized directly in equity (1)	-	-	189,189	-	189,189	(68)	189,121
Consolidated net income for the fiscal year (2)	-	-	-	263,246	263,246	70	263,316
Total net income and gains and losses recognized directly in equity (1) + (2)	**-**	**-**	**189,189**	**263,246**	**452,435**	**2**	**452,437**
Dividends paid	-	-	-	(189,139)	(189,139)	-	(189,139)
Changes in share capital	-	-	-	-	-	-	-
Equity component of share-based payment plans	-	-	-	-	-	-	-
Changes in scope	-	-	-	(1,593)	(1,593)	-	(1,592)
Other changes	-	-	-	(1,800)	(1,800)	(1)	(1,801)
UCITS equity adjustments	-	-	-	(197)	(197)	-	(197)
Others	-	-	-	(1,603)	(1,603)	(1)	(1,604)
Situation at 12/31/2019	**148,014**	**1,097,937**	**431,180**	**562,337**	**2,239,469**	**189**	**2,239,658**
Change in IAS 8 method and error corrections	-	-	-	-	-	-	-
Situation at 12/31/2019 (corrected)	**148,014**	**1,097,937**	**431,180**	**562,337**	**2,239,469**	**189**	**2,239,658**
Gains and losses recognized directly in equity (1)	-	-	157,542	-	157,542	(18)	157,524
Consolidated net income for the fiscal year (2)	-	-	-	262,986	262,986	17	263,003
Total net income and gains and loss recognized directly in equity (1) + (2)	**-**	**-**	**157,542**	**262,986**	**420,528**	**(1)**	**452,437**
Dividends paid	-	-	-	(268,287)	(268,287)	-	(268,287)
Changes in share capital	-	-	-	-	-	-	-
Equity component of share-based payment plans	-	-	-	-	-	-	-
Changes in scope	-	-	-	-	-	-	-
Other changes	-	-	-	(940)	(940)	-	(940)
UCITS equity adjustments	-	-	-	(944)	(944)	-	(944)
Others	-	-	-	4	4	(0)	4
Situation at 12/31/2020	**148,014**	**1,097,937**	**588,723**	**556,096**	**2,390,770**	**188**	**2,390,958**

STATEMENT OF CASH FLOWS

(in € thousands)	12/2020	12/2019
Operating income before tax	**490,153**	**444,417**
- Capital gains and losses on sales of investments	(152,578)	(182,460)
+ Net allowances for depreciation and amortization	182,452	288,493
+ Change in deferred acquisition costs	18,364	18,907
+ Change in impairments	176,093	55,886
+ Net allowances for insurance underwriting provisions and liabilities related to financial contracts	2,758,864	6,210,289
+ Net allowances for other provisions	(8,855)	(5,748)
- Changes in fair value of financial instruments measured at fair value through profit and loss	(341,249)	(1,841,093)
- Other items without cash outflows included in operating income	(3,738)	4,458
Correction of items included in operating income that do not correspond to monetary flows and reclassification of financial and investment flows	***2,629,353***	***4,548,732***
+ Change in operating receivables and payables	481,715	635,444
+ Change in securities sold under repurchase agreements or bought under resale agreements	3,005,408	(2,826,400)
+ Cash flows from other assets and liabilities	26,962	(78,045)
- Net taxes paid	(184,624)	(157,933)
Net cash provided/(used) by operating activities	**6,448,967**	**2,566,216**
- Acquisitions of subsidiaries and joint ventures, net of cash acquired	-	-
+ Disposals of subsidiaries and joint ventures, net of cash disposed	-	-
- Investments in associates	-	(903)
+ Disposals of investments in associates	-	-
Cash flows generated by changes in scope	***-***	***(903)***
+ Disposals of financial investments (including unit-linked contracts) and derivatives	16,721,966	26,085,498
+ Disposals of investment property	71,017	2,659
+ Disposals of investments and derivatives in activities other than insurance	-	-
Cash flows generated by disposals and redemptions of financial assets	***16,792,983***	***26,088,157***
- Acquisitions of financial assets (including unit-linked contracts) and derivatives	(23,183,283)	(28,514,206)
- Acquisitions of investment property	(8,666)	(93,862)
- Acquisitions and/or issuance of investments and derivatives in other activities	-	-
Cash flows generated by acquisitions and issuance of financial assets	***(23,191,949)***	***(28,608,068)***
+ Disposals of property, plant and equipment and intangible assets	-	-
- Acquisitions of property, plant and equipment and intangible assets	(72,416)	(47,174)
Cash flows generated by acquisitions and disposals or property, plant and equipment and intangible assets	***(72,416)***	***(47,174)***
Net cash provided/(used) by investing operations	**(6,471,383)**	**(2,567,989)**
+ Membership fees	-	-
+ Issuance of capital instruments	-	-
- Redemptions of capital instruments	-	-
+ Transactions in own shares	-	-
- Dividends paid	(268,287)	(189,139)
Cash flows generated by transactions with shareholders and cooperative shareholders	***(268,287)***	***(189,139)***
+ Cash generated by issuance of financial debt	394,000	30,000
- Cash allocated to redemptions of financial debt	(16,000)	(107,000)
- Interest paid on financial debt	(38,724)	(38,718)
Cash flows generated by Group funding	***339,276***	***(115,718)***
Net cash provided/(used) by financing operations	**70,989**	**(304,857)**
Cash and cash equivalents at January 1, 2020	**408,072**	**714,737**
+ Net cash provided/(used) by operating activities	6,448,967	2,566,216
+ Net cash provided/(used) by investing operations	(6,471,383)	(2,567,989)
+ Net cash provided/(used) by financing operations	70,989	(304,857)
+ Impact of changes in exchange rates on cash and cash equivalents	(8)	(35)
Cash and cash equivalents at December 31, 2020	**456,637**	**408,072**
o/w:		
Cash and cash equivalents	*490,570*	*464,811*
Operating debts payable to banking sector companies	*(33,933)*	*(56,739)*

Notes to the consolidated financial statements

1. SIGNIFICANT EVENTS OF 2020

1.1. COVID-19

On March 11, 2020, the World Health organization qualified the Covid-19 epidemic as a pandemic. This unprecedented global health crisis had substantial repercussions on socio-economic models, ushering in the introduction of stringent restrictions applicable to movements of both goods and people, and triggering a plunge in economic activity and severe financial-market volatility. Taking into account the complexity and the economic instability linked to this situation, Natixis Assurances adapted its procedures in line with government decisions throughout 2020, by keeping continuous watch over the situation and introducing associated operational measures. The pandemic did not call into question the company's business continuity or that of its suppliers and sub-contractors.

Against this backdrop, Natixis Assurances committed itself alongside the French Insurance Federation (FFA) to all of the measures put in place to aid recovery:

• by contributing to the national effort: Natixis Assurances committed to a series of extra-contractual solidarity measures designed to support its policyholders in coping with the consequences of the health crisis. In addition, the subsidiaries contributed €14 million to the Solidarity Fund set up by the French authorities to assist companies, freelancers and business proprietors who were particularly hard-hit by the Covid-19 crisis;

• by contributing to the relaunch of our economy: €60 million participation in the sustainable investment program - Assureurs - Caisse des Dépôts Relance Durable France - primarily for the benefit of midcaps and SMEs, and the tourism and health sectors.

In addition, an exceptional health contribution was approved in France's 2021 Social Security Financing Law – articles 3 and 13 – and applies at a rate of 2.6% to contributions due in respect of 2020 and at 1.3% to those due in respect of 2021. The overall impact of €3 million was recorded in Provisions for claims payable on December 31, 2020.

Elsewhere, the contribution to net consolidated income from BPCE IARD, accounted for by the equity method at the rate of 50%, was affected by the deterioration in operating loss insurance claims by restaurant owners. After factoring in the impact of reinsurance and other events during the period, the contribution from BPCE IARD amounted to €5 million in 2020 versus €7 million in 2019.

1.2. EQUITY INTEREST IN ADIR – LEBANESE PAYMENT DEFAULT

Natixis Assurances owns 34% of the Lebanese bancassurer Adir. Unable to honor upcoming debt instalments, Lebanon declared itself in default on 7 March 2020. Negotiations between the Lebanese state and its creditors are still ongoing. The country is undergoing a severe economic, political and social crisis. Adir is exposed to the following main risks: ownership of Lebanese treasury bills, exposure to Lebanese banks, inflation and devaluation risk on the local currency.

The equity-accounted interest in Adir, which was recorded as an asset on the group's balance sheet under Investments in affiliates with a value of €22 million at December 31, 2019, including €1.7 million of goodwill, was written off in full and assigned a value of zero at December 31, 2020.

The contribution to income at December 31, 2020 was recorded at -€22 million.

1.3. FINANCING

Natixis Assurances took out a €44 million, one-year senior loan with Natixis on June 22, 2020, at a variable rate equivalent to 6-month Euribor +0.27%.

In addition, it took out a €350 million 10-year subordinated loan with Natixis on October 20, 2020, at a fixed rate of 1.708%. This loan was used to finance two subordinated loans to subsidiaries, in order to maintain their required solvency capital coverage. These two loans were granted on October 20, 2020 at a fixed rate of 1.708% for 10 years.

2. IFRS

2.1. SET OF STANDARDS APPLIED

The financial statements are prepared in accordance with:

• IFRS as adopted by the European Union;

• CRC (French Accounting Regulation Committee) Regulation N°. 2000-05 on the rules for consolidating companies governed by the French Insurance Code and on the French Insurance Code for insurance policies and reinsurance treaties subject to the provisions of IFRS 4.

The financial statements are also prepared with reference to:

• the summary of the work carried out by the CNC's working groups on the specific conditions of IFRS implementation by insurance entities, updated in January 2007;

• CNC Recommendation No. 2013-05 of November 7, 2013 on the format of the financial statements of insurance entities under international accounting standards;

• CNC Recommendation published on December 19, 2008 on the conditions for recognizing deferred policyholder bonus assets in the consolidated financial statements of insurance entities;

• Accounting Regulatory Committee (ANC) recommendation n° 2016-01 of December 2, 2016 concerning information to be mentioned in the notes to consolidated financial statements prepared according to international standards.

2.2. TEXTS APPLICABLE SINCE JANUARY 1, 2020

Amendments to IAS 1 and IAS 8 "Definition of material"

These amendments were adopted by the European Commission on November 29, 2019 and are of mandatory application as from January 1, 2020. They clarify the definition of the term "material", so as to make it easier to judge whether information is material or not, and to improve the relevance of the information presented in the notes to the financial statements. These amendments do not have any impact on Natixis Assurances' accounts.

Amendment to the "Contractual framework"

This amendment was adopted by the European Commission on November 29, 2019 and is of mandatory application as from January 1, 2020. It is designed to replace the references to previous frameworks that exist in various rules and interpretations, with references to the revised contractual framework. This amendment does not have any impact on Natixis Assurances' accounts.

Amendment to IFRS 3 "Business combinations"

This amendment was adopted by the European Commission on April 21, 2019 and is of mandatory application as from January 1, 2020. It clarifies the definition of a business and specifies how to determine if an acquisition should be recognized as a business combination (acquisition of a business) or as an acquisition of assets. This amendment does not have any impact on Natixis Assurances' accounts.

Amendment to IFRS 16 "Covid-19-related rent concessions"

This amendment was adopted by the European Commission on October 9, 2020 and is applicable retrospectively from June 1, 2020. The amendment provides for optional and temporary relief linked to the Covid-19 crisis for lessees benefiting from lease concessions. This amendment did not have any impact on Natixis Assurances' accounts.

Amendments to IFRS 9, IAS 39, and IFRS 7 "Interest-rate benchmark reform – Phase 2"

The "Interest-rate benchmark reform – Phase 2" amendments to IFRS 9, IAS 39, IFRS 7, IFRS 4 and IFRS 16 were adopted by the European Union on January 13, 2021. These amendments are applicable as from January 1, 2021, but with early-application permitted. Natixis Assurances decided to opt for early application as from December 31, 2020.

These amendments define the accounting treatment applicable to financial assets and liabilities concerned by the transition to alternative benchmark interest rates. They also provide an exemption as regards the application of hedge accounting, in order to allow hedge accounting to be maintained after the change in benchmark rates. Natixis Assurances is primarily exposed on financial assets to the EURIBOR and LIBOR rates. The amount of financial assets indexed to these indices, and which mature after December 31, 2021, are presented in note 5.7.

Moreover, during its meeting of November 23, 2019, the IFRS Interpretations Committee (IFRS IC) issued its conclusions on the method to be used for assessing the enforceable period of leases (IFRS 16). The French Accounting Regulation Committee (ANC) published a new statement of conclusions relating to the application of IFRS 16 to French commercial leases. This new statement of conclusions replaces that published on February 16, 2018. The application of this set of conclusions and considerations does not have any material impact on Natixis Assurances' consolidated financial statements.

2.3. STANDARDS AND INTERPRETATIONS NOT USED

The standards and interpretations published by the International Accounting Standards Board (IASB), adopted by the European Union and of mandatory application in 2020 were applied in the financial statements at December 31, 2020, notably the texts that came into force in 2019..

2.4. IMPACT OF SOON-TO-BE APPLICABLE STANDARDS

IFRS 9. Financial instruments

Natixis Assurances se prépare à l'entrée en vigueur d'IFRS 9 qui Natixis Assurances is preparing for the entry into force of IFRS 9, which will mandatorily replace IAS 39. This new standard was adopted by the European Commission and deals with the following subjects:

- classification and measurement of financial assets and liabilities;
- impairment based on credit risk;
- hedge accounting.

Main impacts of changes in classification principles

IFRS 9 sets out a logic for classifying assets according to their type:

- equity instruments are measured at fair value through profit and loss, unless the option to classify them at fair value through non-recyclable equity is used at the time of purchase (no recycling of realized gains or losses to income);
- shares in funds are measured at fair value through profit and loss;
- debt instruments are recorded according to their management model and their contractual characteristics:
- if the management model is to retain the assets so as collect contractual cash flows and if the SPPI criterion (described below) is respected, then the instruments are measured at amortized cost,
- if the management model is geared both to collecting contractual cash flows and to selling the instruments so as to register gains and if the SPPI criterion is respected, then the instruments are measured at fair value through equity,
- in other cases, the instruments are recognized at fair value through profit and loss.

The Solely Payments of Principal and Interest (SPPI) criterion is verified when the contractual flows from the debt instrument solely comprise repayment of the principal initially lent and payment of the interest on this principal, with remuneration essentially based on the passage of time and credit risk.

Application of the classification and measurement chapter of IFRS 9 should lead to a higher proportion of securities being measured at fair value through profit and loss, as the majority of equities, shares in funds and debt securities do not satisfy the SPPI criterion (see IFRS notes in section 5.6 IFRS9 notes during the transitional period).

Main impacts of the new approach to impairment

IFRS 9 introduces a new model concerning impairment for credit risk based on projected losses. This model will apply to debt instruments and to loans valued at amortized cost or at fair value through recyclable equity.

Whereas the IAS 39 impairment model is founded on proven credit losses, IFRS 9 requires recognition at least of the credit losses projected over the next 12 months and, in the event of any significant increase in credit risk since initial recognition of such losses, recognition of the credit losses projected at maturity. The amount of projected credit losses incorporates the probability of default as well as exposure at default.

Application of this new impairment model is liable to lead to an increase in impairments for credit risk booked against income. In view of their more prospective nature, these impairments will be more volatile than the impairments booked under IAS 39.

Option to defer application of the standard

In accordance with regulation (EU) 2017/1988 of November 3, 2017, insurance entities, as well as insurance sectors of financial conglomerates, may now opt under certain conditions to defer application of the IFRS 9 rule until January 1, 2023, whereas it was previously mandatory as from January 1, 2018. On March 17, 2020, the IASB voted in favor of deferring the entry into force of the new international accounting rule for insurance liabilities to January 1, 2023. This decision was also accompanied by the extension of the temporary exemption from applying IFRS 9 (Financial instruments) provided for in IFRS 4. In this respect, after analyzing the ratio of insurance liabilities relative to consolidated liabilities, Natixis Assurances opted to defer application of IFRS 9 to January 1, 2022. However, the company is already conducting work on analyzing the standard and reviewing the portfolio, and is continuing this project with reference to the new schedule.

IFRS 17. Insurance contracts

Following the IASB's vote in March 2020 to defer the application date, IFRS 17 will enter force on January 1, 2023. At the end of June 2020, the IASB published the amended IFRS rule in its definitive from. The adoption process for the standard at European level is ongoing and will continue until the end of 2021.

IFRS 17 will replace IFRS 4 and notably defines:

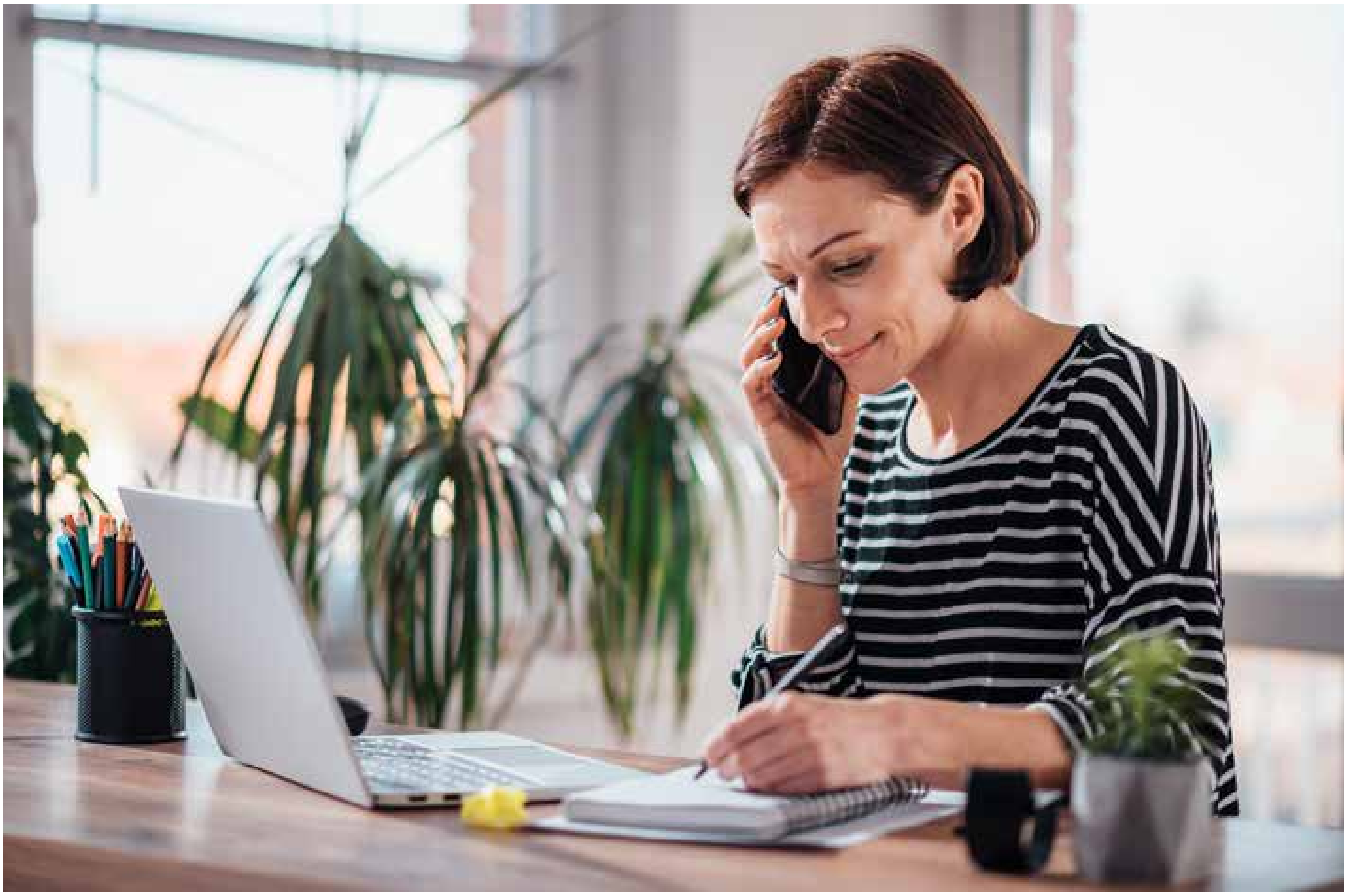
• the level at which contracts are aggregated (contracts issued within a maximum interval of one year, subject to similar risks and managed together) for the purposes of estimating their profitability;

• the accounting model applicable according to the contract's characteristics: (i) simplified approach for contracts whose hedging period is less than or equal to one year, (ii) variable fee approach for "direct participating" contracts, (iii) general model for contracts not covered by the two previous categories;

• the presentation in the financial statements and the information to be provided in the notes.

IFRS 17 is set to substantially change the way of measuring and recognizing insurance contracts.

Natixis Assurances set up project structures consistent with the magnitude of the changes induced by the standard and continued in 2020 the implementation work begun in 2018 and which involves the following: examination and documentation of choices associated with the standard, modeling, adaptation of systems and organizations, production of accounts and strategy for the switchover, financial communication and change management.



3. CONSOLIDATION SCOPE AND METHODS

3.1. CONSOLIDATION METHODS

Consolidation and equity-method accounting

The consolidation methods used are:

• full consolidation of controlled entities, within the meaning of IFRS 10;

• recognition of assets and liabilities for joint operations, within the meaning of IFRS 11;

• equity method accounting for joint ventures, within the meaning of IFRS 11 and in accordance with IAS 28;

• equity method accounting for associated companies under notable influence, within the meaning of IAS 28.

The full consolidation method involves replacing the carrying amount of the shareholding with the value of each of the components of the subsidiary's assets and liabilities. The part not giving control over the subsidiary's equity and income is presented separately in the balance sheet and the income statement under Minority interests.

The equity method involves replacing the carrying amount of the shareholding in the owner's books with Natixis Assurances' share in the entity's equity and income. The securities are recorded for this reassessed value in consolidated balance sheet assets under *Investments in affiliates.* The difference between the historic cost of the securities and their reassessed value is recorded in balance sheet liabilities under *Shareholders' equity (group share)* and in the income statement under *Share in income of associates.*

Reciprocal transactions

Reciprocal transactions between fully-consolidated companies are eliminated and notably include the following:

• intra-group dividends received;

• capital gains or losses on consolidated UCITS;

• acceptances, cessions and retrocessions in reinsurance;

• intra-group receivables, payables and provisions, as well as reciprocal income and expenses.

Foreign-currency translation of the financial statements of foreign subsidiaries and affiliates

Consolidated companies keep all their statements in euros, with the exception of ADIR, which is accounted for by the equity method and keeps its statements in Lebanese pounds.

In accordance with IAS 21, the financial statements are translated from the functional currency to the presentation currency according to the closing price method. Translation differences are taken to equity.

Consolidation of structured entities

IFRS 10 defines a single control model applicable to all entities, whether structured or not. The control of an entity must now be analyzed using three cumulative criteria: influence over relevant activities of the entity, exposure to the entity's variable returns and the ability to influence variable returns obtained by the entity.

3.2. CONSOLIDATION SCOPE

Entity	Method	Head office	12/2020		12/2019		Consolidation/ deconsolidation date
			% controlled	% interest	% controlled	% interest	
Full consolidation (FC)							
BPCE Vie	FC	30, avenue Pierre Mendès France, 75013 Paris	100%	100%	100%	100%	1997
BPCE Prévoyance	FC	30, avenue Pierre Mendès France, 75013 Paris	100%	100%	100%	100%	1997
BPCE Assurances	FC	88, avenue de France, 75013 Paris	100%	100%	100%	100%	2014
Natixis Life	FC	51, avenue J.F. Kennedy, L-1855 Luxembourg, Luxembourg	100%	100%	100%	100%	1998
BPCE APS	FC	88, avenue de France, 75013 Paris	53%	53%	53%	53%	2014
GIE BPCE Relations Assurances	FC	30, avenue Pierre Mendès France, 75013 Paris	100%	100%	100%	100%	2015
SCI Fructifoncier	FC	22, rue du Docteur Lancereaux, 75008 Paris	100%	100%	100%	100%	2004
SPPICAV Nami Investment	FC	22, rue du Docteur Lancereaux, 75008 Paris	100%	100%	100%	100%	2009
FCP Réaumur Actions	FC	43, avenue Pierre Mendès France, 75013 Paris	100%	100%	100%	100%	2005
FCT TULIP NOTE	FC	12, rue James Watt, 93200 Saint-Denis	100%	100%	100%	100%	2018
FCT NA F ECO IMM II	FC	12, rue James Watt, 93200 Saint-Denis	100%	100%	100%	100%	2019
Equity method (EM)							
BPCE IARD	EM	Chaban de Chauray, 79000 Niort Cedex	50%	50%	50%	50%	1997
Adir	EM	Banque Byblos, avenue Elias Sarkis, Beirut, Lebanon	34%	34%	34%	34%	2001
Ecureuil Vie Développement	EM	Héron Building, 66 avenue du Maine, 75014 Paris	51%	51%	51%	51%	2015
SCI DUO PARIS	EM	28-32, avenue Victor Hugo 75016 Paris	50%	50%	50%	50%	2017

There were no changes in the consolidation scope in 2020.

3.3. COMPANIES EXCLUDED FROM THE CONSOLIDATION SCOPE

UCITS and real-estate long-term investment holdings

As a first approach, the criterion used for including UCITS and real-estate long-term investment holdings in the scope of consolidation is as follows:

• according to IFRS 10 and IFRS 11, control over a fund is deemed to exist when Natixis Assurances has the ability to influence the fund's returns due to its power over the entity. Only substantial rights, that is when Natixis Assurances has the practical ability to exercise them, are taken into account;

• balance sheet total or net equity of the UCITS exceeds 0.5% of Natixis Assurances' investments;

• the total of entities excluded from the scope does not exceed 5% of total investments.

3.4. NON-CONSOLIDATED ENTITIES

The following list presents Natixis Assurances' non-consolidated entities. Investment vehicles whose net equity is higher than 0.5% of the total value of Natixis Assurances' investments - €432 million at December 31, 2020 – and in which Natixis Assurances owns more than a 25% interest, are presented in the table below:

Entity	% ownership 2020	Head office	Consolidation/deconsolidation date
NATIXIS IONIS	100%	43, avenue Pierre Mendès France, 75013 Paris	Control over fund or entity not established
SCPI ATLANTIQUE MUR RÉGIONS	79%	22, rue du Docteur Lancereaux, 75008 Paris	Control over fund or entity not established
SELECTIZ	55%	43, avenue Pierre Mendès France, 75013 Paris	Control over fund or entity not established
OPCI FRANCEEUROP IMMO P	55%	22, rue du Docteur Lancereaux, 75008 Paris	Control over fund or entity not established
SELECTIZ PLUS	53%	43, avenue Pierre Mendès France, 75013 Paris	Control over fund or entity not established
SCPI IMMO ÉVOLUTIF	50%	22, rue du Docteur Lancereaux, 75008 Paris	Control over fund or entity not established
ALLOCATION PILOTÉE ÉQUILIBRE	42%	43, avenue Pierre Mendès France, 75013 Paris	Control over fund or entity not established
AAA ACTIONS AGR ALIMENTAIRE	36%	43, avenue Pierre Mendès France, 75013 Paris	Control over fund or entity not established
MIROVA EUROPE ENVIRONNEMENT C	34%	59, avenue Pierre Mendès France, 75013 Paris	Control over fund or entity not established
VEGA EURO RENDEMENT FCP	27%	115, Rue Montmartre, 75002 Paris	Control over fund or entity not established
FRUCTI ACTIONS FRANCE	25%	43, avenue Pierre Mendès France, 75013 Paris	Control over fund or entity not established

3.5. NON-CONSOLIDATED LONG-TERM INVESTMENT HOLDINGS

Non-consolidated long-term investment holdings at December 31, 2020 were as follows :

Entity	% ownership 2020	Head office	Consolidation/deconsolidation date
SCI FONCIÈRE 2	100%	22, rue du Docteur Lancereaux, 75008 Paris	Materiality threshold not reached
AEDIFEX LIFE	100%	Avenue du Port 86C/320, 1000 Brussels, Belgium	Materiality threshold not reached
SCI FLI	7%	22, rue du Docteur Lancereaux, 75008 Paris	Control over fund or entity not established
INTER MUTUELLE ASSISTANCE	2%	118, Avenue de Paris, 79000 Niort	Control over fund or entity not established
SURASSUR	1%	534, Rue de Neudorf, 2015 Luxembourg, Luxembourg	Control over fund or entity not established

3.6. SIGNIFICANT MINORITY INTERESTS HELD IN GROUP SUBSIDIARIES

Natixis Assurances did not have any significant minority interests at December 31, 2020.

3.7. INTERESTS HELD IN AFFILIATES

The BPCE IARD, Adir and Ecureuil Vie Développement affiliates, which are accounted for by the equity method, impacted Natixis Assurances' consolidated financial statements by €96 million in balance sheet terms (Investments in affiliates) and -€17 million in net income terms, including a -€22 million contribution from Adir (see Significant events of 2020).

The real-estate trust SCI Tour Duo is also accounted by the equity method, but is recognized in the Investment property section as an investment linked to the insurance business. It impacted Natixis Assurances' consolidated financial statements by €99 million in balance sheet terms and did not have any meaningful impact in net income terms.

The financial information on affiliates is presented below:

Financial information on companies accounted for by the equity method (in € thousands)	12/31//2020				12/31//2019	Change
	Value of equity-accounted shares	Balance sheet total	Revenues	Net income	Value of equity-accounted shares	Value of equity-accounted shares
BPCE IARD	96,288	1,028,139	493,109	9,037	96,975	(688)
Adir	0	267,496	14,733	(19,656)	22,085	(22,085)
Ecureuil Vie Développement	133	21,043	-	1	132	1
TOTAL VALUE OF EQUITY-ACCOUNTED COMPANIES	**96,420**				**119,192**	**(22,772)**
SCI DUO PARIS	98,982	609,504	-	(348)	99,318	(336)
TOTAL VALUE OF EQUITY-ACCOUNTED INVESTMENT PROPERTY	**98,982**				**99,318**	**(336)**

3.8. INTERESTS HELD IN NON-CONSOLIDATED STRUCTURED ENTITIES

The non-consolidated structured entities held by Natixis Assurances are all investment vehicles backing underwriting commitments or shareholders' equity.

The table below presents the carrying value of Natixis Assurances' interests in non-consolidated structured entities, as well as the maximum exposure to the risk of loss attributable to these interests. Maximum exposure to risk of loss corresponds to the cumulative amount of the interests recorded in balance sheet assets plus commitments given. The size of the structured entities corresponds to the total issues of securitization vehicles recorded in balance sheet liabilities plus the net asset value of investment funds.

(in € millions)	Securitizations	Asset Management
Financial assets at FV through profit and loss (incl. unit-linked contracts)	0	12,661
Available-for-sale financial assets	498	4,874
Loans and receivables	0	0
Total Assets	**498**	**17,534**
Financing commitments given	55	517
Maximum exposure to risk of loss	**553**	**18,052**
Size of structured entities	**2,224**	**159,567**

3.9. FINANCIAL SUPPORT FOR STRUCTURED ENTITIES

Natixis Assurances did not grant any financial support to consolidated or non-consolidated structured entities in conditions of financial difficulty.

4. ACCOUNTING PRINCIPLES AND METHODS

4.1. USE OF ESTIMATES AND ASSUMPTIONS IN PREPARING THE FINANCIAL STATEMENTS

Preparation of the financial statements requires certain estimates and assumptions; it also calls for the use of judgment in applying the accounting principles described hereafter. The main balance sheet items concerned are goodwill (tested for impairment), financial instruments measured at fair value not listed on an active market, liabilities related to insurance policies and financial contracts, deferred policyholder bonuses assets (tested for recoverability), contingency provisions, notably for employee benefit commitments, and deferred tax assets.

The associated estimates and assumptions are mainly determined based on past experience, regulations, and the usual actuarial principles; they are subject to sensitivity analyses where required by standards or where doing so enables Natixis Assurance to exercise its judgment. These estimates and assumptions are regularly re-examined.

4.2. BALANCE SHEET

4.2.1. Goodwill

Goodwill is not amortized. Pursuant to IAS 36, it is tested for impairment where there is objective evidence of loss of value and at least once a year, at a date close to the annual closing date, with a provision being set aside if necessary.

For the purposes of these impairment tests, each amount of goodwill is allocated to the different cash-generating units (CGU), defined as the smallest identifiable group of assets and liabilities functioning according to their own business model. In practice, Natixis Assurances employs an approach by legal entity.

During impairment tests, the carrying amount of each CGU, including the value of goodwill allocated to it, is compared to its recoverable value. The CGU's recoverable value is defined as the value in use, calculated as the present value of the CGU's estimated future cash flows, based on the medium term plans prepared for the purposes of managing the Insurance business.

Concerning goodwill of entities acquired before January 1, 2004, the initial value retained under IFRS equates to the net carrying amount that they had under French GAAP at that date.

Treatment of goodwill related to equity-accounted entities

Pursuant to IAS 28.32 and IAS 28.42, goodwill related to an equity-accounted entity is not presented separately and cannot be subject to a separate impairment test. In this case, the entire carrying amount of the investment is tested as a single asset.

Regarding the real estate trust SCI Tours Duo, we performed a sensitivity analysis on the goodwill impairment test, using real-estate market value as a key assumption. We observed that a -10.6% fluctuation in the market would result in the recoverable value of the CGU being equal to its carrying amount.

Treatment of goodwill related to jointly-controlled entities

In accordance with IAS 27 and the method applied by Natixis for business combinations placed under long-term joint control, goodwill related to the acquisition of these entities is booked against consolidated shareholders' equity.

4.2.2. Capitalization of IT developments

Internally developed software meeting the criteria defined by IAS 38 is capitalized. It is amortized over its useful life, which is determined on a case-by-case basis according to a selection process common to all Natixis Group companies. For the main software developments, this useful life usually ranges from 1 to 13 years.

Only expenses incurred during the development phase are capitalized, with the costs generated by the research phase are recorded as expenses for the period.

Set-up costs are not capitalized and are directly expensed.

4.2.3. Investment property

In accordance with IAS 40.32A, Natixis Assurances opted for the fair value recognition of its investment property, with changes in the fair value of such property recognized in profit and loss. The investment property concerned is that of SCI Fructifoncier, SCI Duo Paris and SPPICAV Nami Investment.

4.2.4. Lease transactions

According to IFRS 16, the definition of lease contracts implies the identification of an asset and the lessee's control over the right of use on the asset concerned.

This control is established when the lessee holds the following two rights throughout the duration of use:

- the right to obtain virtually all the economic benefits arising from use of the asset;
- the right to decide the use of the asset.

For the lessee, IFRS 16 requires all leases consistent with the definition established by IFRS 16 to be recognized in the balance sheet in the form of a right of use on the leased asset, recognized in fixed assets, and a financial debt in respect of lease payments and other payments to be made during the course of the lease, recognized in liabilities.

Natixis Assurances makes use of the exceptions provided for in IFRS 16 by making no change to the accounting treatment of shorter-term leases (under 12 months) or leases concerning low-value underlying assets.

Determining the asset representing the right of use

On the commencement date of the lease, the asset associated with the right of use must be measured at cost.

This measurement comprises

• the initial amount of the leased asset;

• where applicable, the lease payments made on or before the lease commencement date, less lease incentives received;

• where applicable, the initial direct costs incurred by the lessee;

• an estimate of the costs that the lessee will incur for dismantling and removing the underlying asset as well as for restoring the site or for returning the underlying asset in the condition demanded by the terms and conditions of the lease.

The value of the right of use is liable to be adjusted later on if the lease is amended, if the term of the lease is re-estimated or in order to take account of contractual changes in lease payments related to the application of indices or rates.

Term of the lease

The right of use is amortized on a straight-line basis and the financial debt is amortized on an actuarial basis over the term of the lease.

In accordance with IFRS 16, the term of the lease corresponds to the leasing period during which cancellation is not possible, plus, where appropriate, periods covered by an extension option if exercise of that option by the lessee is reasonably certain and periods covered by a termination option if exercise of that option by the lessee is not reasonably certain. In general, the term is 9 years for French-law 3/6/9-type property leases. It is specified that the lease is no longer enforceable when the lessee and the lessor each have the right to terminate without the other party's permission, while incurring only a negligible penalty for doing so.

The concept of "reasonably" certain is assessed by taking into account all relevant factors determining whether Natixis Assurances has an economic benefit in exercising an option or not, such as:

• the conditions of exercising these options with respect to market conditions;

• important building/remodeling work conducted in the leased premises;

• the costs associated with terminating the lease;

• the leased asset's importance for Natixis Assurances, taking into account its specific nature or location;

• historic data concerning renewals on similar assets, but also strategy regarding the future use of assets.

Determining lease debt

On the lease commencement date, the payments taken into account to calculate the lease debt comprise sums payable that are related to the right to use the underlying asset over the term of the lease. These payments exclude value-added tax and occupancy tax, as these taxes are included in the scope of application of the IFRIC 21 interpretation Levies charged by public entities or authorities, as well as property ownership tax and any insurance premiums re-invoiced by the lessor, as these represent variable lease payments (on condition that the amounts reimbursed are not contractually pre-determined).

According to IFRS 16, payments are discounted either at the lease's implicit rate or the lessee's incremental rate, this latter rate being that at which the lessee would have to borrow over a similar term and with similar security, the funds necessary to obtain an asset of a similar value in a similar economic environment. Natixis Assurances applies the incremental rate to payments on its leases.

Presentation

The interest expense related to financial debt and the amortization of the right of use are recorded in the income statement on the Financing costs line and the Other recurring operating income and expenses line. Rights of use are presented in the fixed asset lines of the consolidated balance sheet where assets of the same category owned on a freehold basis are recorded. Lease debt is taken to the Other financial debt line in consolidated balance sheet liabilities.

4.2.5. Financial investments

Classification of financial investments

The classification of investment securities can be summarized as follows:

• **Held-to-maturity assets (HTM):** fixed-rate government bonds, some fixed-rate bonds without embedded derivatives, in particular those whose credit risk was deemed low and with sensitivity exceeding 3.7[(1)]. These assets are measured at amortized cost;

• **Available-for-sale assets (AFS):** some fixed-rate bonds without embedded derivatives, fixed-rate and fixed-plus-variable rate bonds, index-linked OATs (French treasuries), UCITS and SCPIs. These assets are measured at fair value, with the change in fair value over the period taken directly to shareholders' equity;

• **Assets held for trading purposes (trading):** money-market funds held for short-term cash management purposes; these assets are measured at fair value, with the change in fair value over the period taken directly to net income;

• **Assets under the fair value option (FVO):** financial instruments with embedded derivatives (convertible bonds, index-linked bonds and structured securities), as the embedded derivatives are not separated from the host contracts; these assets are measured at fair value, with the change in fair value over the period taken directly to net income;

• **Investments backing unit-linked policies:** in order to avoid any discrepancy between assets and liabilities, unit-linked assets and liabilities are measured under the fair value option

Derivatives

Derivatives are classified as assets or liabilities under the fair value option. Their variations in value are taken to income, except in the case of hedging instruments designated as such and effective.

Hedge accounting

Derivatives designated as hedging instruments within the framework of hedging relationships are recognized according to IAS 39.

At the inception of the hedging relationship, Natixis Assurances documents its objectives and its strategy in terms of risk management, and formalizes the effectiveness of the hedge, as soon as it is in place and over the term of the hedge, by demonstrating the retrospective and prospective effectiveness of the hedging relationship.

Natixis Assurances held currency swap contracts for the purposes of hedging a dollar-denominated bond portfolio for a notional value of €220 million at year-end 2020. These derivative instruments are recognized according to cash-flow hedge accounting principles (see point 5.2.1):

• The effective part of variations in the fair value of the derivative is taken to shareholders' equity;

• The loss or gain relating to the ineffective part is immediately recognized in the income statement.

(1) Except for bonds held by BPCE Prévoyance which are classified in AFS

Rules governing recognition in assets

The date of accounting recognition of financial instruments is the settlement date.

No transaction costs are directly incurred; the only costs re-invoiced by the asset manager are administrative costs. For bonds, the cost price recorded in the parent company financial statements is net of expenses; the actuarial rate at purchase used in the parent company financial statements is therefore unchanged under IFRS.

Securities lending and repos

Securities lent or lent under repurchase agreements are not de-recognized, as Natixis Assurances retains virtually all of the risks and advantages associated with them.

De-recognition

Financial investments are de-recognized when the contractual rights to the cash flows associated with the assets in question mature or are transferred or are considered to have been so because they belong de facto to one or more beneficiaries and when virtually all of the risks and benefits related to this financial asset are transferred.

Fundamental principles of investment valuation

The general principle is to use the bid price when this is available and relevant.

The fair value of investments is estimated on the basis of observable market data, while ensuring that all inputs used in the fair value calculation are consistent with the price that market participants would use in a transaction. This fair value equates to the bid price.

The bid price is obtained from:

• the quoted price when the instrument is traded on an active market;

• valuation techniques if the instrument is not traded on an active market.

The valuation of financial instruments is thus established by applying a process that combines, in order of preference:

• use of the last quoted price on a regulated market, where it is very recent (less than five days for fixed income securities, less than one day for virtually all equity securities) and corresponds to significant transactions on a sufficiently liquid market;

• use of databases (Reuters, Bloomberg, Fininfo, Market, etc.) widely used by market participants and institutional investors;

• use of counterparties to obtain a bid price;

• very infrequently, where there are no prices or quotes are not deemed relevant, recalculation of a valuation using observable market inputs (interest rates, volatility, etc.) or reconstituted inputs.

In practical terms, the valuation process is based on the joint contributions of:

• portfolio managers, the securities database department and the risk management department of the company holding the investment management mandate for the portfolios held;

• the company responsible for accounting and valuation for the mandate.

The sequence of operations is summarized as follows:

• valuation of fixed income securities taken from an independent pricing contributor (BVAL Cash, a Bloomberg service). This pricing source is alternatively backed by a secondary source, BGN[1] (also Bloomberg) and, where applicable, by the price contribution process maintained by Ostrum Asset Management;

• recovery of information used to validate the relevance of the prices used: asset swap spreads, CDS prices, where they exist, prices of the 2,000 securities comprising the Barclays index, etc.;

• where automatic prices are not recent enough (more than five days old), recovery of prices contributed by external counterparties on all available places of listing (regulated markets, trading platforms, ISMA reference prices, broker prices, etc.);

• verification of price relevance, under the authority of the asset management company's risk management department. The asset management company's pricing of bonds is based on:

- use of zero-coupon yield curves, reconstituted using quoted swaps and futures prices;
- establishment of an average spread matrix for each rating category using the above observed and reconstituted data;
- given the relative illiquidity observed for certain categories of securities, a fixed spread can be added to the model for prudential purposes;
- discounting of contractual cash flows, using the previously calculated inputs;

• comparison of prices entered by the portfolio managers against the prices calculated by the risk management department: the fair value of a security is validated by the risk management department if the difference in value observed on a given security is less than 5%. Otherwise, a comparison is made between the different available sources (asset swap spreads on the primary market, re-pricing on the secondary market, risk management valuation, prices estimated by market counterparties, etc.). For prudential reasons, no prices may be used without the validation of the risk management department, which may impose the prices it deems relevant in light of its own calculations.

Particular cases:

• **structured securities:** the price is usually obtained from the "structurer" and/or (re)calculated using pricing tools ("LexiFi"), based on the values of inputs provided by the counterparty or observed on the markets. This work is carried out by a portfolio management team focused on structured products, under similar conditions as those used by the risk management department for the countervaluation of conventional securities;

• **unlisted investments such as FCPRs (venture capital funds), venture capital, private equity, securitization funds, etc.:** given the nature of the underlying investments and the frequency of valuations (often quarterly), it is materially impossible to obtain a quoted price in real time. As a general rule, fair value is therefore the value provided by the fund manager at the end of the quarter preceding the balance sheet date;

• **real estate:** though ultimately always based on a value established in comparison with the market and/or on the estimated present value of future cash flows generated by the underlying assets, the price used as the realization value varies according to the legal nature of the instrument considered:

- for SCPIs also open to individual investors, the value used is the value recognized during the last monthly "comparison" between buy and sell orders;
- for instruments reserved for institutional investors or controlled by the company, fair value is the net asset value of the structure or the value calculated by one or more experts. This value is predominantly based on an appraisal of the properties held by the structures, in comparison with recent transactions on similar properties and/or the present value of the income generated by the properties;

(1) Bloomberg Generic (prices calculated by Bloomberg from contributor prices)

• **UCITS:** fair value is always the last published net asset value.

Finally, despite all the due diligence procedures conducted in terms of valuation, it should be noted that valuations are only determined to establish an accurate picture of the Company's assets at the balance sheet date. Accordingly, the values used may differ significantly from the realization values obtained at a subsequent date, in the unlikely event that Natixis Assurances sells assets on a volatile and shallow market.

Investment management principles

The principles governing investments held by Natixis Assurances are described hereafter (see note 5.3 Financial risks).

Investments accepted as backing euro-denominated commitments (general fund):

a) Fixed income investments (bonds and negotiable debt securities):

General credit risk policy:

Credit risk management is governed by the procedures and analysis capabilities of the Ostrum Asset Management credit research teams. Similarly, issuer limits are defined and monitored by Ostrum Asset Management's Risk Committee. Credit risk management is also framed by the broader credit risk management policy implemented by Natixis Group. Finally, the results of the research and analysis of company portfolios are periodically presented to Natixis Assurances' Credit Committee, which decides on guidelines and/or changes to be implemented in the interest of conservative management of the risks associated with the investments held.

Credit risk policy applied to bond investments is relatively conservative; purchases almost exclusively concern securities issued by issuers with a creditworthiness rating of at least BBB. The portfolio therefore holds few speculative grade (high yield) bonds (2% of total assets under management), i.e. with ratings ranging from CC (net assets of €764 million) to BB+.

At December 31, 2020, the breakdown of the portfolio was as follows:

Credit rating:

• securities rated between A and AAA comprised 64% of AuM;

• BBB-rated securities comprised 25% of AuM;

• securities rated below BBB comprised 2% of AuM;

• unrated securities comprised 9% of AuM.

Business sector

• 31% were securities issued by government, public or quasi-public issuers;

• 33% were securities issued by industrial or service sector issuers;

• 37% were securities issued by financial sector issuers (of which 69% were rated between A and AAA).

Securitizations and CLOs:

Under France's Decree No. 2013-717 of August 2, 2013, which now allows companies to invest in loans to unlisted companies and local authorities, Natixis Assurances has purchased units or debt securities issued by securitization funds for a total amount of €1.171 billion;

Natixis Assurances holds transferable securities classified as asset-backed securities of CLOs (residual gross cost price of €4 million at end-2020). These securities were purchased in 2008 at valuation levels conferring a high spread over risk-free returns. The high number of investment lines (23 at end-2020) comprising these assets as well as the sector and geographic diversification of this securitization portfolio (mainly European) are factors that help mitigate the risk associated with this portfolio, which was acquired with the intention of being held to maturity.

Exposure to banking and real estate risks:

Exposure to real estate risk is predominantly indirect and usually secured by the legal nature of the securities held (*obligations foncières*, covered bonds, *cedulas, pfandbriefe*) and the resulting guarantees (existence of pools of guaranteed assets, over-coverage of commitments, etc.).

Direct exposure to the construction and real estate sector exists via securities issued by European companies predominantly invested in the commercial and office real estate sub-segment. Alternatively, it can exist via diversified groups operating notably in the field of infrastructure and concessions, whose risk profile has been deemed satisfactory.

The large volume of securities issued by financial sector issuers (retail banks, savings banks, credit unions, refinancing structure, insurance and reinsurance companies, etc.) relative to the total volume of bonds (excluding those issued by governments and quasi-public organizations) inevitably leads to the existence of significant assets under management in this sector of the economy. It should be noted, however, that in addition to consideration of the issuer's rating and reputation, the securities are purchased while ensuring that risks are sufficiently diversified in terms of geographic areas and sub-sectors.

b) Money market and dynamic money market UCITS:

Natixis Natixis Assurances holds money market and dynamic money market UCITS with a carrying value of €5.718 billion, managed exclusively by Ostrum Asset Management. According to the valuation of these securities, which are usually held for a short period, there is an overall unrealized capital loss of €7 million on these holdings based on the latest net asset values published at December 31, 2020.

c) Natixis Assurances' alternative investments:

Alternative investments are limited to €441 million, i.e. 0.6% of the value of investments in with-profits funds.

d) Securities lending and repos

Repurchase and lending transactions on certain securities held in with-profits funds are geared to obtaining an additional return. A significant portion of these transactions is conducted with Groupe BPCE as part of the Group's overall cash management operations. About one third of the volume concerned is in the form of loans not secured with either cash or securities and concluded with Natixis; this results in a credit risk associated with the Natixis counterparty, which is subject to a limit. The other portion of securities loan transactions is secured by a cash deposit from the counterparty which is adjusted daily according to the market value of the securities loaned; the associated credit risk is therefore very limited.

Investments accepted as backing unit-linked policies:

It should be noted that these investments almost exclusively comprise UCITS subject to AMF approval and supervision.

In view of:

• the predominantly "equities" and/or diversified nature of the UCITS held;

• the relatively modest median value of the assets under management held in the many UCITS backing unit-linked commitments,

no extensive investigations were performed on the valuations and valuation work carried out by the asset management companies and verified by the designated Statutory Auditors at the last balance sheet date prior to December 31, 2020.

4.2.6. Impairment of financial assets

Natixis Assurances determines whether there is objective evidence of impairment of securities, loans or receivables on an individual basis at the balance sheet date. To identify evidence of impairment, Natixis Assurances analyzes trends in a number of objective criteria, but also relies on the judgment of its own expert teams. Similarly, Natixis Assurances may use its own expert judgment to position future recovery flows over time.

Assets measured at amortized cost and available-for-sale debt instruments

A provision for impairment is recorded when a proven risk of issuer default is identified. The potential loss due to the deterioration in issuer risk is estimated by Natixis Assurances on the basis of a multi-criteria analysis. Securities falling into this category are determined on a case-by-case basis at each balance sheet date.

Available-for-sale equity instruments

The impairment criteria for non-redeemable securities (only AFS) are as follows:

• automatic impairment in the event of unrealized capital losses of more than 50% at the balance sheet date;

• automatic impairment in the event of continuous unrealized capital losses for more than 24 months;

• case-by-case analysis of securities presenting an unrealized capital loss of more than 30% at the balance sheet date;

• case-by-case analysis of securities presenting a continuous unrealized capital loss for more than 6 months.

Once identified, these securities are impaired from the first euro in order to bring their net carrying value back into line with fair value. The impairment is never reversed. It is fixed on a quarterly basis.

In accordance with IFRIC 10, an investment security for which an impairment provision has already been recorded is subject to additional impairment in the event another decrease in value is observed during balance-sheet closure, without any conditions as to thresholds or duration.

4.2.7. Operating receivables and payables

Operating receivables and payables (receivables and payables arising from insurance and reinsurance operations, tax receivables and payables, other receivables and payables) are short-term receivables and payables (less than one year); they are maintained at their cost price insofar as the discounting effect is not material.

4.2.8. Group shareholders' funds

The *Recyclable revaluation reserve net of shadow accounting adjustments* recognizes the impact of the revaluation of available-for-sale financial assets and the impacts of the revaluation of hedging derivatives (cash flow hedges), net of shadow accounting adjustments.

Other reserves and OCI not recyclable to the income statement comprises the legal reserves of the Natixis Assurance holding company and the actuarial gains and losses related to non-recyclable employee benefits booked directly in equity in accordance with IAS 19 as revised.

Cumulative earnings comprise consolidated reserves (group share), including interim dividends paid by the holding company, with the exception of the AFS revaluation reserve net of deferred policyholder bonuses and deferred taxes.

4.2.9. Restatement of the capitalization reserve

The capitalization reserve is not recognized under IFRS and is therefore eliminated.

Restatement of the existing capitalization reserve

The summary of the work conducted by the CNC working groups on the specific conditions of IFRS implementation by insurance entities, updated in 2007, stipulates that the existing capitalization reserve must be restated under IFRS, as is the case under French GAAP (CRC 00-05). As the deferred policyholder bonus mechanism under IFRS and French GAAP (CRC 00-05) and the management intent are the same in both sets of standards, the treatment of the capitalization reserve is unchanged in IFRS.

The existing capitalization reserve was therefore initially restated as follows:

• elimination of the existing €145 million reserve at the opening date;

• subsequent to this elimination, recognition of a deferred policyholder bonus of €69 million.

These accounting entries were recorded through shareholders' equity.

The cancellation of subsequent variations in the existing capitalization reserve gives rise to the recognition of policyholder benefits via a provision for deferred policyholder bonuses at the deferred policyholder bonus rate. The deferred policyholder bonuses thus recognized are subject to deferred tax; the restatements are recognized through profit and loss.

The sufficiently cautious nature of deferred policyholder bonuses is verified using the liability adequacy test (see point 6.2.8).

Deferred taxation

Since the tax amendment of 2011 applicable to changes in the capitalization reserve (non-deduction of allowances, non-taxation of reversals), no deferred tax has been recognized on the share of the capitalization reserve restated in equity.

4.2.10. Classification of contracts

See point 6.2.3 *Classification of insurance policies.*

4.2.11. Liabilities related to financial contracts without discretionary policyholder bonuses

Financial contracts without discretionary policyholder bonuses are financial liabilities that must be measured in accordance with IAS 39. These are unit-linked contracts: the related liabilities are measured at fair value.

4.2.12. Measurement of liabilities related to insurance policies and financial contracts

As authorized by IFRS 4, after taking into account the outcome of the liability adequacy test (see point 6.2.8), liabilities related to insurance policies and financial contracts are measured according to the methods applied in the individual financial statements (subject to any restatement of provisions not accepted by IFRS 4):

• **mathematical reserves for with-profits policies:** these reserves correspond to the companies' obligations to policyholders. For deferred-capital, single- or regular-premium endowment policies and life insurance policies, reserves are determined by capitalizing the sums invested and the bonuses included, at the technical interest rate;

• **mathematical reserves for annuities:** reserves for civil liability invalidity annuities are calculated using the TD 88-90 mortality table and a technical interest rate equal to 60% of the average French government bond rate, reserves for death annuities (civil liability, life annuities and contractual annuities) are calculating using the TGH05 and TGF05 mortality tables for subscriptions after December 21, 2012, and technical interest rates fixed according to regulations; reserves for personal protection insurance annuities linked to invalidity and work cessation risks are assessed according to BCAC invalidity and incapacity continuous maintenance laws and reserves for personal protection insurance annuities linked to long-term care risk are assessed according to a continuous invalidity and incapacity law furnished by the lead reinsurer;

• **overall management reserve:** this reserve covers future management expenses not booked against premiums or taken from investment income. It is calculated in accordance with ANC regulation n°2015-11 Art. 142-6. It is measured by similar category of policies;

• **reserve for interest rate risk:** this reserve is recorded to cover potential future commitments related to guaranteed minimum life annuity rates greater than or equal to 4.5% on policies taken out from July 1, 1993 and on premiums paid from June 1, 1995. It is calculated as the difference between the present value of future commitments and the policy's mathematical reserve at the inventory date. Furthermore, in order to incorporate the projected level of net inflows and outflows on policies with significant guaranteed rates of return, an additional provision was recorded on the basis of planned premiums set up before February 1, 2016;

• **reserve for written unearned premiums:** recognizes the portion (calculated on an accrual basis) of premiums issued during the financial year that relate to a period after the reporting date. This reserve generally concerns property & casualty and personal protection guarantees;

• **reserve for existing risks:** this reserve is used to cover, for all outstanding policies, the portion of claims expenses and costs associated with policies not covered by the reserve for written unearned premiums;

• **reserve for claims payable:** this reserve is used to cover benefits outstanding, redemptions and claims that have occurred but have not yet been paid at the balance sheet date. For property & casualty and personal protection insurance activities, it includes a provision for unknown claims or late-reported claims determined using statistical methods and a management fee aimed at covering claim liquidation costs;

• **provision for recoveries receivable:** recoveries receivable are subject to separate provisions from those recognized for claims payable;

• **reserve for deferred policyholder bonuses recognized in the individual financial statements:** this comprises policyholders' share of underwriting and financial profits generated by the company. It is permanently vested by policyholders and must be incorporated in mathematical reserves within a maximum period of 8 years;

• **reserve for increasing risks:** this reserve is recorded to address the residual risk between the inventory date and the contractual term based on single or level premiums on subscription;

• **underwriting reserves for unit-linked policies:** these reserves correspond to the companies' obligations to policyholders. They are expressed as unit-linked accounts and measured based on the realization value at the balance sheet date of portions of assets recognized as representative of unit-linked policies. For policies offering a floor rate, a special provision is recognized in order to cover the risk of repayment of the negative difference between the value of unit-linked assets at the benefit due date and the net amounts invested on subscription. The Black-Scholes (stochastic) method is used to calculate the amount of this provision;

• **deferred acquisition costs:** these concern the fraction of acquisition costs expensed for the year, but not deductible for the year in question, and are calculated prorata to unearned premiums for the year.

4.2.13. Shadow accounting

Natixis Assurances opted to apply shadow accounting (IFRS 4.30). A provision for deferred policyholder bonuses is recorded to recognize policyholders' entitlement to unrealized capital gains or losses on investments recorded in the balance sheet.

All investments are subject to this mechanism. It should be noted that, for all investments subject to the capitalization reserve, with the financial management policy implemented by Natixis Assurances calling for securities to be held to maturity, deferred policyholder bonuses are recorded on all unrealized capital gains or losses generated on these securities.

Shadow accounting measures apply both to insurance policies and to investment contracts with discretionary policyholder bonuses.

Changes in deferred policyholder bonuses and deferred tax are taken to equity or profit and loss depending on whether the unrealized capital gains or losses are recorded in equity (AFS) or profit and loss (FVO and Trading).

The January 2007 summary of the work carried out by the CNC's working groups on the specific conditions of IFRS implementation by insurance entities stipulates that: "In any assumption, the policyholder bonus rate used must on the one hand incorporate payout rates observed in the past and on the other the assumptions used for embedded value."

Considering prospective payout ratios for 2021 and in accordance with the payout ratio recorded for 2020, the deferred policyholder bonus rate adopted at December 31, 2020 is 87% compared to 89% at December 31, 2019.

Deferred policyholder bonus assets and recoverability test

CRC Regulation 2000-05 on insurance company consolidation rules stipulates that deferred policyholder bonus assets may be recorded if it is highly probable that they will be deducted from future policyholder bonuses.

In its recommendation of December 19, 2008, the CNCE reiterated the conditions for recognizing deferred policyholder bonus assets.

Deferred policyholder bonus assets are recorded in the event of overall unrealized capital losses on investments measured at fair value. Only the recoverable amount of deferred policyholder bonuses is recorded; this amount is determined using a recoverability test.

Deferred policyholder bonuses may be recovered depending on the intention and ability of companies to steer future compensation of contracts according to resources.

Where necessary, the recoverability of deferred policyholder bonuses is analyzed using a process including:

- assessment of the probability of generating unrealized capital losses at the end of the fiscal year, and thus indirectly the ability to hold loss-generating assets, depending on inflow and benefit scenarios (assuming continued use of the assets in question);
- the liability adequacy test conducted under the conditions set by IFRS 4.

Note that in 2020, as in 2019 Natixis Assurances recorded net deferred policyholder bonus liabilities.

4.2.14. Equalization provisions

Pursuant to IFRS 4, equalization provisions recognized in the individual financial statements are eliminated. A commission on underwriting income owed to business providers is recognized where called for in the business provider agreements (amount payable equal to 50% of the provision for Banque Populaire banks, 100% for leasing, 0% for payment protection insurance taken out by Caisse d'Epargne customers and 0% for the BPCE IARD provision). Deferred tax is recognized on net changes.

4.2.15. Employee benefits

Supplementary pension plans

Natixis Assurances set up an Article 83 defined-contribution pension plan for its employees, taken out with an external insurer. The contributions paid feed individual accounts per employee and are capitalized. The plan paid out €1,211k in respect of fiscal year 2020.

In addition, Natixis Assurance paid out €784k in respect of the pension fund for insurance sector employees in the form of a lifetime annuity, the premium being paid entirely by the company.

End-of-career compensation

An insurance policy was taken out with an external insurer in order to fund end-of-career compensation paid to retiring BPCE Vie employees.

In accordance with IAS 19 as revised, unamortized actuarial gains and losses were recorded in non-recyclable reserves. The actuarial gains and losses booked to non-recyclable reserves came to €5,046k, of which €4,512k for the opening of the fiscal year and €534k for changes over the period.

The commitment was measured in accordance with IAS 19 as revised. The total gross commitment amounted to €12,769k. The calculations were carried out individually, with employee benefits recorded on an accruals basis.

The following assumptions were used:

- discount rate: between 0.30% and 0.75%;
- expected gross return on plan assets (BPCE Vie): 0.30%;
- tax rate: 1.60%;
- rate of salary increase: 2.28% for executive status staff and non-executive status staff;
- BPCE Vie executive turnover rate: 10.09% up to 35 years old, 5.54% between 35 and 44, 3.09% between 45 and 54, 1.13% between 55 and 59, and no turnover after 60;
- BPCE Vie non-executive turnover rate: 3.67% up to 35 years old, 1.60% between 35 and 44, 0.88% between 45 and 54, 0.32% between 55 and 59, and no turnover after 60;
- BPCE Assurances executive turnover rate: 7.88% up to 35 years old, 4.33% between 35 and 44, 2.41% between 45 and 54, 0.88% between 55 and 59, and no turnover after 60;
- BPCE Assurances non-executive turnover rate: 2.87% up to 35 years old, 1.25% between 35 and 44, 0.69% between 45 and 54, 0.25% between 55 and 59, and no turnover after 60;
- BPCE APS executive turnover rate: 6.29% up to 35 years old, 3.45% between 35 and 44, 1.93% between 45 and 54, 0.70% between 55 and 59, and no turnover after 60;
- BPCE APS non-executive turnover rate: 2.29% up to 35 years old, 1.00% between 35 and 44, 0.55% between 45 and 54, 0.20% between 55 and 59, and no turnover after 60.
- BPCE Relation Assurances executive turnover rate: 7.36% up to 35 years old, 4.04% between 35 and 44, 2.26% between 45 and 54, 0.83% between 55 and 59, and no turnover after 60;
- BPCE Relation Assurances non-executive turnover rate: 2.68% up to 35 years old, 1.17% between 35 and 44, 0.64% between 45 and 54, 0.24% between 55 and 59, and no turnover after 60.

At end-2020, eligible plan assets totaled €3,484k, with the total net obligation standing at €9,286k.

Long-service awards

These are awarded to employees in activity who can justify the acquisition of the number of years of service required to claim the corresponding level of award:

- 20 years of service: silver long-service award;
- 30 years of service: vermillion long-service award;
- 35 years of service: gold long-service award;
- 40 years of service: great gold long-service award.

Awards are calculated as follows: (gross monthly salary x number of months of service) / (number of years corresponding to the award x 12 months)

At December 31, 2020, the obligation calculated by an independent actuary was €4,644k. The calculations were performed individually and the following assumptions were used to assess the obligation:

- discount rate: between 0.05% and 0.40%;
- inflation rate: 1.60%;
- rate of salary increase: 2.28%.

Anniversary leave

Natixis Assurances records a provision for anniversary leave to which employees are entitled under the French collective bargaining agreement for insurance companies. This provision was measured in accordance with IAS 19 as revised. The calculations were carried out individually, with employee benefits recorded on an accruals basis:

- discount rate: between 0.05% and 0.35%;
- inflation rate: 1.60%;
- rate of salary increase: 2.28%

The total obligation came to €3,845k, of which €3,551k for the opening of the fiscal year.

4.2.16. Subordinated debt

Subordinated debt and securities are classified as financial debt, whether the debt in question is dated or perpetual.

Subordinated debt and securities are recognized at amortized cost, i.e. at their value in the individual financial statements.

4.2.17. Amounts payable to unitholders of consolidated UCITS

Pursuant to IAS 32.18, the share capital issued by a UCITS does not meet the definition of capital, but rather that of debt. Accordingly, "minority interests" in consolidated UCITS are recorded under a special heading in Other liabilities.

The change in the "income" component of this debt is booked to Change in fair value of investments measured at fair value through profit and loss.

The change in the "equity" component of this debt is taken to equity (group share). If this change were recorded in profit and loss, it would generate a discrepancy with the assets - predominantly classified as AFS – for which changes in value are taken to equity. This is also the principle applied by Natixis.

4.3. INCOME STATEMENT

4.3.1. Written premiums

This line records the premiums written during the fiscal year net of cancellation, except for premiums on financial contracts without discretionary policyholder bonuses. They are measured at their amount after taxes.

4.3.2. Revenue from financial contracts without discretionary policyholder bonuses

Revenue from financial contracts without discretionary policyholder bonuses is recorded under *Revenue or income from other activities* and corresponds to premium loading. Revenue from financial contracts without discretionary policyholder bonuses was not material.

4.3.3. Investment income and expenses

These items mainly comprise interest and rent accrued and received during the fiscal year, amortization of premiums-discounts (for HTM, AFS and FVO categories), dividends received, and management fees on investments.

4.3.4. Capital gains and losses on sales of investments

Selling price

Under IFRS, capital gains and losses on sales of investments are calculated using the FIFO method for the AFS, FVO and Trading categories, depending on the classification of the security sold. This method is identical to the one used in the parent company financial statements.

Purchases and sales of AFS securities

Purchases and sales of AFS securities do not give rise to the recognition of capital gains or losses through profit and loss. This is because, pursuant to IAS 39, AFS securities are identified on purchase and grouped together in the same portfolio. On sale, the capital gains or losses are taken directly to equity.

Capital gains or losses on securities measured at fair value through profit and loss

Capital gains or losses generated on securities classified as FVO or Trading are recorded under Change in fair value of instruments measured at fair value through profit and loss.

4.3.5. Consolidated UCITS and SCIs

Income and expenses on consolidated UCITS and SCIs

The contribution of consolidated UCITS and SCIs is presented in investment income, insofar as these vehicles are considered as investments of the insurance business.

Specific conditions of UCITS consolidation

Due to the technical difficulty of carrying out a restatement whose impact would be immaterial, there is a discrepancy with some accounting methods for consolidated UCITS:

- capital gains or losses on sales of securities held are calculated using the weighted average price method;
- the bonds held are not subject to premium-discount amortization.

4.3.6. Impact of exchange rate differences on unrealized gains and losses

Pursuant to IAS 21, exchange rate differences resulting from the foreign exchange translation of financial instruments are recorded in:

- recyclable equity for non-monetary items (equities and other variable income securities) classified as AFS;
- profit and loss for other financial instruments.

4.3.7. Operating expenses

For insurance companies, operating expenses are first recorded in the parent company financial statements under expenses by type of expense (Class 9). They are then divided up by responsibility center based on a case-by-case assessment (which is the case for external expenses), or pro-rated for each center's activity and consumption (which is the case for functional expenses).

Expenses are then broken down using keys or the ABC (Activity-Based Costing) method. This method involves allocating expenses consumed to the various operations contributing to the production of products using resource drivers. The main allocation keys used are headcount and management operations.

This allocation ensures that operating expenses are allocated to one of the uses provided for in the French Insurance Code, i.e.:

- acquisition costs;
- administrative costs;
- claims management costs;
- investment management costs;

- underwriting and non-underwriting expenses.

Depending on this allocation, expenses by category are transferred quarterly to Class 6 accounts in the parent company financial statements and are added to the relevant items of the consolidated income statement.

4.3.8. Fees and commissions

Insurance policy investment fees (according to revenue and change in inventories) are recorded under *Acquisition costs.*

Fees on life insurance AuM, fees based on personal protection insurance underwriting income, performance fees on property & casualty and personal protection insurance, and other fees are recorded under *Administrative costs.*

4.3.9. Income tax

The normal rates of income tax in 2020 for companies established in France were set at:

- 28% up to taxable profit of €500k and companies with revenue under €250 million;
- 31% for companies with revenue over €250 million and profit over €500k.

Corporate income tax for the fiscal year under consideration was calculated according to the tax provisions in force. The expense recognized includes the 3.3% social contribution introduced by law 99-1140 of December 29, 1999.

The French tax rate (excluding social contribution) will then be reduced to:

- for companies with revenue under €250 million: 26.5% in 2021 and 25% from 2022.
- companies with revenue over €250 million: 27.5% in 2021 and 25% from 2022.

Regarding the Luxembourg subsidiary, Natixis Life, the tax rate stood at 24.94%, identical to that applied at December 31, 2019.

For the purposes of calculating deferred tax, Natixis Assurances applies an appropriate annual tax rate based on the timetable for the reversal of each of the main temporary differences. In the event that the timing of reversal is unknown, it is assumed that reversal takes place after 2022.

The tax on corporate added value (CVAE) is classified as an *Operating expense* along with taxes and not as Income tax.

Pursuant to IAS 20 – *Accounting for government grants and disclosure of government assistance* – the research tax credit is classified in Other technical income and not as *Income tax.*

4.4. SEGMENT REPORTING

The sectors presented in the consolidated financial statements are:

- Life Insurance, Investment Solutions and Pensions;
- Personal Protection Insurance and Payment Protection Insurance;
- Property & Casualty Insurance (property damage, financial losses, health and personal accident insurance).

These sectors involve different types of products and regulatory environments and are identical to those used in reports submitted to management.

Natixis Assurances' geographic areas are:

- France (including the French branch of the Luxembourg subsidiary);
- Luxembourg.

4.5. STATEMENT OF CASH FLOWS

The statement of cash flows is presented in the indirect approach format.

Investment transactions are classified as investment activities. However, interest and dividends are allocated to operating activities in order to match them against the corresponding operating expenses. Inflows and outflows are presented net of reinsurance.

5. NOTES ON FINANCIAL INSTRUMENTS

5.1. FINANCIAL INSTRUMENTS

5.1.1. Investments

BREAKDOWN OF INVESTMENTS

(in € thousands)	12/2020 Balance sheet value	12/2020 % (Balance sheet value)	12/2019 Balance sheet value	12/2019 % (Balance sheet value)
Investment property at amortized cost	124,736	-	125,683	-
Investment property at fair value through profit and loss	964,694	1.02%	1,015,766	1.17%
Unit-linked investment property	447,553	0.47%	456,030	0.52%
Investment property	**1,536,983**	**1.63%**	1,597,479	**1.84%**
Held-to-maturity bonds	787,999	0.83%	940,136	1.08%
Available-for-sale bonds	43,641,175	46.15%	41,027,769	47.13%
Bonds recorded using the fair value option	2,044,902	2.16%	2,317,724	2.66%
Bonds	**46,474,076**	**49.15%**	**44,285,628**	**50.87%**
Available-for-sale equities	1,591,312	1.68%	1,587,916	1.82%
Equities recorded using the fair value option	-	0%	-	0%
Equities	**1,591,312**	**1.68%**	**1,587,916**	**1.82%**
Available-for-sale UCITS	6,898,003	7.30%	6,060,322	6.96%
UCITS recorded using the fair value option	552,200	0.58%	667,157	0.77%
UCITS held for trading purposes	5,584,489	5.91%	2,202,200	2.53%
UCITS	**13,034,692**	**13.79%**	**8,929,679**	**10.26%**
Sub-total financial investments (excl. property and loans and receivables)	**61,100,081**	**64.62%**	**54,803,224**	**62.96%**
o/w held-to-maturity financial investments	*787,999*	*0.83%*	*940,136*	*1.08%*
o/w available-for-sale financial investments	*52,130,491*	*55.13%*	*48,676,007*	*55.92%*
o/w financial investments at fair value through P&L (1)	*8,181,591*	*8.65%*	*5,187,081*	*5.96%*
Loans and receivables	13,002,968	13.75%	13,917,983	15.99%
Investments representing unit-linked policies recorded using the fair value option	18,867,623	19.95%	16,713,441	19.20%
Derivative assets	49,297	0.05%	17,785	0.02%
INSURANCE BUSINESS INVESTMENTS	**94,556,951**	**100%**	**87,049,912**	**100%**
Derivative liabilities and amounts payable on derivatives	(14,346)		(62,438)	

(1) Excluding investment property.

BREAKDOWN OF INVESTMENTS IN AFFILIATES

	12/2020		12/2019	
(in € thousands)	Balance sheet value	o/w affiliates	Balance sheet value	o/w affiliates
Investment property at amortized cost	124,736	-	125,683	-
Investment property at fair value through profit and loss	964,694	-	1,015,766	-
Unit-linked investment property	447,553	-	456,030	-
Investment property	**1,536,983**	**-**	**1,597,479**	**-**
Held-to-maturity bonds	787,999	24,060	940,136	24,056
Available-for-sale bonds	43,641,175	611,670	41,027,769	792,812
Bonds recorded using the fair value option	2,044,902	361,239	2,317,724	321,376
Bonds	**46,474,076**	**996,969**	**44,285,628**	**1,138,245**
Available-for-sale equities	1,591,312	23,538	1,587,916	28,285
Equities recorded using the fair value option	-	-	-	-
Equities	**1,591,312**	**23,538**	**1,587,916**	**28,285**
Available-for-sale UCITS	6,898,003	85,425	6,060,322	85,784
UCITS recorded using the fair value option	552,200	-	667,157	-
UCITS held for trading purposes	5,584,489	-	2,202,200	-
UCITS	**13,034,692**	**85,425**	**8,929,679**	**85,784**
Sub-total financial investments (excl. property and loans and receivables)	**61,100,081**	**1,105,933**	**54,803,224**	**1,252,314**
o/w held-to-maturity financial investments	*787,999*	*24,060*	*940,136*	*24,056*
o/w available-for-sale financial investments	*52,130,491*	*720,634*	*48,676,007*	*906,882*
o/w financial investments at fair value through P&L (1)	*8,181,591*	*361,239*	*5,187,081*	*321,376*
Loans and receivables	13,002,968	320,482	13,917,983	360,205
Investments representing unit-linked policies recorded using the fair value option	18,867,623	2,372,608	16,713,441	2,089,275
Derivative assets	49,297	32,364	17,785	4,933
INSURANCE BUSINESS INVESTMENTS	**94,556,951**	**3,831,387**	**87,049,912**	**3,706,727**
Derivative liabilities and amounts payable on derivatives	(14,346)	(9,172)	(62,438)	(24,723)

(1) Excluding investment property.

UNREALIZED GAINS OR LOSSES ON FINANCIAL INVESTMENTS

	12/2020				12/2019			
Breakdown of financial investments (in € thousands)	Amortized cost	Fair value	Carrying amount	Unrealized gains	Amortized cost	Fair value	Carrying amount	Unrealized gains
Investment property	**1,302,773**	**1,566,810**	**1,536,983**	**264,037**	**1,352,717**	**1,624,004**	**1,597,479**	**271,287**
Held-to-maturity bonds	787,999	991,790	787,999	203,792	940,136	1,156,198	940,136	216,062
Available-for-sale bonds	39,396,720	43,641,175	43,641,175	4,244,456	37,504,707	41,027,769	41,027,769	3,523,061
Bonds measured using the fair value option	1,945,155	2,044,902	2,044,902	99,747	2,167,286	2,317,724	2,317,724	150,438
Bonds	**42,129,873**	**46,677,868**	**46,474,076**	**4,547,995**	**40,612,129**	**44,501,691**	**44,285,628**	**3,889,562**
Available-for-sale equities	1,351,599	1,591,312	1,591,312	239,713	1,280,636	1,587,916	1,587,916	307,281
Equities measured using the fair value option	-	-	-	-	-	-	-	-
Equities	**1,351,599**	**1,591,312**	**1,591,312**	**239,713**	**1,280,636**	**1,587,916**	**1,587,916**	**307,281**
Available-for-sale UCITS	6,002,638	6,898,003	6,898,003	895,365	5,435,948	6,060,322	6,060,322	624,374
UCITS measured using the fair value option	592,867	552,200	552,200	(40,667)	708,067	667,157	667,157	(40,910)
UCITS held for trading purposes	5,591,649	5,584,489	5,584,489	(7,160)	2,204,139	2,202,200	2,202,200	(1,939)
UCITS	**12,187,154**	**13,034,692**	**13,034,692**	**847,538**	**8,348,153**	**8,929,679**	**8,929,679**	**581,525**
Loans and receivables	13,002,968	13,002,968	13,002,968	-	13,917,983	13,917,983	13,917,983	-
Sub-total financial investments (excl. investment property)	**68,671,595**	**74,306,840**	**74,103,049**	**5,635,246**	**64,158,901**	**68,937,269**	**68,721,207**	**4,778,368**

IMPACTS OF HEDGING RELATIONSHIPS ON INVESTMENTS

Breakdown of investments (in € thousands)	Carrying amount — 12/2020			
	Financial instruments	Impact of derivatives subject to hedge accounting	Impact of other derivatives	Cumulative value of hedged instrument and hedging instrument
Investment property at amortized cost	124,736	-	-	124,736
Investment property at fair value through profit and loss	964,694	-	-	964,694
Unit-linked investment property	447,553	-	-	447,553
Investment property	**1,536,983**	-	-	**1,536,983**
Held-to-maturity bonds	787,999	-	-	787,999
Available-for-sale bonds	43,641,175	24,689	47	43,665,911
Bonds recorded using the fair value option	2,044,902	-	2,312	2,047,214
Bonds	**46,474,076**	**24,689**	**2,359**	**46,501,124**
Available-for-sale equities	1,591,312	-	104	1,591,416
Equities recorded using the fair value option	-	-	-	-
Equities	**1,591,312**	-	**104**	**1,591,416**
Available-for-sale UCITS	6,898,003	-	7,799	6,905,802
UCITS recorded using the fair value option	552,200	-	-	552,200
UCITS held for trading purposes	5,584,489	-	-	5,584,489
UCITS	**13,034,692**	-	**7,799**	**13,042,491**
Sub-total financial investments (excl. property and loans and receivables)	**61,100,081**	**24,689**	**10,262**	**61,135,032**
o/w held-to-maturity financial investments	*787,999*	-	-	*787,999*
o/w available-for-sale financial investments	*52,130,491*	*24,689*	*7,950*	*52,163,129*
o/w financial investments at fair value through P&L (1)	*8,181,591*	-	*2,312*	*8,183,904*
Loans and receivables	13,002,968	-	-	13,002,968
Investments representing unit-linked policies recorded at fair value through profit and loss	18,867,623	-	-	18,867,623
Other hedging derivatives	-	-	-	-
INSURANCE BUSINESS INVESTMENTS	**94,507,655**	**24,689**	**10,262**	**94,542,606**

(1) Excluding investment property.

IMPACTS OF HEDGING RELATIONSHIPS ON INVESTMENTS

Breakdown of investments (in € thousands)	Carrying amount — 12/2019			
	Financial instruments	Impact of derivatives subject to hedge accounting	Impact of other derivatives	Cumulative value of hedged instrument and hedging instrument
Investment property at amortized cost	125,683	-	-	125,683
Investment property at fair value through profit and loss	1,015,766	-	-	1,015,766
Unit-linked investment property	456,030	-	-	456,030
Investment property	**1,597,479**	**-**	**-**	**1,597,479**
Held-to-maturity bonds	940,136	-	-	940,136
Available-for-sale bonds	41,027,769	(24,093)	(421)	41,003,255
Bonds recorded using the fair value option	2,317,724	-	(6,781)	2,310,943
Bonds	**44,285,628**	**(24,093)**	**(7,201)**	**44,254,334**
Available-for-sale equities	1,587,916	-	(155)	1,587,762
Equities recorded using the fair value option	-	-	-	-
Equities	**1,587,916**	**-**	**(155)**	**1,587,762**
Available-for-sale UCITS	6,060,322	-	(13,204)	6,047,118
UCITS recorded using the fair value option	667,157	-	,	667,157
UCITS held for trading purposes	2,202,200	-	-	2,202,200
UCITS	**8,929,679**	**-**	**(13,204)**	**8,916,475**
Sub-total financial investments (excl. property and loans and receivables)	**54,803,224**	**(24,093)**	**(20,560)**	**54,758,571**
o/w held-to-maturity financial investments	*940,136*	-	-	*940,136*
o/w available-for-sale financial investments	*48,676,007*	*(24,093)*	*(13,779)*	*48,638,135*
o/w financial investments at fair value through P&L(1)	*5,187,081*	-	*(6,781)*	*5,180,300*
Loans and receivables	13,917,983	-	-	13,917,983
Investments representing unit-linked policies recorded at fair value through profit and loss	16,713,441	-	-	16,713,441
Other hedging derivatives	-	-	-	-
INSURANCE BUSINESS INVESTMENTS	**87,032,126**	**(24,093)**	**(20,560)**	**86,987,474**

(1) Excluding investment property.

SECURITIES LENDING AND REPOS

Natixis Assurances conducted securities lending and repo transactions for the amounts of €582 million and €4.427 billion, respectively. Some of these transactions were conducted with Natixis:

Loans (in € thousands)	Balance sheet value 12/2020	Balance sheet value 12/2019
NATIXIS	581,580	2,634,923
Total	**581,580**	**2,634,923**

Repos (in € thousands)	Balance sheet value 12/2020	Balance sheet value 12/2019
NATIXIS	309,879	-
SOCIÉTÉ GÉNÉRALE	1,981,702	784,275
BNP PARIBAS	924,384	148,930
CRÉDIT AGRICOLE	760,432	116,893
HSBC	325,077	230,404
BARCLAYS	113,634	107,802
CRÉDIT SUISSE	12,020	6,751
MORGAN STANLEY	336	27,002
Total	**4,427,465**	**1,422,057**

5.1.2. Financial liabilities

PRESENTATION OF FINANCIAL LIABILITIES

	12/2020			12/2019		
Category of instruments classified as financial liabilities (in € thousands)	Fair value	Carrying amount	% (carrying amount)	Fair value	Carrying amount	% (carrying amount)
Liabilities related to financial contracts with discretionary policyholder bonus – excluding UL	(2)	19,589,840	73%	(2)	20,189,904	76%
Liabilities related to financial contracts with discretionary policyholder bonus – UL		5,220,216	20%		4,936,870	18%
Instruments classified as financial liabilities under local standards (1)	-	**24,810,056**	**93%**	-	**25,126,774**	**94%**
Liabilities related to financial contracts without discretionary policyholder bonus – excluding UL	-	-	0%	-	-	0%
Subordinated debt and other financial debt	1,878,005	1,822,087	7%	1,495,193	1,442,753	5%
Lease liabilities - IFRS 16	51,380	51,380	0%	71,802	71,802	0%
Instruments classified as financial liabilities at amortized cost	**1,929,385**	**1,873,467**	**7%**	**1,566,995**	**1,514,555**	**6%**
Liabilities related to financial contracts without discretionary policyholder bonus – UL	10,576	10,576	0%	11,114	11,114	0%
Instruments classified as financial liabilities using the fair value option	**10,576**	**10,576**	**0%**	**11,114**	**11,114**	**0%**
Derivatives classified as liabilities and amounts payable on derivatives	**14,346**	**14,346**	**0,1%**	**62,438**	**62,438**	**0.2%**
TOTAL FINANCIAL LIABILITIES	**-**	**26,708,445**	**100%**	**-**	**26,714,881**	**100%**

(1) According to the provisions of IFRS 4.
(2) The fair value of investment contracts with discretionary policyholder bonuses was not calculated, as the regulatory framework for calculating the fair value of insurance policies and financial contracts with discretionary policyholder bonuses has not been defined.

5.1.3. Offsetting financial assets and financial liabilities

Financial assets offset or covered by a master netting agreement (in € thousands)	12/2020					12/2019				
	Gross amount of financial assets recognized in the balance sheet	Gross amount of offset financial liabilities	Net amount of financial assets recognized in the balance sheet	Amounts not offset related to guarantees received*	Net exposure	Gross amount of financial assets recognized in the balance sheet	Gross amount of offset financial liabilities	Net amount of financial assets recognized in the balance sheet	Amounts not offset related to guarantees received*	Net exposure
Derivatives	202	67	135	135	-	714	-	714	714	-
Repurchase agreements	-	-	-	-	-	-	-	-	-	-
Other financial instruments	-	-	-	-	-	-	-	-	-	-
Total	**202**	**67**	**135**	**135**	**-**	**714**	**-**	**714**	**714**	**-**

Financial liabilities subject to netting or an enforceable master netting agreement (in € thousands)	12/2020					12/2019				
	Gross amount of financial assets recognized in the balance sheet	Gross amount of offset financial liabilities	Net amount of financial assets recognized in the balance sheet	Amounts not offset related to guarantees received	Net exposure	Gross amount of financial assets recognized in the balance sheet	Gross amount of offset financial liabilities	Net amount of financial assets recognized in the balance sheet	Amounts not offset related to guarantees received	Net exposure
Derivatives	-	-	-	-	-	-	-	-	-	-
Repurchase agreements	4,427,465	-	4,427,465	4,425,345	2,120	1,422,057	-	1,422,057	1,420,779	1,278
Other financial instruments	-	-	-	-	-	-	-	-	-	-
Total	**4,427,465**	**-**	**4,427,465**	**4,425,345**	**2,120**	**1,422,057**	**-**	**1,422,057**	**1,420,779**	**1,278**

* Guarantees received for repurchase agreements consist of financial instruments and not cash.

5.1.4. Income on financial instruments (net of expenses)

Non-itemized management expenses (in € thousands)	12/2020	12/2019
External investment management expenses	(46,903)	(47,932)
Internal investment management expenses	(12,843)	(10,383)
Management expenses	**(59,746)**	**(58,315)**

Investment property (in € thousands)	12/2020	12/2019
Investment income	72,311	68,282
Investment expenses	(21,348)	(20,753)
Management expenses	(4,054)	(6,032)
Change in fair value excluding disposals	16,201	79,866
Gains or losses on disposals	(45)	1
Change in impairments	-	-
Financial income (net of expenses)	**63,065**	**121,364**

Held-to-maturity investments (in € thousands)	12/2020	12/2019
Investment income	47,849	71,542
Investment expenses	-	-
Capital gains or losses on disposals net of impairment reversals	64	385
Change in impairments	(108)	-
Financial income (net of expenses)	**47,805**	**71,927**

Available-for-sale investments (in € thousands)	12/2020	12/2019
Investment income	940,958	1,013,953
Investment expenses	-	-
Capital gains or losses on disposals net of impairment reversals	152,464	181,940
Change in impairments	(175,985)	(55,886)
Financial income (net of expenses)	**917,437**	**1,140,007**

Investments recorded under the fair value option (in € thousands)	12/2020	12/2019
Investment income	142,920	116,234
Investment expenses	-	-
Change in fair value excluding disposals	(50,452)	103,045
Unit-linked adjustment	306,416	1,673,229
Gains or losses on disposals	(2,569)	33,057
Change in amount payable to consolidated UCITS holders	-	-
Financial income (net of expenses)	**396,315**	**1,925,565**

Investments held for trading purposes including derivatives (in € thousands)	12/2020	12/2019
Investment income	40,202	4,571
Investment expenses	(35,139)	(72,422)
Change in fair value excluding disposals	90,169	(33,060)
Gains or losses on disposals	(18,471)	(15,045)
Financial income (net of expenses)	**76,761**	**(115,956)**

Loans and receivables (in € thousands)	12/2020	12/2019
Investment income	278,646	412,654
Investment expenses	(243,907)	(154,453)
Capital gains or losses on disposals net of impairment reversals	50	135
Change in impairments	-	-
Financial income (net of expenses)	**34,789**	**258,336**

Total insurance business investments (in € thousands)	12/2020	12/2019
Non-itemized management expenses	(59,746)	(58,315)
Investment property	63,065	121,364
Held-to-maturity investments	47,805	71,927
Available-for-sale investments	917,437	1,140,007
Investments recorded under the fair value option	396,315	1,925,565
Investments held for trading purposes	76,761	(115,956)
Loans and receivables	34,789	258,336
Financial income, net of expenses, excl. financing costs	**1,476,426**	**3,342,928**

The management expenses paid by Natixis Assurances included €27 million of commissions and management fees paid to Natixis Investment Managers.

5.1.5. Provisions for impairments of investments

Provisions for permanent or significant impairment (in € thousands)	12/2019	Allowance	Reversal on disposal or reimbursement	Reversal of unused provision (1)	Consolidation/ Deconsolidation	12/2020
Held-to-maturity investments	899	108	-	(251)	-	756
Available-for-sale investments	163,161	175,985	(116,602)	-	-	222,544
o/w real estate	*7,406*	*1,168*	*(2,230)*	-	-	*6,344*
o/w bonds	*49,603*	*7,524*	*(100)*	-	-	*57,027*
o/w equities and UCITS	*106,152*	*167,293*	*(114,272)*	-	-	*159,173*
Total provisions for impairment	**164,060**	**176,093**	**(116,602)**	**(251)**	**-**	**223,300**

(1) Obsolete provision or partial reimbursement.

5.1.6. Financial instruments recorded at fair value

Techniques used to determine fair value

Details of the fundamental principles for valuing investments are provided in point 4.2.5.

Natixis Assurances applies the fair value hierarchy of IFRS 13.

Most financial instruments accounted for at fair value are valued at their market price (level 1). Securities whose fair value is measured via valuation techniques, whether these make reference to market data or not, are presented in the table below.

Fixed-income securities whose prices are valued by more than five market contributors are accounted for in level 1, while those valued by between two and four contributors are accounted for in level 2. When the valuation is made by a single contributor, the securities are accounted for in level 3.

Investments representing unit-linked policies are predominantly UCITS. The fair value retained equates to the net asset value communicated by the fund manager, with these investments being classed in level 1.

Financial instruments recorded at fair value (in € thousands)	12/2020			
	Total fair value	Fair value determined using quoted prices	Fair value determined using valuation techniques based on market data	Fair value determined using valuation techniques not based on market data
		Level 1	Level 2	Level 3
Investment property	**1,412,247**	**-**	**1,412,247**	-
Bonds	43,641,175	37,490,999	3,237,631	2,912,546
Equities	1,514,912	1,467,416	47,492	4
UCITS	6,812,578	4,331,164	2,481,414	-
Investments in affiliates	161,826	-	70,505	91,321
Available-for-sale financial assets	**52,130,491**	**43,289,579**	**5,837,042**	**3,003,870**
Bonds	2,044,902	88,751	69,470	1,886,681
UCITS	6,136,689	5,637,358	499,331	-
Financial assets at fair value through profit and loss	**8,181,591**	**5,726,109**	**568,802**	**1,886,681**
Derivative assets	49,297	14,690	34,607	-
Derivative liabilities and related payables	(14,346)	(4,473)	(9,873)	-
Total financial assets/ liabilities (excl. investment property)	**60,347,033**	**49,025,905**	**6,430,577**	**4,890,551**
% N	*100%*	*81.2%*	*10.7%*	*8.1%*
% N-1	*100%*	*80.9%*	*11.4%*	*7.7%*

Details of securities concerned by valuation techniques:
- Available-for-sale assets
  - bonds: level 2 those valued by 2-4 contributors, certificates of deposit, FCTs valued quarterly // level 3 112 bonds valued by less than 2 contributors
  - equities: level 2 SCIs // level 3 SAS Domue Vie, unlisted share
  - UCITS: level 2 illiquid SPIs, FCPRs valued quarterly
  - Investments in affiliates: level 3 Inter Mutuelle Assistance, Surassur and Belgian SICAV.
- Assets measured at fair value through profit and loss:
  - bonds: level 3 110 bonds valued by less than 2 contributors;
  - UCITS: level 2 illiquid SCPIs.
- Derivatives:
  - level 1 listed futures, equity calls and puts;
  - levels 2 caps, intrest rate and currency swaps.

Financial instruments recorded at fair value (in € thousands)	12/2019			
	Total fair value	Fair value determined using quoted prices	Fair value determined using valuation techniques based on market data	Fair value determined using valuation techniques not based on market data
		Level 1	Level 2	Level 3
Investment property	**1,471,796**	**-**	**1,471,796**	-
Bonds	41,027,769	35,780,418	2,681,186	2,566,164
Equities	1,514,354	1,456,435	57,915	4
UCITS	5,974,538	3,910,603	2,063,934	-
Investments in affiliates	159,347	(13)	153,650	5,710
Available-for-sale financial assets	**48,676,007**	**41,147,444**	**4,956,685**	**2,571,879**
Bonds	2,317,724	98,370	642,951	1,576,403
UCITS	2,869,357	2,327,550	541,807	-
Financial assets at fair value through profit and loss	**5,187,081**	**2,425,920**	**1,184,758**	**1,576,403**
Derivative assets	17,785	12,167	5,619	-
Derivative liabilities and related payables	(62,438)	(32,306)	(30,133)	-
Total financial assets/ liabilities (excl. investment property)	**53,818,435**	**43,553,224**	**6,116,929**	**4,148,281**
% N	*100%*	*80.9%*	*11.4%*	*7.7%*
% N-1	*100%*	*81.6%*	*10.8%*	*7.5%*

Breakdown of securities subject to valuation techniques:
- Available-for-sale financial assets:
  - Level 2:
    - Bonds valued by 2-4 contributors, CODs, FCTs valued quarterly
    - SCIs (SCI Foncière 2, SCI FLI, SCI FLI 2) and BP Développement shares
    - Illiquid SCPIs, FCPRs valued quarterly
    - Belgian SICAV
  - Level 3:
    - 102 bonds valued by fewer than 4 contributors
    - Inter Mutuelle Assistance and Surassur
- Financial assets at fair value through profit and loss:
  - **Level 2:** Illiquid SCPIs
  - **Level 3:** 90 bonds valued by fewer than 4 contributors
- Derivative assets:
  - **Level 1:** Listed futures
  - **Level 2:** Caps, interest rate and currency swaps, CDS

Changes in levels

(in € thousands)	Level 1	Level 2	Level 3	Total
Unchanged	40,941,133	6,369,742	3,283,882	50,594,756
New instrument	7,839,536	416,792	579,507	8,835,836
Changes in levels:				
From 1 to 2	-	771,956	-	771,956
From 1 to 3	-	-	52,108	52,108
From 2 to 1	85,424	-	-	85,424
From 2 to 3	-	-	975,054	975,054
From 3 to 1	159,811	-	-	159,811
From 3 to 2	-	284,333	-	284,333
Total	**49,025,905**	**7,842,824**	**4,890,551**	**61,759,280**

Changes in securities priced according to level 3

(in € thousands)	At January 1 Level 3	Gains and losses recognized over the period		Transactions over the period		Reclassifications over the period			At December 31 Level 3
		In the income statement	In equity	Purchases	Sales	From level 3	To level 3	Others	
Financial assets held for trading purposes	-	-	-	-	-	-	-	-	-
Financial assets at fair value through profit and loss	1,576,403	(17,143)	-	137,013	(219,821)	(130,243)	540,472	-	1,886,681
Available-for-sale financial assets	2,571,879	(4,295)	(7,669)	483,971	(209,852)	(316,847)	486,684	-	3,003,871
Total	**4,148,282**	**(21,439)**	**(7,669)**	**620,985**	**(429,673)**	**(447,091)**	**1,027,156**	**-**	**4,890,552**

5.2. DERIVATIVES

5.2.1. Derivatives recorded under hedge accounting

Category of instrument (in € thousands)	Notional value schedule at 12/31/2020			Total notional value	Credit rating					Fair value
	< 1 year	1 - 5 years	> 5 years	12/2020	AAA	AA	A	BBB	Not rated	12/2020
Currency swaps[(1)]	-	1,630	217,953	219,583	-	-	219,583	-	-	24,689
TOTAL	**-**	**1,630**	**217,953**	**219,583**	**-**	**-**	**219,583**	**-**	**-**	**24,689**

(1) Natixis Assurances subscribed for currency swaps in order to hedge dollar-denominated bond portfolios. This hedging was recognized as effective and recorded as a cash-flow hedge.

5.2.2. Derivatives not subject to hedge accounting

Category of instrument (in € thousands)	Notional value schedule at 12/31/2020			Total notional value	Credit rating					Fair value
	< 1 year	1 - 5 years	> 5 years	12/2020	AAA	AA	A	BBB	Not rated	12/2020
Interest-rate swaps	-	-	-	-	-	-	-	-	-	-
Currency swaps [1]	60,405	24,448	312,656	397,509	-	-	397,509	-	-	(88)
Swaps	**60,405**	**24,448**	**312,656**	**397,509**	**-**	**-**	**397,509**	**-**	**-**	**(88)**
Caps bought [2]	900,000	2,500,000	500,000	3,500,000	-	-	2,900,000	-	600,000	202
Caps sold [2]	900,000	2,500,000	500,000	3,500,000	-	-	2,900,000	-	600,000	(68)
Equity puts bought	832,180	-	-	832,180	-	-	-	-	832,180	12,908
Equity puts sold	832,180	-	-	832,180	-	-	-	-	832,180	(2,796)
Equity calls sold	-	-	-	-	-	-	-	-	-	-
Options	**3,464,361**	**4,200,000**	**1,000,000**	**8,664,361**	**-**	**-**	**5,800,000**	**-**	**2,864,361**	**10,247**
Currency futures	268,808	-	-	268,808	-	-	-	-	268,808	104
Others	**268,808**	**-**	**-**	**268,808**	**-**	**-**	**-**	**-**	**268,808**	**104**
TOTAL	**3,793,574**	**4,224,448**	**1,312,656**	**9,330,678**	**-**	**-**	**6,197,509**	**-**	**3,133,169**	**10,263**

(1) Includes CVA / DVA
(2) The fair value of caps is presented net of accrued premiums. Of these caps, those issued by Natixis represented a notional amount of €600 million and a total fair value of €15k.

5.3. FINANCIAL RISKS

5.3.1. Risk management method

In the life insurance business, commitments recorded as balance sheet liabilities are reviewed so as to determine the company's various constraints and to define the allocation of assets with respect to identified risks associated with insurance policies. The aim for insurance companies is to optimize their asset allocation, particularly by favoring instruments offering regular returns compatible with the commitments recorded as balance sheet liabilities and thus maintain the companies' solvency.

One of the methods used is to impose constraints on the fixed income portfolio in terms of ratings and duration, in order to comply with the insurer's obligations in extreme market and redemption situations.

Equities and property assets serve to diversify the portfolio and improve its long-term return. However, the proportion of such assets in the portfolio is also limited in the short term by the obligation to record a provision for liquidity risks (in the individual financial statements) and by commercial, contractual or regulatory requirements resulting from the rates of return on customer policies.

The choice of distribution between investments subject to Article R. 343-9 and R. 343-10 is based on several factors:

• the scope available for diversification;

• the maximum accounting risk compatible with the objective of protecting equity and net income.

5.3.2. Credit risk

Counterparty risk is monitored and managed in compliance with Natixis Group standards and internal limits, as determined by the Risk Committee, as well as the regulatory constraints imposed on insurance companies. Credit risk is monitored by Ostrum Asset Management, which is responsible for managing the portfolio and reporting to the Finance Committee. In addition, a Credit Committee comprising members from Natixis Assurances and Ostrum Asset Management meets quarterly.

BREAKDOWN BY TYPE AND BUSINESS SECTOR OF FINANCIAL ASSETS EXPOSED TO CREDIT RISK

Breakdown of bonds (in € thousands)	Business sectors at 12/31/2020					Business sectors at 12/31/2019				
	Government securities	Quasi-government	Private - financial sector (2)	Private - other sectors	Total	Government securities	Quasi-government	Private - financial sector (2)	Private - other sectors	Total
Held-to-maturity bonds	506,618	61,648	27,053	192,679	787,999	633,842	-	27,935	278,358	940,136
Available-for-sale bonds	12,913,703	746,231	15,034,614	14,946,627	43,641,175	12,770,234	510,039	13,110,135	14,637,360	41,027,769
Bonds recorded using the fair value option	-	32,651	2,012,251	-	2,044,902	98,370	34,036	2,185,318	-	2,317,724
Total bonds	**13,420,321**	**840,531**	**17,073,918**	**15,139,307**	**46,474,076**	**13,502,447**	**544,075**	**15,323,388**	**14,915,719**	**44,285,628**
% N	*28.9%*	*2%*	*37%*	*33%*	*100%*	*30.5%*	*1.2%*	*34.6%*	*33.7%*	*100%*
o/w maturity < 1 yr (1)	*660,945*	*71,222*	*1,349,764*	*1,680,520*	*3,762,451*	*648,474*	*6,187*	*1,155,117*	*683,876*	*2,493,654*
o/w maturity 1 - 5 yrs (1)	*2,709,957*	*343,073*	*3,889,674*	*5,654,445*	*12,597,149*	*2,658,955*	*226,388*	*4,707,458*	*6,655,203*	*14,248,003*
o/w maturity > 5 yrs (1)	*10,049,418*	*426,236*	*11,834,480*	*7,804,347*	*30,114,481*	*10,195,017*	*311,501*	*9,460,814*	*7,576,640*	*27,543,971*

(1) Contractual maturity or exercise date of issuer call (where applicable)
(2) o/w 17% rated AA or AAA (23% in 2019) and 62% rated A, AA or AAA (69% in 2019)

BREAKDOWN BY TYPE AND CREDIT RATING OF FINANCIAL ASSETS EXPOSED TO CREDIT RISK

Breakdown of bonds (in € thousands)	Credit ratings at 12/31/2020												12/2019
	AAA	AA	A	BBB	BB	B	CCC	CC	C	D	Not rated(2)	Total	Total
Held-to-maturity bonds	-	308,348	143,950	334,575	-	259	644	139	-	62	21	787,999	940,136
Available-for-sale bonds	2,506,323	13,330,415	11,988,146	11,203,749	652,551	96,351	14,126	-	-	340	3,849,173	43,641,175	41,027,769
Bonds recorded using the fair value option	-	62,197	1,302,701	241,314	-	-	-	-	-	-	438,690	2,044,902	2,317,724
Total bonds	**2,506,323**	**13,700,960**	**13,434,797**	**11,779,638**	**652,551**	**96,611**	**14,770**	**139**	**-**	**402**	**4,287,884**	**46,474,076**	**44,285,628**
% N	*5.4%*	*29%*	*29%*	*25%*	*1.4%*	*0,2%*	*0%*	*0%*	*0%*	*0%*	*9.2%*	*100%*	
% N-1	*5.8%*	*32%*	*29%*	*26%*	*1.3%*	*0,3%*	*0%*	*0%*	*0%*	*0%*	*5.8%*		*100%*
o/w maturity < 1 yr(1)	*382,249*	*603,195*	*1,023,120*	*1,309,959*	*224,528*	*33,599*	*-*	*-*	*-*	*-*	*185,806*	*3,762,456*	*2,493,654*
o/w maturity 1 to 5 yrs (1)	*650,563*	*3,664,019*	*3,647,496*	*3,296,715*	*271,589*	*42,723*	*11,472*	*-*	*-*	*402*	*1,012,169*	*12,597,149*	*14,248,003*
o/w maturity > 5 yrs (1)	*1,473,511*	*9,433,745*	*8,764,180*	*7,172,965*	*156,434*	*20,288*	*3,298*	*139*	*-*	*-*	*3,089,909*	*30,114,470*	*27,543,971*

(1) Contractual maturity or exercise date of issuer call (where applicable)
(2) The main unrated securities are securitization funds and senior bonds issued notably by ITM Entreprises and Artémis, and structured bonds.

CARRYING AMOUNT OF EURO ZONE SOVEREIGN DEBT SECURITIES

Sovereign debt (in € thousands)	Country	Balance sheet value (1)	
		2020	2019
Available-for-sale securities	France	8,518,071	8,631,290
	Belgium	1,307,881	1,058,468
	Spain	837,154	697,457
	Luxembourg	659,657	530,159
	Germany	386,516	311,420
	Italy	323,501	569,946
	Portugal	190,392	186,308
	Poland	117,217	116,477
	Slovakia	101,762	98,099
	USA	101,608	150,003
	Austria	79,945	89,765
	United Kingdom	71,060	70,103
	Netherlands	65,900	73,533
	Philippines	63,362	57,396
	Chile	48,856	41,921
	Canada	16,343	43,719
	Slovenia	13,422	13,930
	Finland	11,056	30,242
	Total	**12,913,703**	**12,770,234**
Held-to-maturity securities	Italy	294,355	300,431
	France	212,263	320,658
	Austria	-	12,753
	Total	**506,618**	**633,842**
Securities recorded using the fair value option	Luxembourg	-	98,370
	Total	**-**	**98,370**
Total sovereign debt		**13,420,321**	**13,502,447**

(1) Carrying amount net of provisions for permanent impairment where applicable, without applying contractual policyholder bonus rules and without deferred tax.

The fair value of AFS securities in the table above was exclusively determined using quoted prices (level 1).

5.3.3. Liquidity risk

BREAKDOWN OF FINANCIAL DEBT BY CONTRACTUAL MATURITY

Category of financial debt [1] (in € thousands)	Breakdown of carrying amount in 12/2020 by maturity			Carrying amount 12/2020	Carrying amount 12/2019
	< 1 year	1-5 years	> 5 years		
Dated subordinated debt taken out with Natixis or Groupe BPCE entities	1,970	383,000	475,000	859,970	508,775
Dated subordinated debt taken out with non-Group entities	-	-	-	-	-
Total dated subordinated debt	**1,970**	**383,000**	**475,000**	**859,970**	**508,775**
Perpetual subordinated debt issued by Natixis or Groupe BPCE entities [2]	889	-	273,500	274,389	274,377
Perpetual subordinated debt issued by non-Group entities [3]	69	-	251,000	251,069	251,034
Total perpetual subordinated debt	**957**	**-**	**524,500**	**525,457**	**525,412**
Total subordinated debt	**2,927**	**383,000**	**999,500**	**1,385,427**	**1,034,187**
Other financial debt issued by Natixis or Groupe BPCE entities	44,659	392,000	-	436,659	408,567
Other financial debt issued by non-Group entities	-	-	-	-	-
Total financial debt	**47,586**	**775,000**	**999,500**	**1,822,086**	**1,442,753**

(1) Short-term debt is defined as having a maturity of less than one year and the contractual maturity of financial contracts is presented in the section on interest rate risk (point 5.3.5).
(2) Perpetual debt with a 10-year call (€22 million at end-2022); other debt: annual call (first call date past)
(3) Perpetual debt with an 11-year call (€251 million at end-2025)

5.3.4. Market risks

EQUITY RISK EXPOSURE BY GEOGRAPHIC AREA

Breakdown of equities by geographic area - carrying amount at 12/31/2020 (in € thousands)	Equities			Non-consolidated UCITS (breakdown in the AMF classification table below)	Total
	Euro zone	Europe excl. euro zone	International		
Available-for-sale equities and UCITS	1,545,659	45,653	-	6,898,003	8,489,315
Equities and UCITS recorded under the fair value option	-	-	-	552,200	552,200
Equities and UCITS held for trading purposes	-	-	-	5,584,489	5,584,489
Total equities and UCITS	1,545,659	45,653	-	13,034,692	14,626,005
% N	*97.1%*	*3%*	*0.0%*		
% N-1	*97.1%*	*3%*	*0.0%*		

Breakdown of equities by geographic area - carrying amount at 12/31/2019 (in € thousands)	Equities			Non-consolidated UCITS (breakdown in the AMF classification table below)	Total
	Euro zone	Europe excl. euro zone	International		
Available-for-sale equities and UCITS	1,541,310	46,606	-	6,060,322	7,648,238
Equities and UCITS recorded under the fair value option	-	-	-	667,157	667,157
Equities and UCITS held for trading purposes	-	-	-	2,202,200	2,202,200
Total equities and UCITS	1,541,310	46,606	-	8,929,679	10,517,595
% N	*97.1%*	*3%*	*0.0%*		
% N-1	*94.7%*	*5%*	*0.0%*		

AMF CLASSIFICATION OF DIVERSIFIED UCITS

AMF classification of diversified UCITS - carrying amount at 12/31/2020 (in € thousands)	Euro zone equities	International equities	Bonds	Money market instruments	Alternative and diversified funds	Venture capital funds	Units of securitization funds and loan funds	Real estate funds	Total non-consolidated UCITS 12/31/2020
Available-for-sale UCITS	2,669,736	758,272	611,472	189,506	1,102,800	810,279	9	755,929	6,898,003
UCITS recorded under the fair value option	15,795	3	149	-	36,916	-	-	499,335	552,200
UCITS held for trading purposes	-	-	-	5,584,489	-	-	-	-	5,584,489
Total non-consolidated UCITS	2,685,531	758,275	611,622	5,773,995	1,139,717	810,279	9	1,255,264	13,034,692
% N	*21%*	*6%*	*5%*	*44%*	*9%*	*6%*	*0%*	*10%*	*100%*
% N-1	*21%*	*9%*	*7%*	*26%*	*17%*	*7%*	*0%*	*14%*	*100%*

AMF classification of diversified UCITS - carrying amount at 12/31/2019 (in € thousands)	Euro zone equities	International equities	Bonds	Money market instruments	Alternative and diversified funds	Venture capital funds	Units of securitization funds and loan funds	Real estate funds	Total non-consolidated UCITS 12/31/2019
Available-for-sale UCITS	1,908,987	772,513	631,283	79,037	1,337,153	622,977	9	708,362	6,060,322
UCITS recorded under the fair value option	-	-	-	-	159,854	-	-	507,303	667,157
UCITS held for trading purposes	-	-	-	2,202,200	-	-	-	-	2,202,200
Total non-consolidated UCITS	**1,908,987**	**772,513**	**631,283**	**2,281,237**	**1,497,007**	**622,977**	**9**	**1,215,665**	**8,929,679**
% N	*21%*	*9%*	*7%*	*26%*	*17%*	*7%*	*0%*	*14%*	*100%*
% N-1	*9%*	*5%*	*5%*	*50%*	*15%*	*8%*	*0%*	*8%*	*100%*

EXPOSURE TO PROPERTY RISK BY GEOGRAPHIC AREA AND CATEGORY

The properties referred to include the properties of the consolidated SCI and SPPICAV. They do not include non-consolidated SCPI and SCI securities.

Breakdown of investment property by geographic area (in € thousands)	Paris area		Other geographic areas		Total	
	12/2020	12/2019	12/2020	12/2019	12/2020	12/2019
Offices at fair value through profit and loss	931,046	1,009,118	116,130	115,871	1,047,176	1,124,990
Other categories at fair value through profit and loss	93,710	88,779	245,460	258,029	339,170	346,807
Investment property cash*	25,901	-	-	-	25,901	-
Property at fair value through profit and loss	**1,050,658**	**1,097,897**	**361,590**	**373,900**	**1,412,248**	**1,471,797**
Offices at amortized cost	98,982	99,318	25,754	26,365	124,736	125,683
Total investment property	**1,149,640**	**1,197,215**	**387,344**	**400,265**	**1,536,983**	**1,597,480**

* Cash held by investment property funds associated with unit-linked policies.

FOREIGN EXCHANGE RISK

Breakdown of financial assets and liabilities by currency (1) (in € thousands)	12/2020		12/2019	
	Carrying amount	% of total	Carrying amount	% of total
Financial assets denominated in EUR	93,315,793	99%	85,903,522	99%
Financial assets denominated in USD(1)	1,135,797	1%	976,820	1%
Financial assets denominated in CHF(2)	54,250	0%	41,553	0%
Financial assets denominated in GBP(3)	34,606	0%	31,839	0%
Financial assets denominated in other currencies	16,505	0%	10,205	0%
TOTAL FINANCIAL ASSETS	**94,556,951**	**100%**	**87,049,911**	**100%**
Financial liabilities denominated in EUR	26,703,043	100%	26,714,881	100%
Financial liabilities denominated in USD	5,402	0%	-	0%
TOTAL FINANCIAL LIABILITIES	**26,708,445**	**100%**	**26,714,881**	**100%**

(1) o/w €667 million hedged with currency swaps
(2) o/w €37 million hedged with a currency future
(3) o/w €30 million hedged with currency swaps.

5.3.5. Interest rate risk

EXPOSURE OF FINANCIAL ASSETS

The following table shows the exposure of Natixis Assurances' financial assets to the fixed income market:

Category of financial assets [1] (in € thousands)	Breakdown of carrying amount by maturity at 12/31/2020 [3]			Carrying amount 12/31/2020	Carrying amount 12/31/2019
	< 1 yr	1 - 5 yrs	> 5yrs		
Held-to-maturity bonds	-	366,212	418,793	785,005	936,257
Available-for-sale bonds	3,278,885	11,176,360	27,735,611	42,190,856	39,414,088
Bonds recorded under the fair value option	22,855	205,790	570,031	798,677	826,941
Fixed-rate bonds	**3,301,740**	**11,748,362**	**28,724,435**	**43,774,538**	**41,177,286**
Fixed-rate loans and receivables	196,535	530,420	12,225,924	12,952,879	13,867,887
Other net financial assets exposed to fair value risk [2]	2,162	(534)	23,107	24,736	(24,514)
FIXED-RATE FINANCIAL ASSETS	**3,500,438**	**12,278,248**	**40,973,466**	**56,752,152**	**55,020,659**
% N	***5.9%***	***20.7%***	***68.9%***	***95.5%***	
% N-1	***5.0%***	***22.4%***	***67.2%***		***94.7%***
Held-to-maturity bonds	-	83	2,910	2,994	3,879
Available-for-sale bonds	300,888	690,271	459,161	1,450,319	1,613,680
Bonds recorded under the fair value option	159,823	158,433	927,970	1,246,226	1,490,783
Variable-rate bonds	**460,711**	**848,787**	**1,390,041**	**2,699,539**	**3,108,343**
Variable-rate loans and receivables	50,089	-	-	50,089	50,096
Other net financial assets exposed to cash flow risk [2]	-	-	-	-	-
VARIABLE-RATE FINANCIAL ASSETS	**460,711**	**848,787**	**1,390,041**	**2,699,539**	**3,108,343**
% N	***0.8%***	***1.4%***	***2.3%***	***4.5%***	
% N-1	***0.4%***	***2.4%***	***2.5%***		***5.3%***
FINANCIAL ASSETS EXPOSED TO INTEREST RATE RISK	**3,961,149**	**13,127,035**	**42,363,507**	**59,451,691**	**58,129,002**

(1) Short-term receivables are deemed to have a maturity of less than one year
(2) Fair value of caps and currency swaps
(3) Contractual maturity or exercise date of issuer call (where applicable)

EXPOSURE OF LIABILITIES

The following table shows the exposure of Natixis Assurances' liabilities to the fixed income market:

Category of liabilities (1) (in € thousands)	Breakdown of projected liability flows at 12/31/2020 by estimated maturity			Projected liability flows 12/31/2020 (2)	Carrying amount of liabilities 12/31/2020
	< 1 yr	1 - 5 yrs	> 5 yrs		
With-profits underwriting liabilities	*3,515,322*	*11,550,140*	*46,750,595*	*61,816,056*	*67,044,472*
Unit-linked underwriting liabilities	*1,230,257*	*5,417,845*	*20,282,569*	*26,930,672*	*19,265,934*
Total underwriting liabilities	**4,745,579**	**16,967,985**	**67,033,165**	**88,746,728**	**86,310,406**
Subordinated debt and other financial debt	3,432	775,000	748,000	1,526,432	1,526,432
FIXED-RATE LIABILITIES	**4,749,011**	**17,742,985**	**67,781,165**	**90,273,160**	**87,836,838**
Subordinated debt	44,154	-	251,500	295,654	295,654
VARIABLE-RATE LIABILITIES	**44,154**	**-**	**251,500**	**295,654**	**295,654**
LIABILITIES EXPOSED TO INTEREST RATE RISK	**4,793,165**	**17,742,985**	**68,032,665**	**90,568,814**	**88,132,492**

(1) Short-term payables are deemed to have a maturity of less than one year
(2) Projected insurance liability flows comprise projected cash outflows. These flows consist of redemptions, deaths and projected maturities of insurance policies and financial contracts, including technical interest and deferred policyholder bonuses to be allocated to contracts between the closing date and the estimated exit date; they comprise the repayment of the principal for financial debt; they are not discounted.

The carrying amount of liabilities corresponds to that of the Investment Solutions business (excluding personal protection insurance, property & casualty insurance and CNP acceptance)

5.3.6. Sensitivity of assets and liabilities to market and interest rate risk

Sensitivity to market risks

Equities market

The sensitivity analysis involved measuring the impact of a 10% variation in the equities market. This analysis was conducted for each line in the Natixis Assurances portfolio. The scope included equities, UCITS, structured products and convertible bonds.

The sensitivity of each line was determined according to its "β" calculated over the year ended. This "β" was used to simulate the variation in the level of unrealized capital gains or losses.

The impact on the provision for permanent impairment could then be determined, with the provision for impairment recorded in the financial statements at December 31 having been set beforehand. The change in the provision for permanent impairment and the change in FVO unrealized capital gains or losses has an impact on income; the change in AFS unrealized capital gains or losses has an impact on equity.

The impact of equity derivatives held in consolidated UCITS was assumed to be nil overall (insignificant amounts).

Real estate market

The sensitivity analysis involved measuring the impact of a 10% variation in the real estate market. The impact was estimated globally for the properties of the consolidated SCIs and OPCIs (impact on income) and SCPI securities held (impact on equity).

Sensitivity of financial assets before deferred policyholder bonus and deferred taxes (in € millions)	12/2020			12/2019		
	Impact on fair value of investments	Impact on income	Impact on equity	Impact on fair value of investments	Impact on income	Impact on equity
Before impact of hedging derivatives						
+10% variation in the equities market	669.3	5.9	663.4	330.8	6.7	324.1
-10% variation in the equities market	(669.6)	(22.0)	(647.6)	(331.3)	(29.5)	(301.8)
After impact of hedging derivatives						
+10% variation in the equities market	665.8	2.4	663.4	268.6	(55.5)	324.1
-10% variation in the equities market	(662.7)	(15.0)	(647.6)	(292.5)	9.3	(301.8)
Before and after impact of hedging derivatives						
+10% variation in the real estate market	265.5	203.6	61.8	269.7	210.5	60.2
-10% variation in the real estate market	(265.5)	(205.4)	(60.1)	(269.7)	(215.4)	(55.3)

The following table presents the impacts net of deferred policyholder bonuses and deferred taxes:

Sensitivity of financial assets after deferred policyholder bonus and deferred taxes (in € millions)	12/2020			12/2019		
	Impact on fair value of investments	Impact on income	Impact on equity	Impact on fair value of investments	Impact on income	Impact on equity
Before impact of hedging derivatives						
+10% variation in the equities market	669.3	0.6	75.5	330.8	0.6	26.4
-10% variation in the equities market	(669.6)	(2.3)	(71.7)	(331.3)	(2.4)	(24.6)
After impact of hedging derivatives						
+10% variation in the equities market	665.8	0.4	47.2	268.6	0.5	23.0
-10% variation in the equities market	(662.7)	(1.6)	(46.0)	(292.5)	(2.1)	(21.5)
Before and after impact of hedging derivatives						
+10% variation in the real estate market	265.5	19.6	6.8	269.7	17.2	4.9
-10% variation in the real estate market	(265.5)	(19.8)	(6.6)	(269.7)	(17.6)	(4.5)

Sensitivity to interest rate risk

The sensitivity analysis involved measuring the impact of a 1% variation in interest rates without a deformation of the yield curve. This analysis was conducted for each line in Natixis Assurances' main fixed income portfolios (BPCE Vie, BPCE Prévoyance and BPCE Assurances), i.e. 94% of the total value.

Sensitivity of financial assets before deferred policyholder bonus and deferred taxes (in € millions)	12/2020			12/2019		
	Impact on fair value of investments (1)	Impact on income	Impact on equity	Impact on fair value of investments (1)	Impact on income	Impact on equity
Before impact of hedging derivatives						
+1% variation in bond rates	(3,312)	(100)	(3,165)	(2,903)	(129)	(2,716)
-1% variation in bond rates	3,770	85	3,634	3,233	104	3,066
After impact of hedging derivatives						
+1% variation in bond rates	(3,312)	(100)	(3,165)	(2,902)	(128)	(2,716)
-1% variation in bond rates	3,770	85	3,634	3,232	104	3,066

(1) Including HTM securities

The change in the sensitivity of financial instruments to interest rate risk relative to the previous year primarily resulted from a volume effect linked to portfolio growth and from lower interest rates (10-year EIOPA rate of -0.37% at end-2020 versus 0.11% at end-2019).
The reduction in the impact on income primarily stemmed from lower exposure to structured products (-€400 million on the trading category).
The impacts net of deferred policyholder bonuses and deferred taxes are presented in the table below:

Sensitivity of financial assets after deferred policyholder bonus and deferred taxes (in € millions)	12/2020			12/2019		
	Impact on fair value of investments (1)	Impact on income	Impact on equity	Impact on fair value of investments (1)	Impact on income	Impact on equity
Before impact of hedging derivatives						
+1% variation in bond rates	(3,312)	(9.6)	(305)	(2,903)	(10.5)	(222)
-1% variation in bond rates	3,770	8.2	350	3,233	8.5	250
After impact of hedging derivatives						
+1% variation in bond rates	(3,312)	(9.6)	(305)	(2,902)	(10.5)	(222)
-1% variation in bond rates	3,770	8.2	350	3,232	8.5	250

(1) Including HTM securities

5.4. HEDGING RELATIONS

See point 4.2.5 Hedge accounting.

5.5. RISKS ASSOCIATED WITH UNIT-LINKED POLICIES AND CONTRACTS

Reconciliation of unit-linked policies and contracts (in € thousands)	Stock at 12/31/2020	Stock at 12/31/2019
Consolidated SCI representing unit-linked policies and contracts	447,553	456,030
Other investments representing unit-linked policies and contracts	18,867,623	16,713,441
Total carrying amount of assets representing unit-linked policies and contracts (a)	**19,315,176**	**17,169,471**
Underwriting reserves for unit-linked insurance policies	14,035,142	12,163,652
Liabilities related to unit-linked financial contracts	5,230,792	4,947,984
Total liabilities related to unit-linked policies and contracts excluding floor guarantee (b)	**19,265,934**	**17,111,636**
o/w unit-linked loss reserve (c)	-	-
Reserve for floor guarantee	174,777	35,676
Total liabilities related to unit-linked policies and contracts	**19,440,711**	**17,147,312**
Over- or under-coverage linked to temporary investment gap (a) - (b)	**49,242**	**57,835**
Over- or under-coverage excluding unit-linked loss reserve (a) - (b) + (c)	49,242	57,835

5.6. IFRS9 NOTES DURING THE TRANSITIONAL PERIOD

Breakdown of financial investments by category at balance sheet date

Breakdown of financial investments (in € thousands)	Category of asset	12/2020 Fair value	12/2020 Change in fair value	12/2019 Fair value	12/2019 Change in fair value
Assets whose cash flows relate solely to payments of principal and interest	Bonds	41,417,949	586,239	38,966,501	1,927,284
	UCITS	-	-	-	-
	Loans and receivables	1,747,251	-	2,089,727	-
	Derivative assets	-	-	-	-
	Total (1)	**43,165,200**	**586,239**	**41,056,228**	**1,927,284**
Other financial assets	Bonds	5,259,919	(15,863)	5,535,190	185,517
	Equities	1,591,312	(51,093)	1,587,916	263,105
	UCITS	13,034,692	299,868	8,929,679	603,478
	Loans and receivables	-	-	-	-
	Investments representing unit-linked contracts recorded under the fair value option	18,867,623	303,865	16,713,441	1,709,991
	Derivative assets	49,297	31,409	17,785	417
	Total (2)	**38,802,844**	**568,186**	**32,784,011**	**2,762,508**
Assets governed by rules other than IFRS 9 and IAS 39	Investment property	1,566,810	234,211	1,624,004	117,273
	Deposits with sellers and advances on policies	11,255,717	-	11,828,257	-
	Total (3)	**12,822,526**	**234,211**	**13,452,260**	**117,273**
Total financial investments (1) + (2) + (3)		**94,790,570**	**1,388,636**	**87,292,499**	**4,807,064**

Breakdown of SPPI securities by rating

Breakdown of SPPI securities by rating at 12/31/2020 (in € thousands)	Asset rating	12/2020 Carrying amount (1)	12/2020 Fair value	12/2019 Carrying amount (1)	12/2019 Fair value
Bonds whose cash flows relate solely to payments of principal and interest	AAA	1,854,411	2,003,763	2,204,247	2,420,054
	AA	12,549,906	15,045,707	11,772,544	13,964,428
	A	11,003,190	11,838,827	9,203,214	9,777,155
	BBB	10,006,967	10,869,609	10,082,572	10,726,265
Sub-total of low credit-risk bonds		**35,414,474**	**39,757,906**	**33,262,576**	**36,887,902**
Bonds whose cash flows relate solely to payments of principal and interest	< BBB	664,232	682,292	661,117	665,642
	not rated	2,710,077	2,725,002	3,454,919	3,502,683
Sub-total of low credit-risk bonds		**3,374,309**	**3,407,295**	**4,116,036**	**4,168,325**
Total of bonds whose cash flows relate solely to payments of principal and interest		**38,788,783**	**43,165,200**	**37,378,612**	**41,056,228**

(1) Before correcting value for impairment.

5.7. FINANCIAL INSTRUMENTS SUBJECT TO INTEREST RATE BENCHMARK REFORM

The table below presents financial instruments for indices subject to a transition as part of interest rate benchmark reform. The financial instruments presented are those with a maturity date after December 31, 2021. The securities are reported at market value and not at historic cost.

in € thousands	Financial assets	Financial liabilities	Derivatives (notional)
EURIBOR - Euro Interbank Offered Rate	2,833,436	-	-
LIBOR - London Interbank Offered Rate - USD Secured Overnight Financing Rate (SOFR)	58,787	-	-
Total	**2,892,223**	**-**	**-**

6. NOTES ON INSURANCE POLICIES AND FINANCIAL CONTRACTS

6.1. INSURANCE POLICIES AND FINANCIAL CONTRACTS

Carrying amount (in € thousands)	12/2020	12/2019
Underwriting liabilities related to insurance policies	63,938,805	59,091,529
Underwriting liabilities related to financial contracts	24,820,632	25,137,888
Deferred policyholder bonus liability	4,691,064	4,037,793
Liabilities related to policies and contracts	**93,450,501**	**88,267,210**
Shares of cessionaires and retrocessionaires	(16,503,695)	(14,785,567)
Deferred policyholder bonus asset	**(16,503,695)**	**(14,785,567)**
TOTAL ASSETS AND LIABILITIES RELATED TO POLICIES AND CONTRACTS	**76,946,806**	**73,481,643**

6.1.1. Underwriting reserves related to insurance policies

LIABILITIES RELATED TO INSURANCE POLICIES BY BUSINESS SECTOR AND GEOGRAPHIC AREA

Carrying amount (in € thousands)	Life Insurance/Investment Solutions/Pensions		Personal Protection Insurance (1)		Property & Casualty Insurance		Total Insurance	
	12/2020	12/2019	12/2020	12/2019	12/2020	12/2019	12/2020	12/2019
Mathematical reserves	45,204,277	42,893,796	195,300	156,136	-	-	45,399,577	43,049,932
Reserves for unearned premiums	-	-	3,899	3,877	459,797	418,564	463,696	422,441
Loss reserves (a)	641,398	392,331	607,332	534,162	1,068,725	1,001,312	2,317,455	1,927,805
Reserves resulting from liability adequacy test	-	-	-	-	-	-	-	-
Policyholder bonus reserves	1,608,957	1,416,972	-	-	-	-	1,608,957	1,416,972
Other reserves	-	-	73,059	65,909	40,919	44,818	113,978	110,727
Gross underwriting reserves - insurance policies excluding unit-linked policies	**47,454,632**	**44,703,100**	**879,590**	**760,084**	**1,569,441**	**1,464,694**	**49,903,663**	**46,927,877**
Gross underwriting reserves - unit-linked policies	**14,035,142**	**12,163,652**	**-**	**-**	**-**	**-**	**14,035,142**	**12,163,652**
Mathematical reserves and policyholder bonus reserves ceded	9,118,433	8,041,726	-	-	-	-	9,118,433	8,041,726
Reserves for unearned premiums and other reserves ceded	-	-	61,934	54,407	21,084	19,932	83,018	74,339
Loss reserves ceded (b)	328,060	146,265	145,310	133,072	154,475	138,609	627,845	417,946
Reserves resulting from liability adequacy test	-	-	-	-	-	-	-	-
Share of cessionaires and retrocessionaires in gross underwriting reserves - insurance policies excluding unit-linked policies	**9,446,493**	**8,187,991**	**207,243**	**187,478**	**175,560**	**158,542**	**9,829,296**	**8,534,011**
Share of cessionaires and retrocessionaires in gross underwriting reserves - unit-linked policies	**3,981,123**	**3,520,890**	**-**	**-**	**-**	**-**	**3,981,123**	**3,520,890**
TOTAL NET LIABILITIES RELATED TO INSURANCE POLICIES	**48,062,158**	**45,157,871**	**672,347**	**572,606**	**1,393,881**	**1,306,152**	**50,128,386**	**47,036,628**

(1) life and non-life

(a) o/w gross IBNR	-	-	399,758	287,704	170,966	206,156	570,724	493,860
(b) o/w IBNR ceded	-	-	96,269	68,798	23,030	37,604	119,299	106,403

Multi-risk personal accident policies, payment instrument guarantees (MAV), and health insurance products are classified in Property & Casualty.

All insurance policies belong to the France geographic area.

6.1.2. Liabilities related to financial contracts

LIABILITIES RELATED TO FINANCIAL CONTRACTS BY BUSINESS SECTOR AND GEOGRAPHIC AREA

Carrying amount (in € thousands)	Life Insurance/Investment Solutions/Pensions		Personal Protection Insurance and Property & Casualty Insurance		Total Financial Contracts	
	12/2020	12/2019	12/2020	12/2019	12/2020	12/2019
Mathematical reserves (b)	18,568,981	19,219,711	-	-	18,568,981	19,219,711
Reserves for unearned premiums	-	-	-	-	-	-
Loss reserves (a) (c)	357,215	344,853	-	-	357,215	344,853
Reserves resulting from liability adequacy test	-	-	-	-	-	-
Policyholder bonus reserves	663,644	625,340	-	-	663,644	625,340
Other reserves	-	-	-	-	-	-
Gross liabilities related to financial contracts with discretionary policyholder bonus excluding unit-linked contracts	**19,589,840**	**20,189,904**	**-**	**-**	**19,589,840**	**20,189,904**
Gross liabilities related to financial contracts without discretionary policyholder bonus excluding unit-linked contracts	-	-	-	-	-	-
Gross liabilities related to unit-linked financial contracts (d)	**5,230,792**	**4,947,984**	**-**	**-**	**5,230,792**	**4,947,984**
Mathematical reserves and policyholder bonus reserves ceded	2,516,889	2,563,465	-	-	2,516,889	2,563,465
Reserves for unearned premiums and other reserves ceded	-	-	-	-	-	-
Loss reserves ceded	-	-	-	-	-	-
Reserves resulting from liability adequacy test	-	-	-	-	-	-
Policyholder bonus reserves	-	-	-	-	-	-
Other reserves ceded	-	-	-	-	-	-
Share of cessionaires in liabilities related to financial contracts with discretionary policyholder bonus excluding unit-linked contracts	**2,516,889**	**2,563,465**	**-**	-	**2,516,889**	**2,563,465**
Share of cessionaires in liabilities related to financial contracts without discretionary policyholder bonus excluding unit-linked contracts	**-**	**-**	**-**	**-**	**-**	**-**
Share of cessionaires in liabilities related to unit-linked financial contracts	**176,387**	**167,201**	**-**	**-**	**176,387**	**167,201**
TOTAL NET LIABILITIES RELATED TO FINANCIAL CONTRACTS	**22,127,356**	**22,407,222**	**-**	**-**	**22,127,356**	**22,407,222**

(a) o/w IBNR = 0

DETAIL BY GEOGRAPHIC AREA

(b) o/w gross with-profits mathematical reserves - Luxembourg	*3,413,227*	*3,415,004*	-	-	*3,413,227*	*3,415,004*
(c) o/w gross with-profits loss reserves - Luxembourg	-	-	-	-	-	-
(d) o/w gross unit-linked mathematical reserves - Luxembourg	*2,242,309*	*2,134,456*	-	-	*2,242,309*	*2,134,456*
(d) o/w gross unit-linked loss reserves - Luxembourg	-	-	-	-	-	-
Liabilities ceded - Luxembourg	-	-	-	-	-	-
TOTAL LIABILITIES - LUXEMBOURG	**5,655,537**	**5,549,461**	**-**	**-**	**5,655,537**	**5,549,461**

The French branch of the Luxembourg subsidiary belongs to the France geographic area.

6.1.3. Change in underwriting reserves – Life Insurance, Investment Solutions, Pensions

6.1.3.1. CHANGE IN GROSS VALUES

(in € thousands)	12/2020		
	Insurance	Financial contracts	Total Life Insurance/Investment Solutions/Pensions
Underwriting reserves and gross financial liabilities at January 1	**56,866,751**	**25,137,888**	**82,004,640**
Net pure premiums	6,432,346	1,363,392	7,795,738
Claims expense	(2,432,067)	(1,159,326)	(3,591,393)
Revaluation of reserves (interest income, deferred policyholder bonus, unit-linked adjustments and other flows)	622,744	(521,323)	101,421
Portfolio acquisitions	-	-	-
Internal transfers	-	-	-
Underwriting reserves and gross financial liabilities at December 31	**61,489,774**	**24,820,632**	**86,310,406**

6.1.4. Change in loss reserves in the personal protection insurance and property & casualty insurance branches

6.1.4.1. Change in gross values

BREAKDOWN OF CLAIMS EXPENSE AND PAYMENTS BETWEEN PREVIOUS AND CURRENT FINANCIAL YEARS

(in € thousands)	Payment Protection and Personal Protection Insurance		Property & Casualty Insurance	
	12/2020	12/2019	12/2020	12/2019
Gross loss reserves - direct business at January 1	**534,163**	**445,711**	**1,001,312**	**936,020**
Claims expense for year in progress	392,480	386,075	590,390	708,739
(Bonuses)/penalties on previous years	(147,915)	(106,485)	(7,149)	(64,208)
Total claims expense	**244,565**	**279,590**	**583,241**	**644,531**
Payments on claims for year in progress	87,647	89,034	257,125	321,469
Payments on claims on previous years	97,852	99,820	265,914	257,984
Total payments	**185,499**	**188,854**	**523,039**	**579,453**
Newly-consolidated entities	-	-	-	-
Change in coinsurance loss reserves, acceptances, claims management reserves and others	14,104	(2,283)	7,211	214
Total gross loss reserves at December 31	**607,333**	**534,163**	**1,068,725**	**1,001,312**

The increase in gross loss reserves at December 31, 2020 includes a €17 million impact recognized on payment protection insurance business following the health crisis during the year.

6.1.4.2. CHANGE IN SHARE OF REINSURERS

(in € thousands)	Payment Protection and Personal Protection Insurance		Property & Casualty Insurance	
	12/2020	12/2019	12/2020	12/2019
Share of reinsurers in loss reserves - direct business at January 1	**133,071**	**120,037**	**138,610**	**97,445**
Share of reinsurers in total claims expense	84,118	69,892	45,299	53,507
Share of reinsurers in payments on claims	(56,036)	(42,526)	(28,597)	(10,937)
Portfolio acquisitions/disposals	(13,146)	(11,834)	(836)	(1,406)
Change in share of reinsurers in reserves for other claims	(2,699)	(2,498)	-	-
Total share of reinsurers in loss reserves - direct business at December 31	**145,309**	**133,071**	**154,476**	**138,610**

6.2. INSURANCE RISKS

6.2.1. Main assumptions

Main policy features and period-end assumptions	12/2020	12/2019 pro forma
Assumptions related to underwriting reserves - Life Insurance, Investment Solutions, Pensions *		
Average minimum guaranteed rate on insurance policies	0.02%	0.01%
o/w average minimum guaranteed rate excluding unit-linked policies	*0.02%*	*0.01%*
Average policyholder bonus rate excluding unit-linked policies	96.7%	96.9%
Assumptions related to liabilities on financial contracts with discretionary policyholder bonus **		
Average minimum guaranteed rate on financial contracts with policyholder bonus	0.30%	0.37%
o/w average minimum guaranteed rate excluding unit-linked policies	*0.40%*	*0.40%*
Average policyholder bonus rate excluding unit-linked policies	97.9%	97.9%
Assumptions related to liabilities on financial contracts without discretionary policyholder bonus		
Average minimum guaranteed rate on financial contracts without policyholder bonus	0%	0%
Average churn rate	5.78%	2.61%
Assumptions related to underwriting reserves - Personal Protection Insurance and Property & Casualty Insurance		
Discount rate on loss reserves	0%	0%
Discount rate on reserves for incapacity/invalidity, funeral services and long-term care	0% - 2.50%	0.25% - 2.50%
Average cost of settled claims - Personal Protection Insurance (excluding Payment Protection)	€4.44k	€4.22k
Average cost of settled claims - Property & Casualty Insurance (excluding Payment Instrument and Health)	€0.42k	€0.37k
Average cost of settled claims - Payment Instrument and Health Insurance	€0.004k	€0.005k

* 2020 figures include mathematical reservers for annuities
** 2019 and 2020 figures include Natixis Life financial contracts

6.2.2. Presentation of risk management policy

The risk management policy applicable to investment contracts and life insurance policies is presented with the financial risk management policy in point 5.3.1

Personal protection insurance and property & casualty insurance policies cover the following risks:

• death due to accident or illness, work cessation, invalidity, loss of employment and loss of autonomy;

• auto insurance, multi-risk home insurance, personal accident insurance, legal expenses, loss or theft of payment instruments and various property & casualty guarantees.

• auto and non-auto civil liability.

Natixis Assurances uses reinsurance to limit its exposure, in particular to the following risks:

• risk of dispersion of guaranteed capital on coverage of death, personal accidents and loss of autonomy;

• risk related to the frequency of claims for cessation of work, invalidity and loss of autonomy;

• risk linked to climate events and natural disasters in property & casualty insurance as well as to accidental disasters or pandemics on life and personal protection policies;

• risk linked to the amount of civil liability and property damage claims;

• mortality and financial risk for the floor guarantee of unit-linked policies.

The reinsurance plan is distributed among several reinsurers, thus limiting the risk associated with any given reinsurer. The plan comprises the following main treaties:

• capital surplus on death benefit, claim surplus on work cessation, combined with basic reinsurance with a capped quota-share for individual personal protection insurance;

• quote-share and capital surplus on death benefit, work cessation, invalidity and loss of employment for payment protection insurance (excluding revolving credit insurance);

• 90% quota-share on loss of autonomy;

• claims surplus treaties on the portfolio of guaranties covering death by accident and illness in the event of an epidemic or pandemic and on the personal protection portfolio in the event of a catastrophic accident;

• quota-share and claims surplus treaties covering personal accidents;

• coverage of climate events by claims surplus treaties;

• coverage of natural disasters: 50% quota-share and a stop-loss treaty with Caisse Centrale de Réassurance (CCR), from a loss ratio of 100% on auto insurance and 200% for other categories;

• unlimited coverage of terrorist attacks;

• fire coverage: conflagration up to €30 million and renters' liability up to €150 million per event;

• ARCAM common reinsurance treaties providing unlimited civil liability coverage for auto insurance and coverage of up to €100 million for non-auto civil liability or material damage auto, with coverage up to €350 million in the event of legal removal of cap;

• claims surplus with aggregate covering mid-range property damage claims;

• treaty covering increases in annuities due in respect of civil liability;

• coverage of catastrophic events affecting personal accident policies (death and/or permanent invalidity benefits);

• 15% quota-share on the general fund for the life insurance and endowment policies of BPCE Vie and Natixis Life;

• 50% quota-share on the unit-linked AuM of BPCE Vie life insurance and endowment policies;

• 40% quota-share of new with-profits life insurance and endowment policies sold for investment/pensions purposes by the Caisse d'Epargne network since January 1, 2016;

• 90% quota-share of the stock of with-profits and unit-linked life insurance policies of the Caisse network, with at least one payment following total or partial redemption of an investment-pension policy taken out with CNP after January 1, 2020;

• 100% cession of the floor guarantee on unit-linked policies.

6.2.3. Type of insurance policies

6.2.3.1. Investment contracts

Discretionary nature of policy bonuses

The policyholder bonus clause contained in Natixis Assurances' investments contracts is always discretionary within the meaning of IFRS 4.

For contracts paying out a minimum policyholder bonus of less than 100% of investment income, the policyholder bonus is discretionary in the sense that a higher return may be paid.

For contracts paying out 100% of investment income, the policyholder bonus is also discretionary due to the existence of the policyholder bonus reserve used to increase the value of mathematical reserves within the regulatory 8-year limit and given the company's freedom to recognize capital gains or not.

Multi-instrument contracts

Multi-instrument contracts are not separated from the with-profits fund for unit-linked vehicles due to their commercial substance: at any time, policyholders can switch between different vehicles at a non-prohibitive cost.

Classification of contracts

For the reasons explained above, most investment contracts are classified as financial contracts with discretionary policyholder bonuses.

Contracts subject to Articles 82 and 83 of the Madelin Law, and "child savings plans", are classified as insurance policies due to the presence of insurance risk: the saving phase cannot be separated from the service phase in the former case, and premiums are exonerated in the event of death for child savings plans.

Multi-instrument contracts are classified as insurance policies where they offer a floor guarantee in the event of death and as financial contracts with discretionary policyholder bonuses otherwise.

Multi-instrument contracts without with-profits funds are classified as unit-linked financial contracts without discretionary policyholder bonuses.

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6.2.3.2. Personal protection and property & casualty insurance policies

Personal protection and property & casualty insurance policies primarily cover accidental death and death due to other causes, together with incapacity/invalidity, loss of employment, loss of autonomy, auto, multi-risk home, health, legal expenses and payment instrument guarantees. As insurance risk is transferred for such policies, they are classified as insurance policies.

6.2.4. Presentation of risk concentration

There were no changes of a legal or other nature that had a material impact on insured risks during the fiscal year.

6.2.4.1. Accidental death policies

BREAKDOWN BY TRANCHE OF CAPITAL AT RISK RELATED TO ACCIDENTAL DEATH POLICIES

(in € thousands)	Gross reserves	Net reserves
Provision for unearned written premiums and mathematical reserves - 2020	**181,883**	**180,550**

(in € millions)	Tranche 1 (*)	Tranche 2 *	Tranche 3 *	Total
Capital at risk - 2020	**56,032**	**68,836**	**50,863**	**175,731**
% N	*31.9%*	*39.2%*	*28.9%*	*100%*
% N-1	*33.6%*	*40.0%*	*26.4%*	*100%*

* Tranche 1 mainly comprises policies with capital at risk (CR) of less than €23k, Tranche 2 mainly policies with CR of between €23k and €100k and Tranche 3 mainly policies with CR of more than €100k.

6.2.4.2. Floor guarantee on death benefit for unit-linked policies

The floor guarantee reserve is calculated using the put method. It amounted to €174.5 million at end-2020 versus €36 million at end-2019.

This guarantee is reinsured with a quota-share of 100%. Reinsurance premiums paid in respect of the fiscal year (€9.9 million) comfortably covered the claims paid by reinsurers (€1.1 million).

Capital at risk (unrealized capital losses on all with-profits and unit-linked policies) totaled €81.7 million at end-2020 versus €32.7 million at end-2019.

6.2.5. Sensitivity analysis of insurance policies and financial contracts

6.2.5.1. Sensitivity of insurance policies and financial contracts – life insurance, investment solutions, pensions

Strictly speaking, insurance policies and financial contracts do not have insurance risks, with the exception of:

- the floor guarantee on unit-linked contracts (see point 6.2.4);
- life annuity risk (not material relative to other products).

These contracts are consequently primarily exposed to financial risks (see point 5.3).

The main features of the investment contracts presented in point 6.2.1 are the minimum guaranteed rate, policyholder bonus rate and redemption rate. Income and equity sensitivity to a change in these features is relatively low.

The minimum guaranteed rate on investment contracts is currently significantly lower than the rate paid. With the policyholder bonus rate being close to 100%, the financial margin's sensitivity to a change in this rate is correspondingly limited. Finally, the variation in the redemption rate has only a limited impact on the financial position, and is also limited by taxation and the age of the insured population.

6.2.5.2. Sensitivity of personal protection and property & casualty insurance policies

Income and equity are not very sensitive to the variation of personal protection and property & casualty insurance risks.

The loss ratio by year of occurrence (gross claims/premiums) observed on the portfolio of policies was stable by risk over recent years. Policies in the launch phase are also subject to conservative provisioning.

Reinsurance cessions by risk help curb the main fluctuations (see point 6.2.2).

Furthermore, any significant frequency gaps and the few products that exceed claims experience are regularly monitored.

In addition, in certain cases, policies sold can be subject to an annual price revision in the event of a technical imbalance.

6.2.6. Credit risk related to reinsurance policies

(in € thousands)	Credit rating (Standard & Poor's)	Reserves ceded		Current account balance	Amount guaranteed (1)	Amount not guaranteed (2)	Exposure as % of equity (3)
		Amount	%				
CNP	A	5,990,641	36%	11,624	5,660,706	(341,559)	(14.3%)
London Life	AA	4,851,336	29%	(8,222)	4,845,093	-	0%
RGA Re	AA-	2,064,894	13%	(25,515)	2,049,632	-	0%
Hannover Life Re	AA-	2,015,074	12%	(5,152)	2,011,678	-	0%
Mapfre Re	A+	1,206,623	7%	(3,647)	1,202,394	(583)	0%
Partner Re	A+	184,586	1%	(2,819)	179,723	(2,043)	(0.1%)
CCR	A	85,360	1%	(5,196)	20,543	(59,621)	(2.5%)
Surassur	NR	42,224	0%	2,438	-	(44,661)	(1.9%)
Scor	AA-	12,610	0%	434	9,989	(3,056)	(0.1%)
Other cessionaires	A- to AA+	50,347	0.31%	10,966	50,150	(11,164)	(0.5%)
Total		16,503,696	100%	(25,089)	16,029,907	(462,687)	(19.4%)

(1) Cash deposits, pledged securities, etc.
(2) Reserves ceded + current account balance – amount guaranteed
(3) Amount not guaranteed/equity

Treaties covering risks of natural disaster entered into with CCR are not subject to deposits or pledges, as these risks are subject to the unlimited guarantee of the French state.

The non-guaranteed amount of €342 million for CNP Assurances reflects a temporary difference in respect of the "tranche 1" reinsurance treaty, which will be settled when the final accounts are sent.

6.2.7. Hidden unseparated options

The main hidden unseparated options in insurance policies are:

- redemption option: the potential impact is incorporated into the liability adequacy test by modeling policyholder behavior;
- guaranteed rates on flexible premiums: given the scope of the policies in question, this option is not material.

6.2.8. Liability adequacy

Under IFRS 4.15, a liability adequacy test must be carried out at each reporting date in order to ensure that the insurance liabilities as presented in the consolidated financial statements are sufficient to cover future cash flows estimated at that date. If not, potential losses are fully recognized in the income statement.

This test involved:

- generating stochastic economic models;
- modeling assets/liabilities notably by taking into account:
  - policyholder behavior in terms of redemptions;
  - distribution policy;
  - the run-off of liabilities.

The simulations were carried out using the model developed for Solvency 2 calculations.

According to the liability adequacy test, insurance liabilities as presented in the consolidated financial statements are sufficient to cover estimated future cash flows.

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7. OTHER NOTES

7.1. BALANCE SHEET

GOODWILL

Breakdown of goodwill by consolidated entity (in € thousands)	2020			2019		
	Gross value	Impairment	Net value	Gross value	Impairment	Net value
BPCE Vie	16,412	-	16,412	16,412	-	16,412
Natixis Life	1,235	-	1,235	1,235	-	1,235
Total	**17,647**	**-**	**17,647**	**17,647**	**-**	**17,647**

There were no goodwill movements in 2020.

In accordance with IAS 28.32 and IAS 28.42:

- the €1.7 million of goodwill related to the acquisition of the Lebanese subsidiary Adir has been classified in Investments in affiliates since 2017; this amount was subject to a 100% write-off at December 31, 2020 (see Significant events of 2020);
- the €50 million of goodwill related to the acquisition of SCI DUO Paris is classified under Investment property.

In accordance with IAS 27 and the method applied by Natixis for business combinations placed under lasting common control, the goodwill related to the minority interests in BPCE Assurances (2015 and 2017) and BPCE APS (2018) was taken directly to Group shareholders' equity.

DEFERRED ACQUISITION COSTS

Detail of deferred acquisition costs (in € thousands)	2020			2019		
	Gross value	Amortization	Net value	Gross value	Amortization	Net value
Deferred acquisition costs and similar on life actvities	307,597	(102,532)	205,065	307,597	(82,026)	225,571
Deferred acquisition costs and similar on non-life actvities			59,498			57,356
Total	**307,597**	**(102,532)**	**264,563**	**307,597**	**(82,026)**	**282,927**

During the signature of the Stock Treaty in 2016, a €308 million commission fee was paid to CNP Assurances in respect of the set-up of reinsurance cover for 10% of the Caisse d'Epargne network's stock of policies. This sum was recognized in deferred acquisition costs, subject to amortization over 15 years.

We perform an annual impairment test to check that the net present value of the sum of future profits generated by the treaty in the coming years exceeds the net carrying amount.

TANGIBLE AND INTANGIBLE FIXED ASSETS, AND INVESTMENT PROPERTY

(in € thousands)	2020			2019		
	Gross value	Amortization and impairments	Net value	Gross value	Amortization and impairments	Net value
Tangible fixed assets						
Land and buildings	1,556	(692)	874	1,566	(606)	960
Rights of use under leases	71,669	(21,431)	50,238	81,963	(10,365)	71,598
o/w property	*71,669*	*(21,431)*	*50,238*	81,963	*(10,365)*	*71,598*
o/w other tangible assets	-	-	-	-	-	-
Others	43,606	(28,174)	15,432	40,417	(19,932)	20,485
Intangible fixed assets						
Lease rights	-	-	-	-	-	-
Software	449,393	(288,152)	161,241	423,623	(254,301)	169,322
Others	5,099	(2,723)	2,376	5,036	(2,506)	2,530
Total	**571,333**	**(341,172)**	**(230,161)**	**552,605**	**(287,710)**	**264,895**

CHANGE IN TANGIBLE AND INTANGIBLE FIXED ASSETS DURING THE YEAR

(in € thousands)	Gross value 12/31/2019	Increases	Decreases	Changes in scope and others	Destined non-recurring assets	Gross value 12/31/2020
Tangible fixed assets						
Land and buildings	1,556	-	-	-	-	1,566
Rights of use under lease	81,963	-	(10,294)	-	-	71,669
o/w property	*81,963*	-	*(10,294)*	-	-	*71,669*
o/w other tangible assets	-	-	-	-	-	-
Others	40,417	3,189	-	-	-	43,606
Intangible fixed assets						
Lease rights	-	-	-	-	-	-
Software	423,623	69,161	(43,391)	-	-	449,393
Others	5,036	63	-	-	-	5,099
Total	**552,605**	**72,413**	**(53,685)**	**-**	**-**	**571,333**

BREAKDOWN OF LEASE LIABILITIES BY CONTRACTUAL MATURITY

(in € thousands)	12/31/2020						
	<3 months	3-6 months	6 months - 1 year	1-2 years	2-5 years	>5 years	Total
Lease liabilities	2,713	2,750	5,527	11,020	23,704	5,667	51,380

(in € thousands)	12/31/2020						
	<3 months	3-6 months	6 months - 1 year	1-2 years	2-5 years	>5 years	Total
Signed leases for which underlying assets are not yet available	-	-	-	-	-	-	-

Natixis Assurances did not have any signed leases for which the underlying assets were not available at December 31, 2020.

BREAKDOWN OF AFS RESERVES

Breakdown of AFS reserves – group share (in € thousands)	12/2020	12/2019
Revaluation reserve - fixed-income securities	4,267,505	3,545,330
Revaluation reserve fixed-income securities - reclassified securities	-	-
Revaluation reserve - variable-income securities	1,143,762	941,779
Revaluation reserve	**5,411,268**	**4,487,108**
Deferred policyholder bonus reserve	(4,612,386)	(3,901,496)
Deferred tax reserve	(206,425)	(152,074)
Impact of revaluation of AFS financial assets	**592,457**	**433,539**
Revaluation reserve - CFH derivatives	(15,799)	(10,286)
Deferred policyholder bonus reserve - CFH derivatives	13,745	9,154
Deferred tax reserve - CFH derivatives	531	292
Impact of revaluation of hedging derivatives	**(1,523)**	**(840)**
Recyclable revaluation reserve net of shadow accounting adjustments	**590,933**	**432,699**

PROVISIONS FOR CONTINGENCIES

Breakdown of provisions for contingencies (in € thousands)	12/2020	12/2019
Provision for claims and litigation	11,942	12,626
Provision for long-service and end-of-career compensation	22,862	16,208
Other provisions	-	-
Total provisions for contingencies	**34,804**	**28,834**

The change in the Provisions for pensions line follows an analysis of compliance with standards. As a result, employee-time savings accounts are now considered as a long-term benefit and recognized in Provisions for contingencies. For reasons of operational simplification, the provision was not subject to an actuarial assessment.

Breakdown of provisions for long-service awards, end-of-career compensation and anniversary leave (in € thousands)	Provision for end-of career compensation			Provision for long-service awards	Provision for anniversary leave	Provision for employee-time savings accounts *
	Present value of gross financial commitments	Fair value of financial assets	Present value of net financial commitments	Present value of gross financial commitments	Present value of gross financial commitments	Vaue of funded commitments
Commitments at 12/31/2019	**11,368**	**3,431**	**7,938**	**4,326**	**3,551**	**392**
Variation recognized in income	**1,049**	**17**	**1,032**	**474**	**548**	**4,694**
Cost of services rendered during the period	968	-	968	473	448	4,694
Cost of past services	-	-	-	-	-	-
o/w scheme liquidation and reduction	-	-	-	-	-	-
Net financial cost	81	17	64	17	13	-
Revaluation adjustments recorded during the period relative to other long-term benefits	-	-	-	(17)	87	-
Variation in actuarial gains or losses taken to OCI	**588**	**36**	**552**	**-**	**-**	**-**
Revaluation adjustments due to experience	(120)	-	(120)	-	-	-
Revaluation adjustments due to demographic assumptions	123	-	123	-	-	-
Revaluation adjustments due to financial assumptions	585	-	585	-	-	-
Revaluation adjustments due to asset returns	-	36	(36)	-	-	-
Cash flow	**(236)**	**-**	**(236)**	**(156)**	**(253)**	**-**
Paid benefits	(236)	-	(236)	(156)	(253)	-
Commitments at 12/31/2020	**12,769**	**3,484**	**9,286**	**4,644**	**3,845**	**5,086**

* Provisions for employee-time savings accounts reclassified under provisions for contingencies at December 31, 2020

SEGMENT ASSETS AND LIABILITIES

Insurance policy underwriting reserves and liabilities related to financial contracts are presented by business sector and geographic area in point 6.1.
Receivables and payables arising from insurance or reinsurance operations are presented below by business sector and geographic area.

Carrying amount (in € thousands)	Life Insurance, Investment Solutions, Pensions		Payment Protection and Personal Protection		Property & Casualty		Total	
	12/2020	12/2019	12/2020	12/2019	12/2020	12/2019	12/2020	12/2019
Insurance and accepted reinsurance receivables (a)	184,087	197,604	150,820	135,042	536,666	465,374	871,573	798,020
Reinsurance cession receivables (b)	13,024	43,285	13	-	16,549	4,161	29,586	47,446
Total	**197,111**	**240,889**	**150,833**	**135,042**	**553,215**	**469,536**	**901,159**	**845,467**
(a) o/w Luxembourg area insurance receivables	14,046	9,149	-	-	-	-	14,046	9,149
(b) o/w Luxembourg area reinsurance receivables	-	-	-	-	-	-	-	-

Carrying amount (in € thousands)	Life Insurance, Investment Solutions, Pensions		Payment Protection and Personal Protection		Property & Casualty		Total	
	12/2020	12/2019	12/2020	12/2019	12/2020	12/2019	12/2020	12/2019
Insurance and accepted reinsurance payables (a)	261,935	267,190	65,586	38,519	99,410	87,831	426,930	393,540
Reinsurance cession payables (b)	10,119,054	9,652,897	225,629	209,810	7,324	7,161	10,352,007	9,869,868
Total	**10,380,989**	**9,920,086**	**291,214**	**248,329**	**106,734**	**94,992**	**10,778,937**	**10,263,407**
(a) o/w Luxembourg area insurance payables	3,894	24,189	-	-	-	-	3,894	24,189
(b) o/w Luxembourg area reinsurance payables	514,711	514,268	-	-	-	-	514,711	514,268

By convention, 100% of BPCE Prévoyance's receivables and payables are included in the personal protection insurance scope.

7.2. COMMITMENTS GIVEN AND RECEIVED

Commitments (in € thousands)	12/2020	12/2019
BPCE guarantee on securities lending transactions	3,000,000	3,000,000
Autonomous demand guarantee provided by Natixis for a collective contract	2,000,000	2,000,000
Other guarantees received	910,621	868,594
Authorized overdraft from Natixis	5,000	5,000
Securities pledged as collateral by cessionaires and retrocessionaires	5,732,575	4,468,363
Commitments received	**11,648,196**	**10,341,957**
Investments not yet paid-up (venture capital funds and securitization funds)	3,414,512	2,585,556
Sureties and endorsements given	13,585	13,585
Commitments given	**3,428,097**	**2,599,141**

Commitment given in respect of Adir: in a letter sent to the Lebanese regulator on December 22, 2020, Natixis Assurances made a commitment to cover - in proportion to its interest in the share capital - any potential capital shortfall that might affect Adir on the closure of its 2020 accounts. No high risk of recapitalization was identified during the closure of the 2020 accounts.

7.3. INCOME STATEMENT

EARNED PREMIUMS BY BUSINESS SECTOR AND GEOGRAPHIC AREA

	Life Insurance, Investment Solutions, Pensions		Payment Protection and Personal Protection		Property & Casualty		Total	
(in € thousands)	12/2020	12/2019	12/2020	12/2019	12/2020	12/2019	12/2020	12/2019
Earned premiums	**8,340,565**	**10,407,280**	**1,053,101**	**992,946**	**1,163,817**	**1,111,517**	**10,557,483**	**12,511,743**
o/w earned premiums France area	7,888,669	9,637,129	1,053,101	992,946	1,163,817	1,111,517	10,105,586	11,741,592
o/w earned premiums Luxembourg area	451,897	770,151	-	-	-	-	451,897	770,151

The Luxembourg area only includes the Luxembourg registered office of Natixis Life (Natixis Life's French branch is part of the France area).

INCOME STATEMENT BY BUSINESS SECTOR

	Life Insurance, Investment Solutions, Pensions		Payment Protection and Personal Protection		Property & Casualty		Others		Total	
(in € millions)	12/2020	12/2019	12/2020	12/2019	12/2020	12/2019	12/2020	12/2019	12/2020	12/2019
Net banking income	376	358	238	195	333	322	7	21	955	896
Operating expenses - banking format	(176)	(171)	(63)	(61)	(217)	(187)	(8)	(33)	(464)	(452)
Operating income	**200**	**187**	**175**	**134**	**116**	**136**	**(0)**	**(13)**	**491**	**444**
Finance expenses	-	-	-	-	-	-	-	-	(39)	(39)
Share in income of associates	-	-	-	-	-	-	-	-	(18)	10
Income tax	-	-	-	-	-	-	-	-	(172)	(152)
Consolidated net income	-	-	-	-	-	-	-	-	**263**	**263**
o/w France area operating income	196	180	175	134	116	136	(0)	(13)	486	437
o/w Luxembourg area operating income	5	7	-	-	-	-	-	-	5	7

Operating income generated by *Others* takes into account BPCE APS, the holding company and operating expenses related to transformation projects.

OPERATING EXPENSES BY CATEGORY AND USE

Operating expenses by category (in € thousands)	12/2020	12/2019
Purchases and other external expenses	192,779	207,570
Payroll costs	172,489	160,080
Taxes	50,604	43,772
Fees and commissions	1,126,731	1,061,737
Others	74,697	61,941
Allowances for depreciation, amortization and provisions	57,432	48,707
Total expenses by category	**1,674,732**	**1,583,808**

Operating expenses by use (in € thousands)	12/2020	12/2019
Internal investment management expenses	12,843	10,383
Claims management expenses	101,607	93,217
Acquisition costs	701,822	715,940
o/w fees and commissions	*595,365*	*598,980*
Administrative costs	668,175	585,612
o/w fees and commissions	*531,369*	*462,757*
Other recurring operating income and expenses	190,285	178,656
Total expenses by use	**1,674,732**	**1,583,808**

Expenses related to services and lease contracts established with Natixis amounted to €49,739k. Of the €1.127 billion of fees and commissions, €987 million were paid to the Banque Populaire and Caisse d'Epargne networks.

LEASE CONTRACTS – LESSEE

Lease expenses - lessee (in € thousands)	12/2020
Interest expenses on lease liabilities	344
Allowances for amortization on rights of use	11,751
Variable lease payments not recorded in the measurement of lease liabilities	-
Lease expenses related to lease contracts recorded in the balance sheet	**12,095**

Lease expenses - exemption (in € thousands)	12/2020
Lease expenses on short-term contracts	4,508
Lease expenses on low-value assets	173
LEASE EXPENSES related to lease contracts not recorded in the balance sheet	**4,681**

Lease expenses related to low-value contracts and short-term contracts are recorded under *Expenses from other activities* in the consolidated income statement.

INCOME FROM SUB-LEASING RIGHTS OF USE ON ASSETS

Natixis Assurances did not record any income from sub-leasing rights of use on assets at December 31, 2020.

TAX EXPENSE

Breakdown of tax expense (in € thousands)	12/2020	12/2019
Tax payable	(145,740)	(174,771)
Adjustment in respect of tax payable on previous fiscal years	2,155	719
Deferred tax expense related to temporary differences	(27,938)	21,766
Total tax expense	**(171,523)**	**(152,286)**

RECONCILIATION BETWEEN TOTAL TAX EXPENSE AND THEORETICAL TAX EXPENSE

(in € thousands)		12/2020
+ Net income - group share		262,985
+ Net income - share of minorities		17
+ Tax for the year		171,523
- Share of net income of associates		16,908
= Consolidated accounting income before tax, goodwill amortization and income of associates		**451,433**
+/- Permanent differences		8,343
= Consolidated income for tax purposes		**459,776**
x Theoretical tax rate		32.02%
= Theoretical tax		**(147,220)**
+ Fixed annual taxes and contributions		3,153
+ Reduced-rate tax		860
+ Tax rate differences on foreign subsidiaries		307
+ Impact of permanent differences		(5,672)
+ Tax on previous years and other items		(22,951)
= Tax expense for the year		**(171,523)**
o/w:	tax payable	(143,585)
	deferred tax	(27,938)

DEFERRED TAX ASSETS AND LIABILITIES

Sources of deferred taxes [1] (in € thousands)	12/2020			12/2019		
	Base	Deferred tax asset	Deferred tax liability	Base	Deferred tax asset	Deferred tax liability
Provision for employee benefits	2,380			5,767		
Other non-deducted provisions	270,482			252,811		
Cancellation of equalization provision	(59,599)			(54,787)		
Other sources of deferred taxes through income	212,000			350,798		
Total sources of deferred taxes through income	**425,261**	**(96)**	**(146,822)**	**554,588**	**182,965**	**7,294**
Sources of deferred tax on recyclable OCI	(773,378)	-	197,169	(550,591)	(114,876)	28,139
Sources of deferred tax on non-recyclable OCI	51,363	116	(634)	6,317	(96)	71
Total sources of deferred taxes	**(296,755)**	**20**	**49,713**	**10,313**	**67,992**	**35,504**

(1) Sources of deferred tax generating deferred tax assets are shown without a sign and those engendering deferred tax laibilities in brackets. .

7.4. OTHER INFORMATION

7.4.1. Headcount

The average headcount indicated below comprises the number of employees on permanent and fixed-term contracts on a full-time equivalent (FTE) basis.

	12/2020			12/2019		
	Development	Back office	Others	Development	Back office	Others
Management	5	3	22	5	4	24
Executive status	138	177	539	125	165	524
Non-executive status	14	857	319	8	793	284
Sub-total	**157**	**1,037**	**880**	**139**	**961**	**832**
Total	**2,074**			**1,932**		

Headcount at end-2020, net of re-invoicing and long-term absences, was 1,898 FTEs versus 1,880 FTEs at end-2019.

7.4.2. Shareholding structure – consolidation – tax consolidation

Natixis Assurances is a wholly-owned subsidiary of Natixis, whose registered office is located at 30 Avenue Pierre-Mendès-France, 75013, Paris, France. It is fully consolidated in its shareholder's financial statements, and in the financial statements of BPCE, the majority shareholder of Natixis.

The share capital comprises 19,398,906 ordinary shares. There are no shares with the potential to cause dilution.

Natixis Assurances and the French subsidiaries in which it holds more than 95% of the share capital are members of the tax group established by Natixis pursuant to Articles 223-A and following of the French General Tax Code. The tax consolidation agreement in force at Natixis is based on the principle of neutrality, whereby each subsidiary determines its tax and contributes to group tax as if it were not consolidated.

The tax expense owed by each subsidiary is not amended as a result of its tax consolidation. On December 14, 2018 the subsidiary BPCE Vie and Natixis signed a rider to the tax consolidation agreement, according to which, in the event of a tax deficit, the subsidiary shall definitively receive from the parent company a sum equal to the corporate income tax saving recorded by the tax group.

Any tax savings or expenses generated by consolidation are recognized by the parent company, Natixis.

7.4.3. Information on capital management

In line with the Solvency 2 prudential regulation applicable to insurance groups, Natixis Assurances is obliged to cover the solvency capital requirement (SCR). Similarly, each of Natixis Assurances' European insurance entities must cover the individual solvency capital requirement.

At December 31, 2020, Natixis Assurances and its subsidiaries complied with their applicable solvency obligations.

Solvency is subject to periodic supervision by Natixis Assurances and by each company. Natixis Assurances projects its solvency capital requirements and future funding requirements, notably within the framework of an own risk and solvency assessment (ORSA).

Subordinated debt securities eligible for coverage of the solvency capital requirement, which have a carrying amount of €1.385 billion, have a fair value of €1.430 billion, of which €888 million is represented by dated subordinated debt and €542 million by perpetual subordinated debt.

According to dividend policy, 100% of earnings are paid out subject to observing obligations regarding coverage of solvency capital requirements.

7.4.4. Compensation of administrative bodies – commitments

Total attendance fees of €98k were paid to directors not-employed by the Natixis Group for meetings attended in fiscal year 2020.

No advances or loans were granted to any members of the administrative bodies.

No commitments given or received were recorded with respect to the directors of affiliated companies and companies with which Natixis Assurances has a capital link.

des entreprises liées et des entreprises avec lesquelles il existe un lien de participation.

7.4.5. Statutory auditors' fees

The total of statutory auditors' fees presented in the income statement for the year concerning the audit of the financial statements, the limited review of the interim financial statements and other assignments came to €1,475k (including tax) and breaks down as follows:

(in € thousands)	DELOITTE	PWC	MAZARS	KPMG	Total
Statutory account certification fees	-	842	633	-	1,475
Services other than account certification - authorized by category - SACC 1	-	-	-	-	-
Services other than account certification - pre-authorized by category - SACC 2	-	-	-	-	-
Services other than account certification - subject to prior authorization - SACC 3	-	-	-	-	-
Total	-	842	633	-	1,475

7.4.6. POST-CLOSING EVENTS

Nil.

3 PARENT COMPANY **financial statements**

PARENT COMPANY FINANCIAL STATEMENTS

BALANCE SHEET

Assets (in € thousands)	Gross	DAP/Others	12/2020	12/2019
UNCALLED UNSUBSCRIBED CAPITAL	-	-	-	-
FIXED ASSETS	-	-	-	-
Intangible fixed assets	**1,219**	**993**	**227**	**429**
Set-up costs	-	-	-	-
Research & development costs	-	-	-	-
Concessions, patents, licenses, brands, processes, software, rights and similar assets	-	-	-	-
Goodwill	-	-	-	-
Others	1,219	993	227	429
Intangible fixed assets in progress	-	-	-	-
Advances and prepayments	-	-	-	-
Tangible fixed assets	-	-	-	-
Land	-	-	-	-
Buildings	-	-	-	-
Technical plant, machinery and industrial equipment	-	-	-	-
Others	-	-	-	-
Tangible fixed assets in progress	-	-	-	-
Advances and prepayments	-	-	-	-
Financial fixed assets	**3,032,059**	**5,474**	**3,026,585**	**2,680,828**
Affiliates	1,996,067	5,474	1,990,593	1,996,067
Receivables related to investments in affiliates	1,035,993	-	1,035,993	684,761
Shares and other equity securities	-	-	-	-
Other long-term investments	-	-	-	-
Loans	-	-	-	-
Others	-	-	-	-
CURRENT ASSETS	-	-	-	-
Inventories and assets in progress	-	-	-	-
Raw materials and other supplies	-	-	-	-
Inventories in progress	-	-	-	-
Intermediate and finished products	-	-	-	-
Goods	-	-	-	-
Advances and prepayments on orders	-	-	-	-
Receivables	**2,268**	-	**2,268**	**2,222**
Accounts receivable and related receivables	-	-	-	-
Other receivables	2,268	-	2,268	2,222
Capital subscribed, called, but unpaid	-	-	-	-
Short-term investment securities	-	-	-	-
Treasury shares	-	-	-	-
Other securities	-	-	-	-
Cash instruments	-	-	-	-
Cash and cash equivalents	2,816	-	2,816	4,231
Prepaid expenses	-	-	-	-
Accrued income and prepaid expenses	**606**	-	**606**	**710**
Expenses deferred over several fiscal years	606	-	606	710
Bond redemption premiums	-	-	-	-
Translation adjustments - Assets	-	-	-	-
TOTAL ASSETS	**3,038,969**	**6,467**	**3,032,502**	**2,688,420**

BALANCE SHEET

Liabilities (in € thousands)	12/2020	12/2019
Shareholders' equity	**1,521,525**	**1 555 023**
Share capital	148,014	148,014
o/w paid-in capital:	*148,014*	*148,014*
Issue, merger and contribution premiums	1,097,937	1,097,937
Revaluation adjustments	-	-
Equity-accounting difference	-	-
Reserves:	-	-
- Legal reserve	14,801	14,801
- Statutory and contractual reserves	-	-
- Regulated reserves	-	-
- Other reserves	25,879	25,879
Retained earnings	105	276
Income for the period	234,789	268,116
Unallocated income	-	-
Unallocated interim dividends	-	-
Investment subsidies	-	-
Regulated provisions	-	-
Provisions	-	-
Provisions for risks	-	-
Provisions for expenses	-	-
Amounts payable	**1,510,977**	**1,133,397**
Convertible bonds	-	-
Other bonds	251,069	251,034
Loans and debt from credit institutions	1,254,342	875,300
Sundry loans and financial debt	-	-
Advances and prepayments received on orders in progress	-	-
Accounts payable and related payables	6	-
Tax and social security payables	28	6
Amounts payable on fixed assets and related payables	-	-
Other amounts payable	5,532	7,056
Cash instruments	-	-
Prepaid income	-	-
Accrued expenses and other liabilities	**-**	**-**
TRANSLATION ADJUSTMENTS - LIABILITIES	-	-
TOTAL LIABILITIES AND EQUITY	**3,032,502**	**2,688,420**

INCOME STATEMENT

(in € thousands)	Net transactions 12/2020	Net transactions 12/2019
Operating income	**3,191**	**4,724**
Commissions and brokerage fees	3,191	4,724
Production sold	-	-
Net revenue	**3,191**	**4,724**
o/w exports:		
Inventories	-	-
Capitalized production	-	-
Operating subsidies	-	-
Reversals of provisions, depreciation and amortization, transferred expenses	-	-
Other income	-	-
Operating expenses	**7,702**	**8,700**
Purchases of goods	-	-
Change in inventories of goods	-	-
Purchases of raw materials and other supplies	-	-
Change in inventories of raw materials and other supplies	-	-
Other external purchases and expenses	7,379	8,357
Taxes and similar payments	2	5
Wages and salaries	-	-
Social security expenses	-	-
Depreciation, amortization and provisions:	-	-
on fixed assets: depreciation and amortization	*321*	*338*
on fixed assets: provisions	-	-
on current assets: provisions	-	-
Contingency reserves: provisions	-	-
Other expenses	-	-
OPERATING INCOME	**(4,512)**	**(3,976)**
Share of income on joint ventures	-	-
Profit or transferred loss	-	-
Loss or transferred profit	-	-
Financial income	**275,661**	**301,301**
From investments in affiliates	275,661	301,301
From other transferable securities and long-term receivables	-	-
Other interest and similar income	-	-
Reversals of provisions and transferred expenses	-	-
Positive foreign exchange differences	-	-
Net income on disposals of investment securities	-	-
Financial expenses	**35,839**	**28,332**
Depreciation, amortization and provisions	5,474	-
Interest and similar expenses	30,350	28,299
Negative foreign exchange differences	-	-
Net expenses on disposals of investment securities	15	33
FINANCIAL RESULT	**239,822**	**272,969**
PRE-TAX PROFIT	**235,310**	**268,993**
Non-recurring income	**-**	**-**
On portfolio management transactions	-	-
On capital transactions	-	-
Allowances for provisions and transferred expenses	-	-
Non-recurring expenses	-	-
On portfolio management transactions	-	-
On capital transactions	-	-
Allowances for provisions and transferred expenses	-	-
NON-RECURRING INCOME	-	-
Employee profit-sharing	-	-
Income tax	521	877
TOTAL INCOME	**278,851**	**306,025**
TOTAL EXPENSES	**44,062**	**37,909**
PROFIT OR LOSS	**234,789**	**268,116**

OFF-BALANCE SHEET COMMITMENTS

(in € thousands)	12/2020	12/2019
Commitments received	**5,000**	**5,000**
Credit lines (undrawn amounts)	5,000	5,000
Endorsements, sureties received	-	-
Commitments received from reinsurers	-	-
Fund for end-of-career and long-service awards	-	-
Caps purchased to hedge against interest rate risk	-	-
Interest rate swaps and currency futures	-	-
Commitments given	**-**	**-**
Endorsements, sureties and credit guarantees given	-	-
Assets purchased under resale agreements	-	-
Other commitments on securities, assets or revenues	-	-
Interest rate swaps and currency futures	-	-
Other commitments given	-	-
Securities pledged as collateral by cessionaires and retrocessionaires	-	-
Securities pledged by reinsured entities with joint-and-several guarantee or with substitution	-	-
Securities belonging to personal protection insurance institutions	-	-
Other securities held for third parties	-	-
Outstanding futures and options contracts	-	-
Breakdown of outstanding futures and options contracts by strategy:	-	-
- investment or divestment strategies	-	-
- return strategies	-	-
- other transactions	-	-
Breakdown of outstanding futures and options contracts by market category:	-	-
- transactions on OTC markets	-	-
- transactions on regulated or similar markets	-	-
Breakdown of outstanding futures and options contracts by type of market risk, notably:	-	-
- interest rate risk	-	-
- foreign exchange risk	-	-
- equity risk	-	-
Breakdown of outstanding futures and options contracts by instrument, notably:	-	-
- swaps	-	-
- forward rate agreements	-	-
- futures	-	-
- options	-	-
Breakdown of outstanding futures and options contracts by residual maturity of strategies:	-	-
- 0-1 year	-	-
- 1-5 years	-	-
- over 5 years	-	-

Notes to the parent company financial statements

1. SIGNIFICANT EVENTS OF 2020

1.1. COVID-19 PANDEMIC

On March 11, 2020, the World Health Organization qualified the Covid-19 epidemic as a pandemic. This unprecedented global health crisis had substantial repercussions on socio-economic models, ushering in the introduction of stringent restrictions applicable to movements of both goods and people, and triggering a plunge in economic activity and severe financial-market volatility. Taking into account the complexity and economic instability linked to this situation, Natixis Assurances adapted its procedures in line with government decisions throughout 2020, by keeping continuous watch over the situation and introducing associated operational measures. The pandemic did not call into question the Company's business continuity or that of its suppliers and sub-contractors.

1.2. FINANCING

Natixis Assurances took out a €44 million one-year senior loan with Natixis on June 22, 2020, at a variable rate equivalent to 6-month Euribor +0.27%.

In addition, it took out a €350 million 10-year subordinated loan with Natixis on October 20, 2020, at a fixed rate of 1.708%. This loan was used to finance two subordinated loans to subsidiaries, through two loans granted on October 20, 2020 at a fixed rate of 1.708% for 10 years:

- a €275 million loan granted to BPCE Vie;
- a €75 million loan granted to BPCE Assurances.

Lending and borrowing characteristics

Borrower	Lender	Amount of principal	Release date	Balance at 12/31/2020	Fixed rate	Redemption date
NATIXIS ASSURANCES	NATIXIS	44,000	06/22/2020	44,000	-0.228%	06/22/2021
NATIXIS ASSURANCES	NATIXIS	350,000	10/20/2020	350,000	1.708%	10/20/2030
BPCE VIE	NATIXIS ASSURANCES	275,000	10/20/2020	275,000	1.708%	10/20/2030
BPCE ASSURANCES	NATIXIS ASSURANCES	75,000	10/20/2020	75,000	1.708%	10/20/2030

1.3. ADIR SUBSIDIARY – LEBANESE PAYMENT DEFAULT

Natixis Assurances owns 34% of the Lebanese bancassurer Adir. Unable to honor upcoming debt instalments, Lebanon declared itself in default on March 7, 2020. Negotiations between the Lebanese state and its creditors are still ongoing. The country is undergoing a severe economic, political and social crisis.

Adir is exposed to the following main risks: ownership of Lebanese treasury bills, exposure to Lebanese banks, inflation and devaluation risk on the local currency.

The shares in Adir, acquired for €5.5 million and recorded in Investments in affiliates, were written off in full.

2. POST-CLOSING EVENTS

Nil.

3. ACCOUNTING PRINCIPLES AND METHODS

In order to give a true and fair view of the results of the company's operations for the past fiscal year and of its financial position and assets and liabilities at the end of the fiscal year, the financial statements were prepared in accordance with French accounting principles resulting in particular from the provisions of the French Commercial Code, the General Chart of Accounts and application of ANC (French Accounting Standards Board) Regulation No. 2016-07 pertaining to the General Chart of Accounts.

The rules and methods stipulated were applied in accordance with the general principles set forth in the French Commercial Code, and in particular with that of continuity of operations, independence of fiscal years, accounting recognition at historic cost, prudence and consistency of accounting methods from one year to the next.

Together, these rules and methods form an indivisible whole for the preparation of the annual financial statements.

3.1. ASSET VALUATION RULES

3.1.1. Intangible assets

Intangible assets comprise purchased software or internally developed software.

Projects to create internal software are run by applying a project management methodology consisting of several phases, the first one of which involves preparing a pre-project contract. This procedure is now applied to all significant tasks geared to developing IT applications.

These pre-project contracts are systematically presented to a monthly committee that examines projects and checks that they comply with the criteria defined by CRC rule 2004-06 relating to asset definition, accounting and valuation. These criteria are codified in articles 211-1 to 211-3 and 311-1 of the General Chart of Accounts.

In particular, in accordance with the principles applied in accounting rules, projects are only identified as assets when the following four conditions are fulfilled simultaneously:

• project costs are clearly identifiable;

• the project has a positive economic value that reflects its anticipated future economic benefits;

• the application developed is controlled by the company;

• project costs can be reliably assessed.

Depreciation and amortization periods

The amortization period of expenditure recorded in assets is determined case-by-case, based on a review of the features of the software purchased or the applications developed.

Depreciation and amortization

Depreciation and amortization are applied on a straight-line basis and recorded in Depreciation, amortization and provisions in the income statement.

Impairment

In the event of objective evidence of impairment, an impairment test must be conducted comparing the recoverable amount of the asset and its carrying amount, and recording any necessary impairment in the income statement.

3.1.2. Long-term investments

Investments in affiliates and related receivables are recorded at their acquisition cost.

Acquisition costs

The company opted to recognize the acquisition costs incurred on investments in affiliates under expenses.

Impairment

At each reporting date, in the event of indicators or changes liable to affect the value of investments held, impairment tests are performed in order to determine whether or not the carrying amount exceeds the fair value of the securities held.

This fair value is measured using a multi-criteria approach (projected income or dividends according to medium-term budgets and plans, comparable transaction references, net book value). Where applicable, a provision for impairment is booked for the difference between the carrying amount and the estimated fair value.

3.1.3. Short-term investment securities

Investments are recorded in the balance sheet at their historic cost. The realization value is always the last published net asset value. De-recognition is always recorded at cost price and in accordance with the FIFO (first-in, first-out) rule.

3.1.4. Expenses deferred over several fiscal years

Deferred expenses comprise bond issuance costs, which are amortized using the actuarial method until the redemption date or the optional early redemption date.

3.2. INCOME STATEMENT

3.2.1. Revenue

Revenue consists of management fees originally invoiced by the parent company Natixis and re-invoiced to subsidiaries.

3.2.2. Other external expenses

In the absence of paid staff, the company has recourse to BPCE Vie's resources and general services. BPCE Vie re-invoices the expenses related to this use, based on cost price and pro-rata to the time spent.

3.2.3. Non-recurring income

There was no non-recurring income during fiscal 2020.

3.2.4. Income tax

Income tax is calculated according to the tax provisions in force.

Natixis Assurances is a member of the tax group established by Natixis pursuant to Articles 223-A and following of the French General Tax Code. The tax consolidation agreement in force at Natixis is based on the principle of neutrality, whereby each subsidiary determines its tax and contributes to group tax as if it were not consolidated. The tax expense owed by each subsidiary is not amended as a result of its tax consolidation. Any tax savings or expenses generated by consolidation are recognized by the parent company, Natixis.

For fiscal 2020, the normal rate of corporate income tax for companies with revenue under €250 million was set at 28%.

Unless otherwise mentioned, the amounts cited in the comments on the accounts are indicated in thousands of euros.

4. INFORMATION ON BALANCE SHEET ITEMS

4.1. FIXED ASSETS

4.1.1. Intangible fixed assets

Intangible fixed assets	12/31/2019	Acquisitions	Disposals	12/31/2020
Gross value				
completed	*1,205*	*15*	-	*1,219*
Total gross value	**1,205**	**15**	**-**	**1,219**

Intangible fixed assets	12/31/2019	Allowances	Reversals & Disposals	12/31/2020
Amortization and impairment				
completed	*776*	*217*	-	*993*
Total amortization and impairment	**776**	**217**	**-**	**993**
Total net value	**429**	**-**	**-**	**227**

The change in the gross value of intangible fixed assets reflected the acquisition of additional licenses for a prudential reporting tool for the sum of €15k, while the change in allowances was due to amortization recognized in 2020.

4.1.2. Long-term investments

Long-term investments	12/31/2019	Acquisitions/ Subscriptions	Disposals/ Maturities	Impairments	Change in accrued interest	12/31/2020
Investments in affiliates	1,996,067	-	-	5,474	-	1,990,593
Receivables related to investments in affiliates						
Loan principal	683,490	350,000	-	-	-	1,033,490
Accrued interest not yet received	1,271	-	-	-	1,232	2,503
Total net value	**2,680,828**	**350,000**	**-**	**5,474**	**1,232**	**3,026,585**

The decrease in Investments in affiliates was due to the 100% write-off of shares held in the Adir subsidiary (see Significant events of 2020).

Two dated subordinated loans were set up on October 20, 2020:

- a €275 million, 10-year loan granted to BPCE Vie at a fixed rate of 1.708%;
- a €75 million, 10-year loan granted to BPCE Assurances at a fixed rate of 1.708%.

4.1.2.1. Investments in affiliates

Entity	Number of shares at January 1	Amount at January 1	Number of shares at December 31	Amount at December 31
BPCE Vie	10,091,861	1,272,088	10,091,861	1,272,088
BPCE Assurances	405,204	563,976	405,204	563,976
Natixis Life	3,600,000	91,141	3,600,000	91,141
BPCE Prévoyance	855,230	47,546	855,230	47,546
BPCE IARD	5,000	15,750	5,000	15,750
Adir	169,970	5,474	169 970	-
Ecureuil Vie Développement	1,887	91	1 887	91
Total	**15,129,152**	**1,996,067**	**15,129,152**	**1,990,593**

4.1.2.2. Receivables related to investments in affiliates

In order to supplement items eligible for the minimum solvency capital requirement of its subsidiaries, the company granted loans with the following characteristics.

Subsidiary	Date of loan	Maturity	Interest rate	Amount at January 1	Accrued interest not yet received at January 1	Inflows	Outflows	Amount at December 31	Accrued interest not yet received at December 31	Total
BPCE Assurances	07/05/2014	Indefinite	5.17%	5,336	-	-	-	5,336	-	5,336
BPCE Assurances	07/05/2014	Indefinite	5.17%	9,909	-	-	-	9,909	-	9,909
BPCE Assurances	07/05/2014	Indefinite	4.39%	5,336	-	-	-	5,336	-	5,336
BPCE Assurances	07/05/2014	Indefinite	4.30%	9,909	-	-	-	9,909	-	9,909
BPCE Assurances	07/31/2014	09/15/2025	E3M + 1.70%	10,000	5	-	-	10,000	6	10,006
BPCE Assurances	10/20/2020	10/20/2030	1.71%	-	-	75,000	-	75,000	256	75,256
BPCE Prévoyance	12/29/2004	Indefinite	E3M + 1.70%	3,000	-	-	-	3,000	-	3,000
BPCE Prévoyance	12/18/2015	12/18/2025	3.76%	15,000	20	-	-	15,000	20	15,020
BPCE Prévoyance	09/27/2019	09/27/2029	2.25%	2,000	12	-	-	2,000	58	2,058
BPCE Prévoyance	12/23/2019	12/23/2029	1.82%	10,000	4	-	-	10,000	4	10,004
BPCE Vie	12/23/2010	Indefinite	7.32%	10,000	16	-	-	10,000	16	10,016
BPCE Vie	12/30/2014	Indefinite	5.00%	250,000	278	-	-	250,000	278	250,278
BPCE Vie	01/16/2015	12/12/2025	2.70%	173,000	246	-	-	173,000	220	173,220
BPCE Vie	12/08/2016	12/08/2026	3.65%	65,000	143	-	-	65,000	156	65,156
BPCE Vie	12/22/2017	12/22/2027	2.22%	45,000	22	-	-	45,000	25	45,025
BPCE Vie	12/23/2019	12/23/2029	1.82%	30,000	12	-	-	30,000	12	30,012
BPCE Vie	10/20/2020	10/20/2030	1.71%	-	-	275,000	-	275,000	939	275,939
Natixis Life France	01/16/2015	12/12/2025	2.70%	10,000	14	-	-	10,000	14	10,011
Total				**653,490**	**772**	**350,000**	**-**	**1,003,490**	**2,004**	**1,005,494**
Natixis Life France	07/31/2012	07/31/2022	3.86%	8,000	133	-	-	8,000	133	8,133
Natixis Life France	07/31/2012	Indefinite	3.86%	22,000	366	-	-	22,000	366	22,366
Total				**30,000**	**499**	**-**	**-**	**30,000**	**499**	**30,499**
Total				**683,490**	**1,271**	**350,000**	**-**	**1,033,490**	**2,503**	**1,035,993**

4.2. CURRENT ASSETS

Current assets	12/31/2019			12/31/2020		
	Affiliates	Others	Total	Affiliates	Others	Total
Advances and prepayments	-	-	-	-	-	-
Other receivables	2,220	2	2,222	2,225	43	2,268
Investment securities	-	-	-	-	-	-
Current accounts and cash	-	4,231	4,231	-	2,816	2,816
Total	**2,220**	**4,233**	**6,453**	**2,225**	**2,859**	**5,084**

4.2.1. Other receivables

The *Other receivables* line of €2,268K primarily comprises:

• balances with affiliates, concerning management fees re-invoiced to subsidiaries, net of prepaid expenses;

• the tax consolidation current account with Natixis (€273k), reflecting the fact that advances paid exceeded the corporate income tax expense recorded on inventory date.

4.2.2. Short-term investment securities

Natixis Assurances sold all its shares in the Ostrum Cash Eurib I fund and generated a €15k capital loss.

4.2.3. Current accounts and cash

The *Current accounts and cash* line showed a balance of €2,816k relating to bank accounts held with Caceis Bank and Natixis.

4.2.4. Receivables by maturity

	Gross amount at 12/31/2019	Gross amount at 12/31/2020	<= 1 year	> 1 year and <= 5 years	> 5 years
Receivables related to investments in affiliates	684,761	1 ,035,993	2,503	216,000	817,490
Other trade receivables	-	-	-	-	-
Group and associates	2,220	2,225	2,225	-	-
Sundry debtors	2	43	43	-	-
Total	**686,982**	**1,038,261**	**4,771**	**216,000**	**817,490**

The detail of receivables related to investments in affiliates is as follows:

	Gross amount at 12/31/2020	<= 1 year	> 1 year and <= 5 years	> 5 years
Receivables related to investments in affiliates	**1,035,993**	**2,503**	**216,000**	**817,490**
Loan principal	1,033,490	-	216,000	817,490
Accrued interest	2,503	2,503	-	-

4.2.5. Expenses deferred over several fiscal years

At December 31, 2020, this item consisted of bond issuance costs. These costs, which initially amounted to €1,162k, are amortized using an actuarial method over a 10-year term ending on December 29, 2025.

	2019	2020
Deferred expenses	710	606
Total	**710**	**606**

4.3. LIABILITIES

4.3.1. Shareholders' equity

	12/2019	Income allocation	Increase/decrease	12/2020
Share capital	148,014	-	-	148,014
Additional paid-in capital	1,097,937	-	-	1,097,937
Optional reserve	25,879	-	-	25,879
Legal reserve	14,801	-	-	14,801
Retained earnings	276	(171)	-	105
Dividends paid	-	268,287	(268,287)	-
Net income (loss)	268,116	(268,116)	234,789	234,789
Total	**1,555,023**	**-**	**(33,497)**	**1,521,525**

All the 19,398,906 shares, each with a nominal value of €7.63, entitle their holders to dividends and equivalent voting rights. The company does not hold any treasury shares and did not purchase or sell treasury shares during the fiscal year.

4.3.2. Debt

4.3.2.1. Bond debt

The *Other bonds* line comprises bonds issued by Natixis Assurances to private investors.

Counterparty	Date of loan	Maturity	Rate	Amount at January 1	Increase	Decrease	Amount at December 31	Accrued interest not yet received	Total
Private investors	12/29/2014	Indefinite *	5.00%	251,000	-	-	251,000	69	251,069
Total				**251,000**	**-**	**-**	**251,000**	**69**	**251,069**

* This subordinated loan has an early repayment option from December 29, 2025.

4.3.2.2. Loans and debt from credit institutions

The €1.254 billion of *Loans and debt from credit institutions* comprises the borrowings below and a €3k overdraft.

Counterparty	Subordi-nation	Date of loan	Maturity	Rate	Amount at January 1	Accrued interest at January 1	Increase	Decrease	Amount at December 31	Accrued interest at December 31	Total
Natixis	Subordinate	07/31/2012	07/31/2022	6.86%	8,000	233	-	-	8,000	233	**8,233**
Natixis	Subordinate	07/31/2012	Indefinite	7.86%	22,000	735	-	-	22,000	735	**22,735**
Natixis	Subordinate	01/16/2015	12/16/2025	2.70%	300,000	337	-	-	300,000	337	**300,337**
Natixis	Subordinate	12/08/2016	12/08/2026	3.65%	65,000	143	-	-	65,000	149	**65,149**
Natixis	Senior	05/09/2017	05/09/2022	0.74%	83,000	403	-	-	83,000	399	**83,399**
Natixis	Senior	11/13/2017	11/14/2022	0.47%	245,000	154	-	-	245,000	154	**245,154**
Natixis	Senior	12/21/2017	12/21/2022	0.73%	64,000	10	-	-	64,000	106	**64,106**
Natixis	Subordinate	12/22/2017	12/22/2027	2.22%	30,000	15	-	-	30,000	16	**30,016**
Natixis	Subordinate	12/23/2019	12/23/2029	1.82%	30,000	12	-	-	30,000	12	**30,012**
BPCE VIE	Senior	12/23/2019	12/23/2029	0.84%	10,000	-	_	-	10,000	2	**10,002**
Natixis	Subordinate	10/20/2020	10/20/2030	1.71%	-	-	350,000	-	350,000	1,196	**351,196**
Sub-total loans					**857,000**	**2,041**	**350,000**	**-**	**1,207,000**	**3,338**	**1,210,338**
Natixis	Senior	06/22/2020	06/22/2021	E6M +0.27%	-	-	44,000	-	44,000	0	**44,000**
Sub-total credit line					**-**	**-**	**(44,000)**	**-**	**(44,000)**	**0**	**44,000**
Total					**857,000**	**2,041**	**394,000**	**-**	**1,251,000**	**3,339**	**1,254,339**

4.3.2.3. Accounts payable and related payables

	12/2019			12/2020		
	Affiliates	Others	Total	Affiliates	Others	Total
Invoices to be received	-	-	-	-	6	6
Total	**-**	**-**	**-**	**-**	**6**	**6**

4.3.2.4. Tax and social security payables

This line shows a €28k payable in respect of intra-community VAT.

4.3.2.5. Other payables

	12/2019			12/2020		
	Affiliates	Others	Total	Affiliates	Others	Total
Sundry creditors	7,022	34	7,056	5,532	-	5,532
Total	**7,022**	**34**	**7,056**	**5,532**	**-**	**5,532**

The *Sundry creditors* line of €5,532K primarily comprises:

- a current account with Natixis for €4,395k, primarily comprising management fees of €4,350K;
- a current account with BPCE Vie for €1,137k, essentially comprising re-invoicings and prepayments in respect of operating resources.

4.3.2.6. Payables by maturity

	Gross amount at 12/31/2019	Gross amount at 12/31/2020	<= 1 year	> 1 year and <= 5 years	> 5 years
Loans – private investors	251,034	251,069	69	-	251,000
Loans - Natixis	875,041	1,254,339	47,339	700,000	507,000
Current accounts and cash	259	3	3	-	-
Accounts payable and related payables	-	6	6	-	-
Tax and social security payables	6	28	28	-	-
Other payables	7,056	5,532	5,532	-	-
Total	**1,133,397**	**1,510,977**	**52,977**	**700,000**	**758,000**

4.3.2.7. Commitments by currency

Assets and commitments by currency	12/2019		12/2020	
	Assets	Liabilities	Assets	Liabilities
Euro	2,688,420	2,688,420	3,032,502	3,032,502
Other currencies	-	-	-	-
Total	**2,688,420**	**2,688,420**	**3,032,502**	**3,032,502**

5. INFORMATION ON INCOME STATEMENT ITEMS

5.1. OPERATING INCOME

This line comprises €3,191k of re-invoiced management fees.

5.2. OPERATING EXPENSES

5.2.1. Other external purchases and expenses

Other external purchases and expenses amounted to €7,379k, including €3,194k of management fees from Natixis and €4,185k of external services.

5.2.2. Taxes and similar payments

This item comprises €2k of direct taxes (CVAE and CFE).

5.2.3. Depreciation, amortization and provisions

Depreciation, amortization and provisions comprises €217k for amortization of software and €104k for amortization of loan expenses.

5.3. STATUTORY AUDITORS' FEES

Statutory auditors' fees amounted to €151k in 2020, broken down as follows:

	12/2019	12/2020
Independent audit, certification and examination of the individual and consolidated financial statements	**151**	**151**
Mazars	86	80
PricewaterhouseCoopers	65	71
Other work and services directly related to the statutory auditor assignment	**(8)**	**-**
Mazars	(8)	-
PricewaterhouseCoopers	-	-
Total	**143**	**151**

These figures relate to the legal obligation to audit the accounts and are expressed on a tax-inclusive basis.

5.4. NET FINANCIAL INCOME

5.4.1. Financial income

Financial income comprised income from investments in affiliates and interest on loans granted to subsidiaries.

	12/2019		12/2020	
Financial income	Affiliates	Others	Affiliates	Others
Income from investments in affiliates	276,067	-	248,558	-
Income from loans	25,234	-	27,103	-
Net income on disposals of investment securities	-	-	-	-
Foreign exchange difference	-	-	-	-
Total financial income	**301,301**	**-**	**275,661**	**-**

The detail of dividends received from affiliates is as follows:

Affiliates	12/2019	12/2020
BPCE Vie	170,452	146,332
BPCE Prévoyance	15,976	18,071
BPCE Assurances	75,935	71,721
Natixis Life	7,700	8,200
BPCE IARD	3,553	4,234
Adir (Adonis Insurance and Reinsurance)	2,452	-
Ecureuil Vie Développement	-	-
Total	**276,067**	**248,558**

5.4.2. Financial expenses

Financial expenses include the following items:

	12/2019		12/2020	
Financial expenses	Affiliates	Others	Affiliates	Others
Interest on loans and similar debt	28,296	-	30,267	-
Interest expenses on current accounts	-	14	-	72
Management fees	(11)	1	9	1
Foreign exchange loss	-	-	5,474	-
Net expenses on disposal of investment securities	-	33	-	15
Total financial expenses	**28,285**	**47**	**35,751**	**88**

The *Depreciation, amortization and provisions* line corresponds to the 100% write-off of the Adir subsidiary.

5.5. TAX EXPENSE

Given the company's holding company nature, income essentially comprised €249 million of dividends reflecting the parent-subsidiary relationship. The company declared taxable profit of €4,758k which generated €526k of corporate income tax, after the use of a portion of tax loss carry-forwards that reduced the overall stock of tax losses to €15 million.

In 2020, the rate of corporate income tax was set at 28%. In addition, a 3.3% social contribution was payable on the portion of income tax exceeding €763k.

	12/2019	12/2020
Tax payable	877	521
Deferred tax expense	-	-
Total tax expense	**877**	**521**
o/w non-recurring	-	-
o/w related to previous years	-	*(5)*

Reconciliation between theoretical tax expense and real tax

	12/2019	12/2020
Accounting result before tax	268,993	235,316
Theoretical tax expense	86,140	65,888
Impacts on theoretical tax of:	(85,262)	(65,362)
- income taxed at reduced rate	-	-
- limit on deductibility of financial expenses	14	17
- dividends subject to parent-subsidiary tax scheme	(83,985)	(66,116)
- permanent differences	-	-
- acquisition costs on investments in affiliates	(45)	(17)
- bond issuance costs	32	29
- impairment of investments in affiliates	-	1,533
- income tax at 28% on base <€500k	(15)	-
- tax loss carry-forwards from previous years	(1,238)	(806)
- income tax settlement difference	-	(1)
- social contribution	(25)	-
Real tax expense	**877**	**526**

5.6. NET INCOME

Net income amounted to €235 million in 2020, a decrease of €33 million relative to 2019. This movement stemmed primarily from a €28 million reduction in revenues from investments in affiliates and the €5 million write-off of the equity interest in Adir.

6. OTHER INFORMATION

6.1. GROUP – CONSOLIDATION

Natixis Assurances is a wholly-owned subsidiary of Natixis, whose registered office is located at 30, Avenue Pierre Mendès France, Paris 75013, France. Its accounts and those of its majority-owned subsidiaries are fully consolidated by both Natixis and BPCE, the majority owner of Natixis, whose registered office is located at 50, Avenue Pierre Mendès-France, Paris 75013, France.

Copies of Natixis Assurances' financial statements may be obtained from 59 Avenue Pierre Mendès-France, Paris 75013, France.

6.2. OFF-BALANCE SHEET COMMITMENTS

Natixis Assurances benefits from a commitment received from Natixis concerning a €5 million authorized overdraft facility.

7. PARENT COMPANY RESULTS FOR THE LAST FIVE YEARS

(in € thousands)	2016	2017	2018	2019	2020
Share capital at December 31					
Share capital	148,014	148,014	148,014	148,014	148,014
Number of ordinary shares outstanding	19,398,906	19,398,906	19,398,906	19,398,906	19,398,906
Operations and income for the year					
Revenue (without tax)	313	251	4,135	4,724	3,191
Income before tax, depreciation, amortization and provisions	127,376	157,133	189,635	269,331	241,105
Income tax	-	-	291	877	521
Income after tax, depreciation, amortization and provisions	127,165	156,869	189,051	268,116	234,789
Distributed earnings	126,093	154,221	189,139	268,287	34,724
Earnings/(loss) per share (€)					
Income after tax, but before depreciation, amortization and provisions (1)	6.57	8.10	9.76	13.84	12.40
Income after tax, depreciation, amortization and provisions (1)	6.56	8.09	9.75	13.82	12.10
Dividend per share (2)	6.50	7.95	9.75	13.83	1.79
Personnel					
Average headcount during the fiscal year	-	-	-	-	-
Wage bill for the fiscal year	-	-	-	-	-
Amount paid for employee benefits (social security and welfare)	-	-	-	-	-

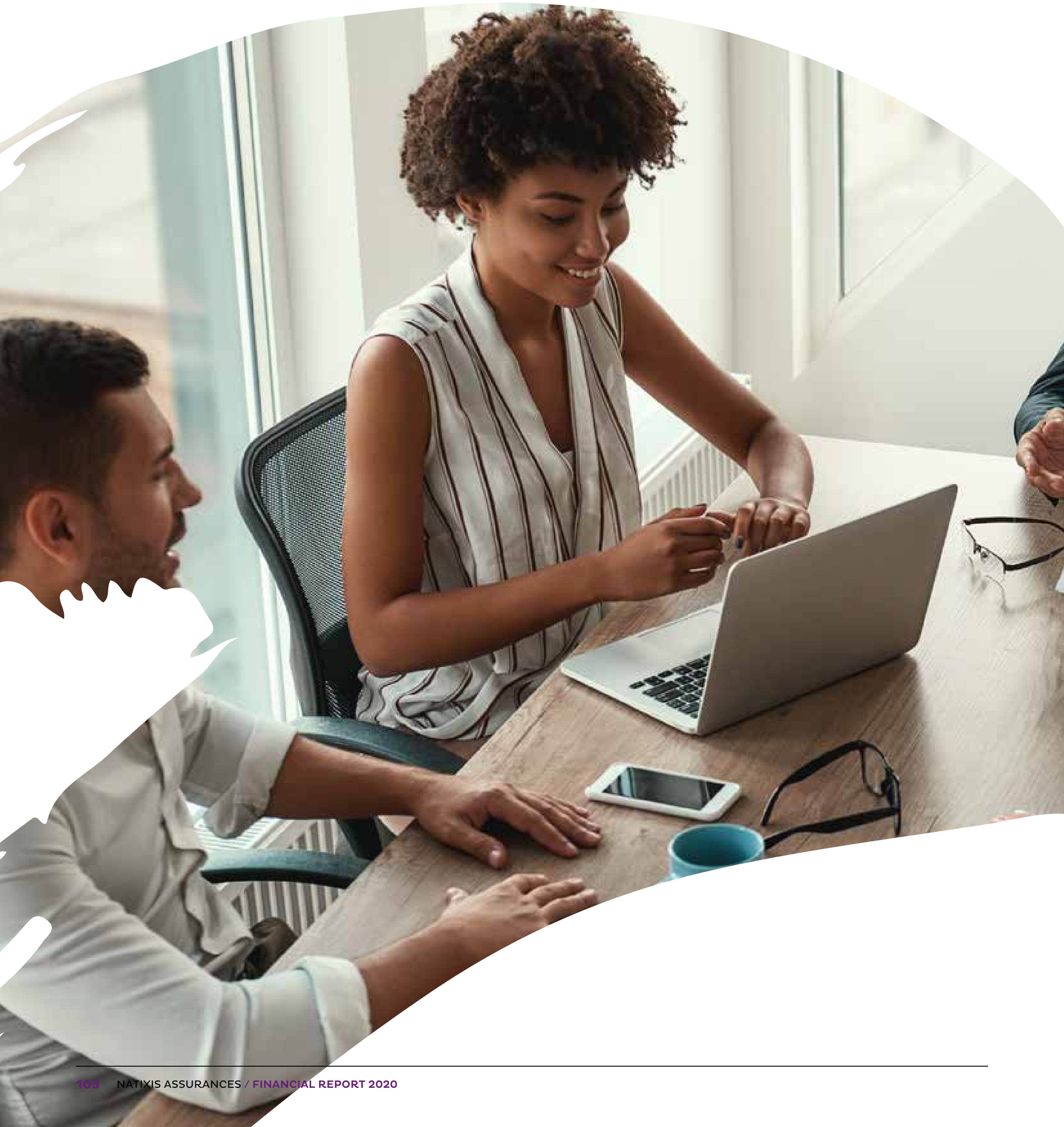
(1) Based on the weighted average number of shares outstanding during the fiscal year, calculated in accordance with OEC (French Order of Certified Public Accountants) Notice No. 27.
(2) Dividend per share takes account of the capital increase of May 2015 and the creation of 1,963,431 new shares.

8. SUBSIDIARIES AND AFFILIATES

Subsidiaries and affiliates Detailed information (in € thousands)	Capital	Reserves and retained earnings before distribution of earnings	% interest held	Carrying amount of shares held		Loans and advances granted by the Company and not yet repaid	Sureties and endorsements given by the Company	Revenue (without tax) for the last fiscal year ended	Net income (profit/loss) for the last fiscal year ended	Dividends received by the Company during the fiscal year
SUBSIDIARIES - (over 50%-owned)				**Gross**	**Net**					
BPCE Vie 30, avenue Pierre Mendès France 75013 PARIS N° SIREN : 349 004 341 Mixed insurance company	1,255,076	164,461	100	1,272,088	1,272,088	848,000	-	8,719,810	195,751	146,332
BPCE Prévoyance 30, avenue Pierre Mendès France 75013 PARIS N° SIREN : 352 259 717 Non-life insurance company	37,880	2,773	100	47,546	47,546	30,000	-	221,166	18,458	18,071
Natixis Life 51, avenue J.F. Kennedy L- 2951 LUXEMBOURG N° RC : B60 633 Life insurance company	90,000	8,036	100	91,141	91,141	40,000	-	590,171	3,019	8,200
BPCE Assurances 88, avenue de France 75013 PARIS N° SIREN : 501 633 275 Non-life insurance company	118,289	235,641	100	563,976	563,976	115,490	-	1,060,897	74,117	71,721
Ecureuil Vie Développement Héron Building 66, avenue du Maine 75014 PARIS N° SIREN : 503 055 618 Simplified company with shares	37	232	51	91	91	-	-	-	9	-
AFFILIATES - (between 10% and 50%-owned)				**Gross**	**Net**					
BPCE IARD Chaban de Chauray BP 9003 79093 NIORT Cedex N° SIREN : 401 380 472 Non-life insurance company	50,000	70,980	50	15,750	15,750	-	-	491,736	9,476	4,234
Adir (1) Aya Commercial Center Dora BEIRUT - LEBANON N° RC : 46 238 Mixed insurance company	USD 16,584 (2)	USD 36,044 (2)	34	5,474	-	-	-	32,623	13,621	-
B. General information 1. Subsidiaries not shown in section A a. French subsidiaries (all) b. Foreign subsidiaries (all)	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
2. Affiliates not shown in section A a. In French companies (all) b. In foreign companies (all)	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

(1) Based on last known accounts at 12/31/2018
(2) USD translation rate used: €1 = USD1.141173

4 STATUTORY **auditors' reports**



STATUTORY AUDITORS' REPORT ON THE CONSOLIDATED FINANCIAL STATEMENTS

Opinion

In accordance with the assignment entrusted to us by your General Meeting of Shareholders, we performed an audit of the consolidated financial statements of Natixis Assurances relating to the fiscal year closed on December 31, 2020, as attached to the present report.

We certify that with regard to IFRS standards as adopted in the European Union, the consolidated financial statements are proper and sincere and provide a faithful image of the result of the operations conducted in the fiscal year, as well as of the financial and asset/liability situation at fiscal-year end for all the persons and entities included in the consolidation.

Basis of the opinion

Audit standards

We conducted our audit in accordance with the standards of professional practice in France. We consider that the items we collected were sufficient and appropriate to provide a basis for our opinion.

Our responsibilities accruing from these standards are set out in the section "Responsibilities of the statutory auditors relative to the audit of the consolidated financial statements" included in the present report.

Independence

We performed our audit assignment in accordance with the rules of independence provided for in the French Commercial Code and in the Code of Ethics for the profession of Statutory Auditor over the period from January 1, 2020 to the date of our report, and in particular we did not provide services prohibited by Article 5 (1) of Regulation (EU) No 537/2014.

Justification of assessments – Key audit points

The global Covid-19 crisis created particular conditions for the preparation and audit of the financial statements for this fiscal year. The crisis and the exceptional measures taken in response to the health emergency had multiple consequences for companies, particularly for their operations and financing, and created heightened uncertainties regarding their future prospects. Some of these measures, such as travel restrictions and remote working, also impacted the internal organization of companies and the methods of conducting audits.

It is in this complex and evolving context that, pursuant to the provisions of Articles L. 823-9 and R. 823-7 of the French Commercial Code relating to the justification of our assessments, we draw your attention to the key points of the audit relating to the risks of material inaccuracies that, according to our professional judgment, were the most important for the audit of the consolidated financial statements for the year, as well as the responses we provided to these risks.

Our ensuing assessments are made within the context of the audit of the consolidated financial statements taken as a whole and the formation of our opinion expressed above. We do not express an opinion on items in these consolidated financial statements in isolation.

We identified the following key audit points:

Investments – Valuation and provisioning levels for unlisted financial assets

Identified risk

Financial assets and derivatives, and their classification and valuation methods at balance sheet date are specified in point 4.2.5 Financial Investments of the notes to the consolidated financial statements. The methods for determining impairments are also specified in point 4.2.6 of the same notes.

In order to honor commitments contracted with insurees, your Company invests premiums received in various types of investment instruments, including in unlisted financial assets.

Analysis of the valuation of unlisted financial assets relies on an important degree of subjectivity and judgment on the part of management, primarily for:

- real-estate assets valued on the basis of real-estate appraisals;
- private equity funds;
- unlisted bonds;
- unlisted equities;
- unlisted structured products.

We considered this valuation topic to be a key audit point given the materiality of these unlisted financial assets and the fact that their valuation is based on actuarial methods that require a significant degree of judgment on the part of management.

Audit procedures applied in response to this risk

Our audit approach, detailed hereafter, included the intervention of valuation experts and IT audit experts when necessary.

The main audit procedures we applied involved:

- Reviewing the valuation and impairment methods employed with respect to financial instruments,
- Examining the existing control mechanism, so as to assess the reality of investments and their valuations,
- Performing reconciliations, by sampling quantities in the portfolio and comparing them with custodians' statements;
- Reviewing general IT controls relating to the investment management tool and conducting an IT review of certain embedded controls and key reports generated by the investment management tool,
- Reviewing key controls performed by Ostrum AM (ISAE 3402 report), notably the control on the reliability of the management position and asset valuations,

• For real estate, venture capital funds, securitization funds and loans: comparing the valuation used with the management company's net asset value, the latest market transactions for the security in question, a comparable when possible or valuations transmitted by counterparties,

• For securities valued on the basis of an internal model, analyzing the suitability of model construction as well as the inputs, assumptions and variables used,

• Reviewing the impairment provision and the note of the Investment Department (ID) detailing the assumptions used and the impairment criteria.

Liabilities related to insurance policies

Identified risk

Liabilities related to insurance policies correspond to your Company's commitments toward insurees.

Reserves are a key audit point due to:

• The importance of these reserves in the Company's balance-sheet liabilities. Underwriting reserves specific to insurance represent €93 billion.

• In addition, some of these reserves, such as the overall management reserve and the reserve for interest-rate risk, draw on particular assumptions or calculation models that call on management's judgment.

Overall management reserve, interest-rate risk reserve

The overall management reserve is designed to cover future expenses not covered by deductions from premiums or from investment income. The calculation methods are those detailed in point 4.2.12 of the notes to the consolidated financial statements.

The interest-rate risk reserve is employed to offset potential future effects of interest-rate guarantees offered on certain products in the past. The calculation methods are those detailed in point 4.2.12 of the notes to the consolidated financial statements.

Assessment and valuation of these regulatory reserves draws on elements of judgment, whether to determine the assumptions employed or to choose the methods of calculation.

Reserve for claims payable net of recoveries

This reserve corresponds to the estimated value of principal and expenses necessary to settle claims, net of recoveries receivable. The reserve is estimated by using actuarial calculations to value the final cost of claims reported at fiscal year-end, as detailed in point 4.2.12 of the notes to the consolidated financial statements.

Mathematical reserves for annuities

This regulatory reserve is calculated by applying the calculation assumptions and rules defined by France's Insurance Code and detailed in point 4.2.12 of the notes to the consolidated financial statements. The reserve represents the future benefits to be paid on annuities in force at December 31, 2020.

Other reserves

The other regulatory reserves are calculated by applying the calculation assumptions and rules defined by France's Insurance Code. The accuracy of the assessment of these reserves depends on the reliability of the processes employed to process and record the Company's insurance operations.

Liability adequacy test

IFRS 4 requires a test to be performed on each balance sheet date to ensure that insurance liabilities recognized in the consolidated financial statements are adequate to cover estimated future cash flows at that date. The calculation methods are those detailed in point 5.9.8 of the notes to the consolidated financial statements.

Audit procedures applied in response to this risk

In order to assist us with executing our audit procedures on these items, we had recourse to our firm's actuarial teams. The main audit procedures that we applied involved:

Overall management reserve and interest-rate risk reserve

• reviewing the general conditions of products and reviewing the suitability of calculated reserves relative to guarantees on a sample of products;

• reviewing the methods and assumptions employed to calculate these reserves;

• performing an analytical review of the interest-rate risk reserve;

• performing an independent recalculation of the overall management reserve;

• reconciling elements originating from calculations with those from accounting.

Reserves for claims payable

• analyzing methodological notes relating to provisioning/reserves;

• analyzing current/previous claims experience;

• analyzing the coefficients of growth and reconstitution of reserves at end-December 2020 on auto, multi-risk home and personal accident products;

• performing an independent estimate of final costs on the main branches of the portfolio;

• reconciling elements originating from calculations with those from accounting.

Mathematical reserves for annuities

• assessing the coherency and conformity of the calculation method and assumptions employed on the professional protection insurance scope;

• reconciling elements originating from calculations with those from accounting.

Other reserves

• conducting tests on controls performed by management and conducting independent tests, so as to ensure the reliability of the information recorded in management databases and used to assess and value underwriting reserves;

• performing an analytical review of underwriting reserves;

• conducting recurrence tests on the calculation of underwriting reserves for with-profit investment solutions or endowment products;

• performing independent recalculations on a sample of investment solutions, personal protection insurance and payment protection contracts (death benefits and work cessation guarantees);

• performing an independent recalculation of the floor guarantee reserve;

• reviewing the coherency and conformity of the calculation method and assumptions employed for the reserve for existing risks;

• reviewing the coherency of the calculation method and assumptions employed for the reserve for claims management expenses;

• reconciling elements originating from calculations with those from accounting.

Liability adequacy test

• ensuring that Natixis Assurances' liability adequacy test was performed properly;

• checking the assumptions used and their monitoring;

• validating the calculation methodology and its regulatory conformity;

• checking the coherency of results.

In addition, we performed tests on the general IT controls (ITGC) relating to the various dedicated management tools as well as on controls and "key reports" that we considered relevant to our audit.

Specific verifications

According to the standards of professional practice applicable in France, we performed the specific verifications related to legal and regulatory obligations concerning the information on the group presented in the Board of Directors' management report.

We have no matters to report as regards its fair presentation and its coherency with the consolidated financial statements.

Other verifications or information related to legal and regulatory obligations

Designation of the statutory auditors

Mazars and PricewaterhouseCoopers Audit were appointed in the capacity of statutory auditors to Natixis Assurances by the General Shareholders' Meetings of June 10, 1980 and May 12, 2012, respectively.

At December 31, 2020, Mazars was in the 41st consecutive year of its assignment and PricewaterhouseCoopers Audit in the 9th consecutive year and the 7th year since its shares were admitted for trading on a regulated market.

Responsibilities of management and corporate governance officers relative to the consolidated financial statements

Management is responsible for preparing consolidated financial statements that present a true and fair picture in accordance with IFRS standards as adopted in the European Union, as well as for implementing the internal control that it deems necessary for preparing the consolidated financial statements without any material inaccuracies, whether resulting from fraud or error.

When preparing the consolidated financial statements, management is responsible for assessing the Company's ability to remain a going concern, for presenting in these financial statements, where appropriate, the necessary information concerning the status of going concern and for applying the standard accounting policy for a going concern, unless it is planned to dissolve the company and discontinue its activity.

The audit committee is responsible for monitoring the process used to prepare financial information and for monitoring the effectiveness of internal control and risk management systems, as well as internal audit systems where applicable, as regards the procedures relating to the preparation and processing of accounting and financial information.

The consolidated financial statements were signed off by the Board of Directors.

Responsibilities of the statutory auditors relative to the audit of the consolidated financial statements

Audit objective and approach

It is our responsibility to prepare a report on the consolidated financial statements. Our objective is to obtain reasonable certainty that the consolidated financial statements taken as a whole do not contain any material inaccuracies. Reasonable assurance equates to a high level of certainty, though without this guaranteeing that an audit performed in accordance with the standards of professional practice manages to systematically detect any material inaccuracies. Inaccuracies may stem from fraud or error and are considered material when it can be reasonably expected that these inaccuracies may individually or cumulatively influence the economic decisions made by the users of the financial statements on the basis of the financial statements.

As stipulated in article L. 823-10-1 of France's Commercial Code, our account certification duty does not involve guaranteeing the viability or the quality of management of your Company.

Within the framework of an audit performed in accordance with the standards of professional practice applicable in France, the statutory auditors exercise their professional judgment throughout the audit. In addition, the statutory auditors:

• identify and assess the risk that the consolidated financial statements contain any material inaccuracies, whether these stem from fraud or from error, define and implement audit procedures in light of these risks, and collect the elements they consider to be sufficient and appropriate for basing their opinion. The risk of not detecting a material inaccuracy stemming from fraud is greater than that of a material inaccuracy stemming from error, since fraud may imply collusion, falsification, voluntary omissions, false declarations or circumvention of internal control procedures;

• familiarize themselves with the internal control mechanism relevant to the audit, in order to define appropriate audit procedures for the circumstances, and not with the aim of expressing an opinion on the effectiveness of internal control;

• assess the appropriateness of the chosen accounting methods and the reasonableness of the accounting estimates made by management, as well as the information concerning them and which is presented in the consolidated financial statements;

• assess the appropriateness of management's application of standard accounting policy for a going concern and, according to the elements collected, the existence or not of a material uncertainty related to events or circumstances liable to undermine the Company's ability to remain a going concern. This assessment is underpinned by elements collected up to the date of the statutory auditors' report, it nevertheless being noted that subsequent circumstances or events could undermine the Company's ability to remain a going concern. If the statutory auditors conclude that there is a material uncertainty, they draw the attention of the readers of the report to the information provided in the consolidated financial statements regarding the subject of this uncertainty or, if such information is not provided or not relevant, they certify the financial statements with reservations or refuse to certify them;

• assess the overall presentation of the consolidated financial statements and whether they reflect the underlying operations and events in a way that provides a faithful picture;

• concerning financial information on the persons or entities included in the consolidation scope, the statutory auditors collect the elements they consider to be sufficient and appropriate for expressing an opinion on the consolidated financial statements. They are responsible for managing, supervising and performing the audit of the consolidated financial statements, as well as for the opinion expressed on these statements.

French original signed in Neuilly-sur-Seine and Paris La Défense on May 6, 2021

The Statutory Auditors,

PriceWaterhouseCoopers Audit		Mazars	
Sébastien ARNAULT	Emmanuel BENOIST	Maxime SIMOEN	Guillaume WADOUX

STATUTORY AUDITORS' REPORT ON THE ANNUAL FINANCIAL STATEMENTS

Opinion

In accordance with the assignment entrusted to us by your General Meeting of Shareholders, we performed an audit of the annual financial statements of Natixis Assurances relating to the fiscal year closed on December 31, 2020, as attached to the present report.

We certify that with regard to French accounting rules and principles, the annual financial statements are proper and sincere and provide a faithful image of the result of the operations conducted in the fiscal year, as well as of the Company's financial and asset/liability situation at fiscal-year end.

Basis of the opinion

Audit standards

We conducted our audit in accordance with the standards of professional practice in France. We consider that the items we collected were sufficient and appropriate to provide a basis for our opinion.

Our responsibilities accruing from these standards are set out in the section "Responsibilities of the statutory auditors relative to the audit of the annual financial statements" included in the present report.

Independence

We performed our audit assignment in accordance with the rules of independence provided for in the French Commercial Code and in the Code of Ethics for the profession of Statutory Auditor over the period from January 1, 2020 to the date of our report, and in particular we did not provide services prohibited by Article 5 (1) of Regulation (EU) No 537/2014.

Justification of assessments – Key audit points

The global Covid-19 crisis created particular conditions for the preparation and audit of the financial statements for this fiscal year. The crisis and the exceptional measures taken in response to the health emergency had multiple consequences for companies, particularly for their operations and financing, and created heightened uncertainties regarding their future prospects. Some of these measures, such as travel restrictions and remote working, also impacted the internal organization of companies and the methods of conducting audits.

It is in this complex and evolving context that, pursuant to the provisions of Articles L. 823-9 and R. 823-7 of the French Commercial Code relating to the justification of our assessments, we draw your attention to the key points of the audit relating to the risks of material inaccuracies that, according to our professional judgment, were the most important for the audit of the annual financial statements for the year, as well as the responses we provided to these risks.

Our ensuing assessments are made within the context of the audit of the annual financial statements taken as a whole and the formation of our opinion expressed above. We do not express an opinion on items in these annual financial statements in isolation.

We concluded that there were no key audit points to be communicated in our report.

Specific verifications

In accordance with the standards of professional practice applicable in France, we also performed the specific verifications related to legal and regulatory obligations.

Information given in the management report and other documents concerning the financial situation and the annual financial statements addressed to shareholders

We do not have any observations to make regarding the sincerity and consistency with the annual financial statements of the information given in the Board of Directors' management report and in the other documents concerning the financial situation and the annual financial statements addressed to shareholders.

Regarding the sincerity and consistency with the annual financial statements of the information relating to invoice settlement periods mentioned in article D.441-4 of the French Commercial Code, we make the following remark:

As indicated in the management report, this information does not include insurance and reinsurance operations, as your company considers that, pursuant to the French Insurance Federation (FFA) circular of May 29, 2017, they are not covered by the scope of information to be produced.

Information relating to corporate governance

We testify to the existence in the section of the Board of Directors' management report devoted to corporate governance, of the information required by article L.225 37-4 of the French Commercial Code.

Other verifications or information related to legal and regulatory obligations

Designation of the statutory auditors

Mazars and PricewaterhouseCoopers Audit were appointed in the capacity of statutory auditors to Natixis Assurances by the General Shareholders' Meetings of June 10, 1980 and May 12, 2012, respectively.

At December 31, 2020, Mazars was in the 41st consecutive year of its assignment and PricewaterhouseCoopers Audit in the 9th consecutive year and the 7th year since its shares were admitted for trading on a regulated market.

Responsibilities of management and corporate governance officers relative to the annual financial statements

Management is responsible for preparing annual financial statements that present a true and fair picture in accordance with French accounting rules and principles, as well as for implementing the internal control that it deems necessary for preparing the annual financial statements without any material inaccuracies, whether resulting from fraud or error.

When preparing the annual financial statements, management is responsible for assessing the Company's ability to remain a going concern, for presenting in these financial statements, where appropriate, the necessary information concerning the status of going concern and for applying the standard accounting policy for a going concern, unless it is planned to dissolve the company and discontinue its activity.

The annual financial statements were signed off by the Board of Directors.

Responsibilities of the statutory auditors relative to the audit of the annual financial statements

Objective and audit approach

It is our responsibility to prepare a report on the annual financial statements. Our objective is to obtain reasonable certainty that the annual financial statements taken as a whole do not contain any material inaccuracies. Reasonable certainty equates to a high level of certainty without this guaranteeing that an audit performed in accordance with the standards of professional practice manages to systematically detect any material inaccuracies. Inaccuracies may stem from fraud or error and are considered material when it can be reasonably expected that these inaccuracies may individually or cumulatively influence the economic decisions made by the users of the financial statements on the basis of the financial statements.

As stipulated in article L. 823-10-1 of the French Commercial Code, our account certification duty does not involve guaranteeing the viability or the quality of management of your Company.

Within the framework of an audit performed in accordance with the standards of professional practice applicable in France, the statutory auditors exercise their professional judgment throughout the audit. In addition, the statutory auditors:

• identify and assess the risk that the annual financial statements contain any material inaccuracies, whether these stem from fraud or from error, define and implement audit procedures in light of these risks, and collect the elements they consider to be sufficient and appropriate for basing their opinion. The risk of not detecting a material inaccuracy stemming from fraud is greater than that of a material inaccuracy stemming from error, since fraud may imply collusion, falsification, voluntary omissions, false declarations or circumvention of internal control procedures;

• familiarize themselves with the internal control mechanism relevant to the audit, in order to define appropriate audit procedures for the circumstances, and not with the aim of expressing an opinion on the effectiveness of internal control;

• assess the appropriateness of the chosen accounting methods and the reasonableness of the accounting estimates made by management, as well as the information concerning them and which is presented in the annual financial statements;

• assess the appropriateness of management's application of standard accounting policy for a going concern and, according to the elements collected, the existence or not of a material uncertainty related to events or circumstances liable to undermine the Company's ability to remain a going concern. This assessment is underpinned by elements collected up to the date of the statutory auditors' report, it nevertheless being noted that subsequent circumstances or events could undermine the Company's ability to remain a going concern. If the statutory auditors conclude that there is a material uncertainty, they draw the attention of the readers of the report to the information provided in the annual financial statements regarding the subject of this uncertainty or, if such information is not provided or not relevant, they certify the financial statements with reservations or refuse to certify them;

• assess the overall presentation of the annual financial statements and whether they reflect the underlying operations and events in a way that provides a faithful picture.

French original signed in Neuilly-sur-Seine and Paris La Défense on May 6, 2021

The Statutory Auditors,

PriceWaterhouseCoopers Audit		Mazars	
Sébastien ARNAULT	Emmanuel BENOIST	Maxime SIMOEN	Guillaume WADOUX

STATUTORY AUDITORS' SPECIAL REPORT ON RELATED-PARTY AGREEMENTS

In our capacity as your Company's Statutory Auditors, we hereby submit our report on related-party agreements.

We are required to inform you, on the basis of the information provided to us, of the key features and terms and conditions of the related-party agreements notified to us or that we may have identified in the performance of our assignment. It is not our role to comment as to whether they are beneficial, or to ascertain the existence of any other related-party agreements. It is your responsibility, in accordance with Article R. 225-31 of the French Commercial Code, to assess the benefits resulting from these contractual agreements prior to their approval.

In addition, we are required to inform you, in accordance with Article R. 225-31 of the French Commercial Code, of the execution during the past financial year of the related-party agreements already approved by the General Shareholders' Meeting.

We performed the procedures that we considered necessary to comply with the professional code of France's National Association of Statutory Auditors (Compagnie Nationale des Commissaires aux Comptes) relating to this assignment. Our work consisted in verifying that the information provided to us was consistent with the underlying documents from which it was extracted.

Agreements submitted for the approval of the General Shareholders' Meeting

We inform you that we were not notified of any agreement authorized and concluded during the last completed year to be submitted for the approval of your Board of Directors in accordance with article L.225-38 of the French Commercial Code.

Agreements already approved by the General Shareholders' Meeting

Agreements approved during previous fiscal years and which remained in force during the last completed fiscal year

Pursuant to Article L. 225-30 of the French Commercial Code, we were informed of the following agreements, which had already been approved by the General Shareholders' Meeting during previous fiscal years and that remained in force during the last completed fiscal year.

General Framework Agreement

Since 2013, Groupe BPCE and its subsidiaries have been working to set up an insurance platform within Natixis. This project led the Group to conduct negotiations with CNP Assurances with a view to repatriating the Group's life insurance production to Natixis Assurances.

These discussions led to the signature on March 23, 2015 of a General Framework Agreement between CNP Assurances, BPCE and Natixis – the latter acting by virtue of the specific powers granted to it by Natixis Assurances, BPCE Vie and BPCE Prévoyance – which defines the fundamental principles of the future partnership between BPCE, Natixis and CNP. The agreement was authorized by the Board of Directors on March 6, 2015 and took effect on January 1, 2016.

Impact on the 20209 accounts: Nil, impacts on the insurance structures (BPCE Vie & BPCE Prévoyance)

Ecureuil Vie Développement shareholders' pact and divestment contract for

Ecureuil Vie Développement shares

As part of the General Framework Agreement signed with CNP Assurances, CNP Assurances, BPCE and Natixis agreed that Natixis Assurances would hold a controlling majority interest in Ecureuil Vie Développement (EVD). As a result:

- Natixis Assurances would proceed by December 31, 2015, with the acquisition of BPCE's 49% equity interest in EVD, according to the price conditions stipulated in the divestment contract, to which Natixis Assurances and BPCE committed; and

- CNP would sell with effect from January 1, 2016, 74 ordinary shares in EVD, representing 2% of EVD's share capital and voting rights (the Divestment), such that following the divestment, Natixis Assurances would possess a controlling majority interest in EVD.

During fiscal year 2016, Natixis Assurances acquired 74 shares from CNP Assurances at a price of €3.552 and lifted its equity interest in EVD to 51%.

Following these transactions, EVD's capital is owned as follows;

- Natixis Assurances: 1,887 shares, representing 51% of the capital and voting rights; and

- CNP Assurances: 1,813 shares, representing 49% of the capital and voting rights.

Impact on the 2020 accounts: Nil

Agreement to second CNP Assurances personnel to Ecureuil Vie Développement

In order for CNP Assurances employees currently seconded to Ecureuil Vie Développement to continue their activity within the latter company, it was decided to renew the secondment agreement between CNP Assurances and Ecureuil Vie Développement as from January 1, 2016 for an initial period of seven years, renewable once for a period of three years.

Consequently, on March 23, 2015, a secondment agreement adhering to Articles L. 8241-1 paragraph 2 and L. 8241-2 of the French Labor Code regulating loans of staff for not-for-profit purposes was signed between CNP Assurances, Ecureuil Vie Dévéloppement, Natixis Assurances and BPCE Vie. It was specified that certain BPCE Vie employees could also be seconded to Ecureuil Vie Développement, in accordance with the terms of a secondment agreement to be signed between BPCE Vie and EVD.

Impact on the 2020 accounts: Nil

Partnership Framework Agreement

A Partnership Framework Agreement concluded between Groupe BPCE and the Covea Group. This agreement specifies the conditions for running off different BPCE IARD policy lots, the operational conditions regarding BPCE IARD and the principles of compensation in the event of BPCE IARD policy termination/BPCE Assurances policy re-subscription.

This Partnership Framework Agreement was authorized by the Board of Directors on April 19, 2019.

Impact on the 2020 accounts: Nil

Shareholders' Agreement

A Shareholders' Agreement was concluded between Natixis Assurances and Covéa Participations regarding the ownership of BPCE IARD. This agreement is notably designed to determine the conditions under which Covéa may exercise its faculty to sell shares in BPCE IARD to Natixis Assurances and to maintain the current government principles.

This Shareholders' Agreement was authorized by the Board of Directors on April 19, 2019.

Impact on the 2020 accounts: Nil

French original signed in Neuilly-sur-Seine and Paris La Défense on May 6, 2020

The Statutory Auditors,

PriceWaterhouseCoopers Audit		Mazars	
Sébastien ARNAULT	Emmanuel BENOIST	Maxime SIMOEN	Guillaume WADOUX

5 LEGAL **elements**

1. LIST OF CORPORATE OFFICES

RIAHI François			
Company name	**Legal form**	**Function**	**Représente**
NATIXIS (ended 08/03/2020)	SA	Chief Executive Officer	
BPCE (ended 08/03/2020)	SA	Member of the Management Board	
NATIXIS ASSURANCES (ended 08/03/2020)	SA	Chairman of the Board of Directors	
NATIXIS INVESTMENT MANAGERS (ended 08/03/2020)	SA	Chairman of the Board of Directors	
COFACE SA (ended 08/03/2020)	SA	Chairman of the Board of Directors	
NATIXIS PAYMENT SOLUTIONS (ended 08/03/2020)	SA	Chairman of the Board of Directors	
PJ SOLOMON GP COMPANY LLC (ended 08/03/2020)	LP	Director	
SNC TEA and EMMA	SNC	Director	
FINANCIÈRE LOV (since 11/02/2020)	SAS	Chief Executive Officer	

NAMIAS Nicolas			
Company name	**Legal form**	**Function**	**Représente**
NATIXIS ASSURANCES (since 09/21/2020)	SA	Chairman of the Board of Directors	
NATIXIS (since 08/03/2020)	SA	Chief Executive Officer	
BPCE	SA	Member of the Management Board	
NATIXIS COFICINE (ended 05/05/2020)	SA	Director	
NATIXIS INVESTMENT MANAGERS (since 08/28/2020)	SA	Chairman of the Board of Directors	
COFACE SA (since 09/09/2020)	SA	Chairman of the Board of Directors	
NATIXIS PAYMENT SOLUTIONS (since 09/10/2020)	SA	Chairman of the Board of Directors	
PJ SOLOMON GP COMPANY LLC (since 09/14/2020)	LP	Director	
CRÉDIT FONCIER (ended 10/02/2020)	SA	Chairman of the Board of Directors	
BPCE SERVICES FINANCIERS (ended 10/14/2020)	GIE	Chairman of the Board of Directors	
SCI NANTUCKET	SCI	Director	
CE HOLDING PARTICIPATIONS (ended 12/01/2020)	SAS	Deputy Chief Executive Officer	
CE HOLDING PARTICIPATIONS (ended 12/01/2020)	SAS	Director	BPCE
IFCIC (ended 06/16/2020)	SA	Director	NATIXIS

DEBRAY Pierre			
Company name	**Legal form**	**Function**	**Représente**
NATIXIS ASSURANCES (ended 03/18/2020)	SA	Director	
NATIXIS PFANDBRIEFBANK AG (ended 03/31/2020)	Aktiengesellschaft	Member of the Supervisory Board	

LEQUOY Jean-François			
Company name	**Legal form**	**Function**	**Represents**
NATIXIS ASSURANCES (ended 09/21/2020)	SA	Chief Executive Officer	
NATIXIS ASSURANCES (ended 09/21/2020)	SA	Director	
BPCE (since 09/14/2020)	SA	Member of the Management Board, Head of Finance and Strategy (since 09/14/2020)	
BPCE VIE	SA	Chairman of the Board of Directors	
CRÉDIT FONCIER (since 10/02/2020)	SA	Chairman of the Board of Directors	
BPCE SERVICES FINANCIERS (since 10/15/2020)	GIE	Chairman of the Board of Directors	
BPCE ASSURANCES	SA	Chairman of the Board of Directors	
BPCE PRÉVOYANCE	SA	Chairman of the Board of Directors	
SURASSUR	SA	Chairman of the Board of Directors	
REACOMEX	SA	Chairman of the Board of Directors	
CE HOLDING PARTICIPATIONS (since 12/17/2020)	SAS	Deputy Chief Executive Officer	
CE HOLDING PARTICIPATIONS (since 12/17/2020)	SAS	Director	BPCE
CEGC (since 07/09/2020)	SA	Director	Natixis
GROUPEMENT FRANÇAIS DES BANCASSUREURS (ended 09/15/2020)	Association	Chairman and Director	
ECUREUIL VIE DÉVELOPPEMENT (ended 12/31/2020)	SAS	Director	
FÉDÉRATION FRANÇAISE DE L'ASSURANCE (ended 10/06/2020)	Industry federation	Vice-Chairman	
FONDS STRATÉGIQUE DE PARTICIPATION - FSP (ended 09/14/2020)	SICAV	Director	BPCE VIE
BPCE IARD	SA	Member of the Supervisory Board	NATIXIS ASSURANCES

VIGNERON Olivier			
Company name	**Legal form**	**Function**	**Represents**
NATIXIS ASSURANCES (since 04/27/2020)	SA	Director	

VINADIER Richard			
Company name	**Legal form**	**Function**	**Represents**
NATIXIS ASSURANCES	SA	Director	NATIXIS
REACOMEX (since 12/12/2020)	SA	Director	
REACOMEX (ended 12/12/2020)	SA	Director	NATIXIS

BROUTÈLE Nathalie			
Company name	**Legal form**	**Function**	**Represents**
NATIXIS ASSURANCES	SA	Deputy Chief Executive Officer	
BPCE ASSURANCES	SA	Chief Executive Officer	
BPCE ASSURANCES PRODUCTIONS SERVICES - BPCE APS	SAS	Member of the Supervisory Board	
GROUPEMENT FRANÇAIS DES BANCASSUREURS	Association	Director	
WOMEN IN NATIXIS NETWORK (WINN)	Association	Director	
NATIXIS WEALTH MANAGEMENT (ended 05/06/2020)	SA	Director	
CCR (CAISSE CENTRALE DE RÉASSURANCE) (since 06/30/2020)	SA	Director and Chairwoman of the Remuneration, Nominations and Governance Committee	
BPCE IARD	SA	Member of the Management Board	
INTER MUTUELLE ASSISTANCE-IMA (ended 10/19/2020)	SA	Member of the Supervisory Board	BPCE ASSURANCES

LE PAPE Christophe			
Company name	**Legal form**	**Function**	**Represents**
BPCE VIE	SA	Chief Executive Officer	
BPCE PRÉVOYANCE	SA	Chief Executive Officer	
NATIXIS ASSURANCES	SA	Deputy Chief Executive Officer	
NATIXIS LIFE	SA	Chairman of the Board of Directors	
ECUREUIL VIE DÉVELOPPEMENT	SAS	Chairman of the Board of Directors	
BPCE RELATION ASSURANCES	GIE	Sole Director-Chief Executive Officer	
GROUPE ADONIS D'ASSURANCE ET DE RÉASSURANCE - Adir SAL -	SA	Director	
NAMI INVESTMENT	OPCI	Auditor	
NATIXIS WEALTH MANAGEMENT (since 05/06/2020)	SA	Non-Voting Director	
FONDS STRATÉGIQUE DE PARTICIPATION (since 09/14/2020)	SICAV	Director	BPCE VIE

2. MIXED (ORDINARY AND EXTRAORDINARY) GENERAL SHAREHOLDERS' MEETING OF MAY 25, 2021

WITHIN THE POWERS OF THE ORDINARY GENERAL MEETINGFIRST RESOLUTION:

The General Shareholders' Meeting, deliberating in accordance with the quorum and majority requirements for Ordinary General Shareholders' Meetings, having reviewed the report of the Board of Directors and the Statutory Auditors' General Report on the financial statements for the fiscal year ended December 31, 2020, hereby approves the parent company financial statements for fiscal year 2020, as presented to the Meeting, and the transactions contained in these financial statements or summarized in these reports, reporting profit of €234,789,390.94.

SECOND RESOLUTION:

The General Shareholders' Meeting, deliberating in accordance with the quorum and majority requirements for Ordinary General Shareholders' Meetings, following the proposal of the Board of Directors,

hereby allocates the amount available for distribution comprising:

• profit for the year €234,789,390.94

• retained earnings at 12/31/2020 ....€105,096.23

for a total of €234,894,487.17

as follows:

• dividend €34,724,041.74

• legal reserve €0.00

• retained earnings €200,171,445.43

for a total distribution of €234,894,487.17

The General Shareholders' Meeting notes that the net dividend is €1.79* for each of the 19,398,906 shares forming the share capital.

The dividend is payable as from the date of this General Shareholders' Meeting.

The General Shareholders' Meeting duly notes that the following dividends were paid in respect of the past three fiscal years:

Fiscal year	2017	2018	2019
Dividend per share	€7.95 *	€9.75 *	€13.83 *
Total amount of dividend distributed	€154,221,303.00	€189,139,333.00	€268,286,869.98

* Dividends are eligible for the tax allowance under the provisions of Article 158-3 2° of the French General Tax Code.

THIRD RESOLUTION:

The General Shareholders' Meeting, deliberating in accordance with the quorum and majority requirements for Ordinary Shareholders' meetings, after having:

• reviewed the report of operations carried out by Natixis Assurances and the companies included in its consolidation scope during the fiscal year ended December 31, 2020,
• read the consolidated financial statements for the fiscal year,
• heard the Statutory Auditors' report on the consolidated financial statements,

approves the consolidated financial statements as presented to the Meeting.

FOURTH RESOLUTION:

The General Shareholders' Meeting, deliberating in accordance with the quorum and majority requirements for Ordinary General Shareholders' Meetings, having reviewed the Statutory Auditors' Special Report on the related-party agreements covered in Article L. 225-38 et seq. of the French Commercial Code, and deliberating on the said report, hereby approves the conclusions thereof.

FIFTH RESOLUTION:

The General Shareholders' Meeting, deliberating in accordance with the quorum and majority requirements for Ordinary General Shareholders' Meetings, hereby decides to ratify the cooptation approved by the Board of Directors in its meeting of September 21, 2020 of Mr Nicolas Namias as Director, as a replacement for Mr François Riahi, for the residual term of the latter's office, that is until closure of the General Shareholders' Meeting convened to deliberate on the financial statements for the fiscal year ending December 31, 2020.

SIXTH RESOLUTION:

The General Shareholders' Meeting, deliberating in accordance with the quorum and majority requirements for Ordinary General Shareholders' Meetings, hereby decides to ratify the cooptation approved by the Board of Directors in its meeting of September 22, 2020 of Mr François Codet as Director, as a replacement for Mr Jean-François Lequoy, following the latter's resignation, for the residual term of the latter's office, that is until closure of the General Shareholders' Meeting convened to deliberate on the financial statements for the fiscal year ending December 31, 2021.

SEVENTH RESOLUTION:

The General Shareholders' Meeting, deliberating in accordance with the quorum and majority requirements for Ordinary General Shareholders' Meetings, hereby decides to renew Mr Nicolas Namias's office of Director, following its expiry, for a period of six (6) years until its expiry on the closure of the General Shareholders' Meeting convened to deliberate on the financial statements for the fiscal year ending December 31, 2026.

EIGHTH RESOLUTION:

The General Shareholders' Meeting, deliberating in accordance with the quorum and majority requirements for Ordinary General Shareholders' Meetings, hereby decides to renew Natixis's office of Director, following its expiry, for a period of six (6) years until its expiry on the closure of the General Shareholders' Meeting convened to deliberate on the financial statements for the fiscal year ending December 31, 2026.

WITHIN THE POWERS OF THE EXTRAORDINARY GENERAL MEETING

NINTH RESOLUTION:

The General Shareholders' Meeting, deliberating in accordance with the quorum and majority requirements for Extraordinary General Shareholders' Meetings, after having reviewed the report of the Board of Directors, hereby decides to align the Company's articles of association with legislative and regulatory provisions.

Consequently, the Extraordinary General Shareholders' Meeting decides:

- to amend the articles of association as follows:

"Article 10 – Powers of the Board of Directors

The Board of Directors determines the policies guiding the Company's activity and their implementation, in accordance with the Company's corporate purpose, by taking into consideration the social and environmental issues associated with its activity.

[...] "

The remainder of article 10 remains unchanged.

"Article 12 – Meetings of the Board of Directors

Meetings of the Board of Directors are convened by its Chairman as often as necessitated by the Company's interests. In the event that the Chairman suffers an impediment, the Board may be convened by the Vice-Chairman, if one has been appointed, or if this is not the case, by the Chief Executive Officer, whether a Director or not.

The Board may also be convened by the Chairman at the request of at least two thirds of the Directors, or at the request of the Chief Executive Officer, based on a determinate agenda if the last meeting dates from more than two months. The Chairman is bound by these requests.

The meeting may be convened by all means; it may even be verbal and without delay if all the Directors agree to it.

At least half the current Board Members must be present for the deliberations to be valid.

In the event of absence or impediment affecting the Chairman and where applicable the Vice-Chairman, the Board designates for each meeting a person to chair the meeting, this person to be chosen from among those Board Members present.

The Chairman or, in his absence, the Vice-Chairman, if one has been appointed, chairs the Board Meeting. In the event of a tied vote, the person chairing the meeting shall have the deciding vote, except if it concerns the appointment of the Chairman of the Board of Directors.

The Board designates a Secretary who may be chosen from outside its members.

The minutes are prepared and copies or extracts of deliberations are delivered and certified in accordance with prevailing regulations.

In accordance with prevailing regulations, certain decisions of the Board of Directors may be taken by way of written consultation.

Such written consultation is sent by the Chairman of the Board of Directors or, at his request, by the Secretary of the Board of Directors to each Director, by all means of communication, including electronic, provided that these means are capable of establishing proof of sending.

The author of the written consultation communicates to all Directors the consultation agenda, the wording of the proposed decisions and the documents necessary for voting, and also specifies the allocated response time starting from the time the said documents are sent. This response time is assessed case-by-case by the author of the consultation depending on the decision to be taken, according to the urgency or the time required for consideration before voting.

In the absence of a response within the allocated response time, the Director is deemed to be absent for the purposes of calculating quorum.

Decisions cannot be adopted unless at least half the Directors and a majority of the members participating in the consultation have cast their vote, by all written means including electronic.

Decisions taken in this way are recorded in minutes that are retained in the same conditions as for other decisions of the Board of Directors. These minutes are then subject to approval at the next Board of Directors meeting. The Board Secretary includes the report of the Directors' votes in the body of the minutes at the end of each of the proposed deliberations.

Where appropriate, the members of the Employee Council and the Non-Voting Directors must be consulted in the same manner as the Directors in order to gather their observations."

"Article 13 – Remuneration of the members of the Board of Directors

The General Shareholders' Meeting may allocate an annual fixed sum to Directors as remuneration for their activity. The Board of Directors distributes this sum freely among its members."

"Article 24 – Agenda

[...]

One or more shareholders, representing at least the requisite proportion of the share capital and acting in the conditions and timescales established by law, may request the inclusion of proposed resolutions on the Meeting agenda, by means of recorded delivery letter or electronic telecommunication."

"Article 30 – Powers

The Ordinary Shareholders' Meeting, which must be held every year, hears the report on the company's affairs prepared by the Board of Directors and presented by its Chairman; it also hears the report of the Statutory Auditors as well as any other report provided for by regulations.

It discusses, approves, rejects or rectifies the financial statements and determines the profit for distribution.

It appoints the Directors, the Non-Voting Directors and the Statutory Auditors.

It determines the amount of remuneration allocated to members of the Board of Directors.

It deliberates on all proposals inscribed on the agenda."

- to add a new article 20 concerning related-party agreements:

"Article 20 – Related-party agreements

The control procedure is that provided for in articles L. 225-38 et seq. of the French Commercial Code."

- to renumber the former articles 20 to 36 of the articles of association such that they become articles 21 to 37.

The Shareholders' Meeting, deliberating in accordance with the quorum and majority requirements for Extraordinary Shareholders' Meetings, approves the articles of association updated and renumbered by the Company, article par article and then as a whole.

TENTH RESOLUTION:

The General Shareholders' Meeting, deliberating in accordance with the quorum and majority requirements for Ordinary Shareholders' Meetings, grants all powers to the bearer of the original or copy of these minutes to certify all decisions, powers and copies of these minutes, which will be filed in particular with the Registry of the Paris Commercial Court, to carry out all formalities related to the Trade and Companies Registry.

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