



Q1-2016 results

A tough quarter in a polarized environment

May 4th, 2016

(Limited examination by Statutory Auditors)

coface

Important legal information

IMPORTANT NOTICE:

This presentation has been prepared exclusively for the purpose of the disclosure of Coface Group's Q1-2016 results, released on May 4th, 2016.

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Participants should read Q1-2016 Consolidated Financial Statements and complete this information with the Registration Document for the year 2015. The Registration Document for 2015 was registered by the *Autorité des marchés financiers* ("AMF") on April 13th, 2016 under the No. R.16-020. These documents all together present a detailed description of the Coface Group, its business, strategy, financial condition, results of operations and risk factors.

This presentation contains certain forward-looking statements. Such forward looking statements in this presentation are for illustrative purposes only. Forward-looking statements relate to expectations, beliefs, projections, future plans and strategies, anticipated events or trends and similar expressions concerning matters that are not historical facts. The forward-looking statements are based on Coface Group's current beliefs, assumptions and expectations of its future performance, taking into account all information currently available. The Coface Group is under no obligation and does not undertake to provide updates of these forward-looking statements and information to reflect events that occur or circumstances that arise after the date of this document.

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This presentation contains certain information that has not been prepared in accordance with International Financial Reporting Standards ("IFRS"). This information has important limitations as an analytical tool and should not be considered in isolation or as a substitute for analysis of our results as reported under IFRS.

More comprehensive information about the Coface Group may be obtained on its Internet website (<http://www.coface.com/Investors>).

This document does not constitute an offer to sell, or a solicitation of an offer to buy COFACE SA securities in any jurisdiction.



Agenda

1. Key business highlights for Q1-2016
2. Q1-2016 Results
3. Key takeaways



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**Key business highlights
for Q1-2016**

Q1-2016 financial highlights

- **€22m net income (group share), €27m ex. one-offs¹**

- **€365m turnover: tough quarter with -6.3% (-3.8% on comparable basis²) vs. strong Q1-15; stable vs. Q4-15**
Contrasted regional sales performances:
 - Lasting soft conditions in mature markets particularly in Europe
 - Actions taken and risk volatility in emerging markets impact growth

- **Net combined ratio 87.0% (84.3% ex. one-offs¹)**
Reported net combined ratio stands at 87.0%, +9.4 ppts. vs. Q1-15, stable vs. Q4-15
 - **Net loss ratio 55.0%**, impacted by:
 - Increased losses in Asia and commodities trading
 - Two claims in North America

 - **Net cost ratio 29.3% (ex. -2.7ppts one-offs¹)**, driven by disciplined cost execution

Q1-2016 business highlights

Operations

- **Continuing to improve risk exposure through more granular portfolio management initiatives**
- **Changed European regional reporting to drive increased focus on growth and efficiency**
 - Spain and Portugal moved to Mediterranean and Africa (vs. Western Europe)
 - Russia moved to Central Europe (vs. Northern Europe)

State guarantees transfer

- **Signed transfer agreement with Bpifrance on April 18th, 2016**
 - Transfer to take place before end of 2016, at a date to be confirmed by decree
 - Until then, Coface continues to manage the activity and be remunerated
- **Exceptional gain of c.€73.4m before tax¹ to be recorded at effective date of transfer**

Strategy

- **Cost review progressing well, outcome will be integrated into strategic plan to be unveiled at Investor Day in London, September 22nd, 2016**

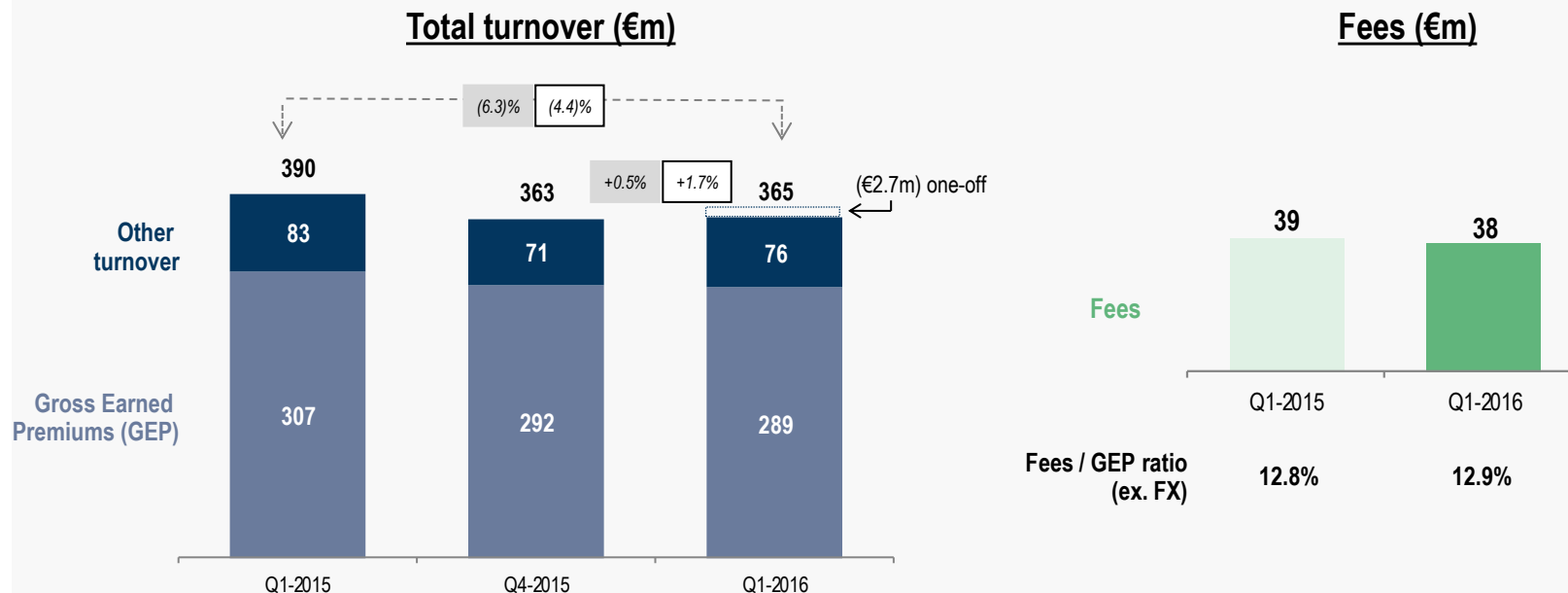


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Q1-2016 Results

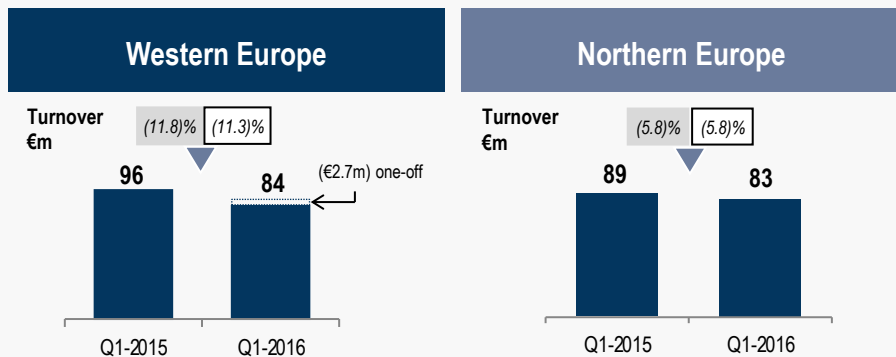
Revenue: tough quarter with (3.8)¹% vs. Q1-2015 stable vs. Q4-2015

- Revenues impacted by lasting soft conditions in mature markets, especially Europe
- In emerging markets, volatility and portfolio measures weigh on growth
- (€2.7m) one-off 2015 Public guarantees revenues adjustment

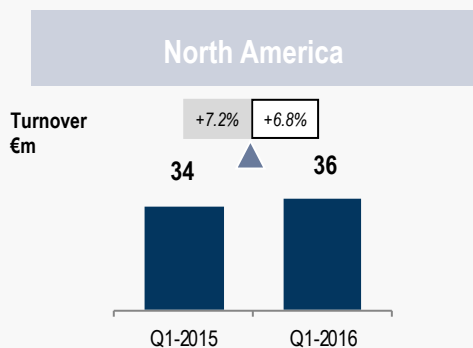


Contrasted regional performance

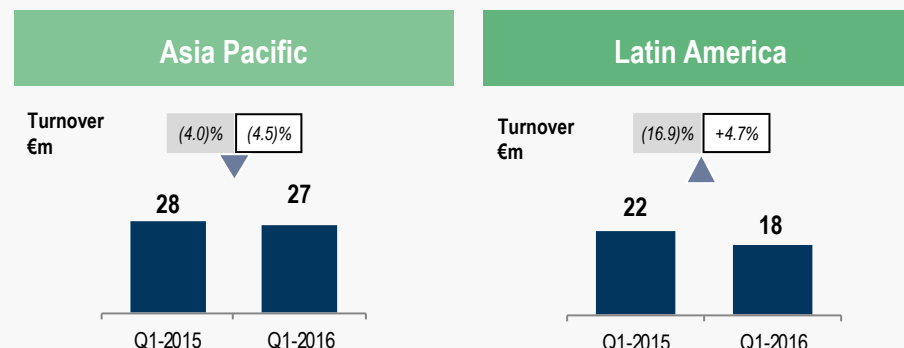
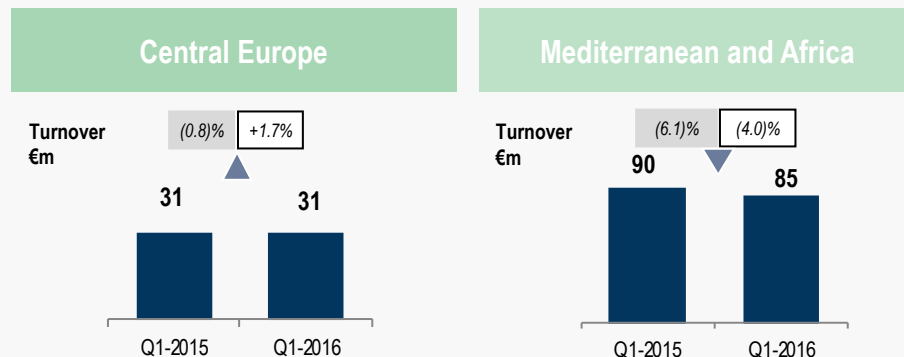
Western Europe: (4.9)%¹ ex. State guarantees & single risk
Northern Europe: defending portfolio in competitive environment



North America growing again, long term trend still needs to be confirmed

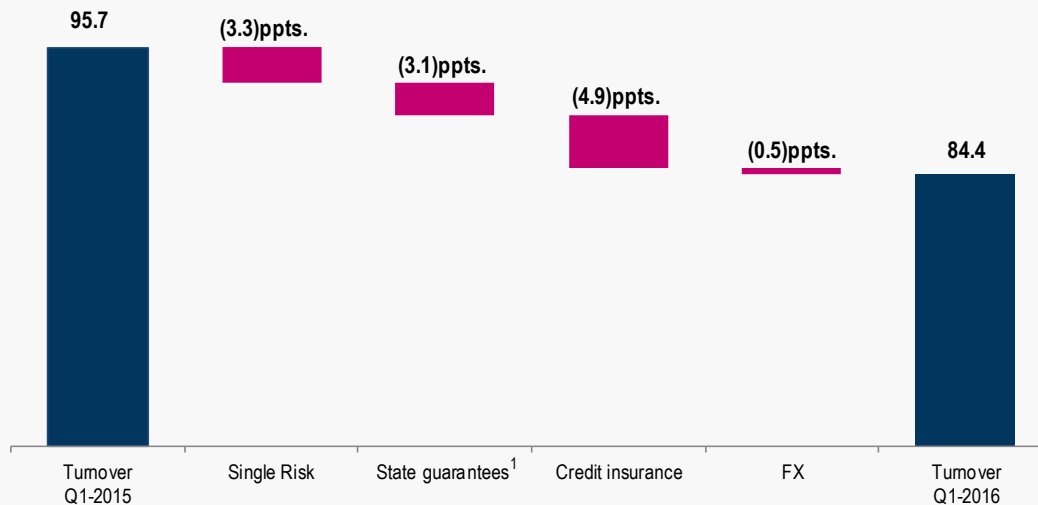


Emerging markets growth impacted by Risk Action Plans
(LatAm, Asia, South Africa, ...)
Central Europe & Mediterranean and Africa continuing to grow except Spain

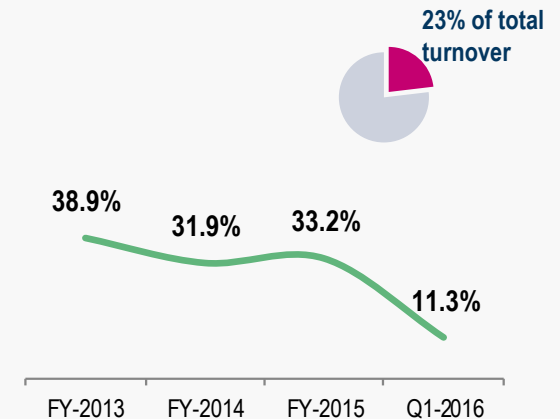


Western Europe Turnover: Quarter on quarter variation breakdown

Turnover composition (€m)

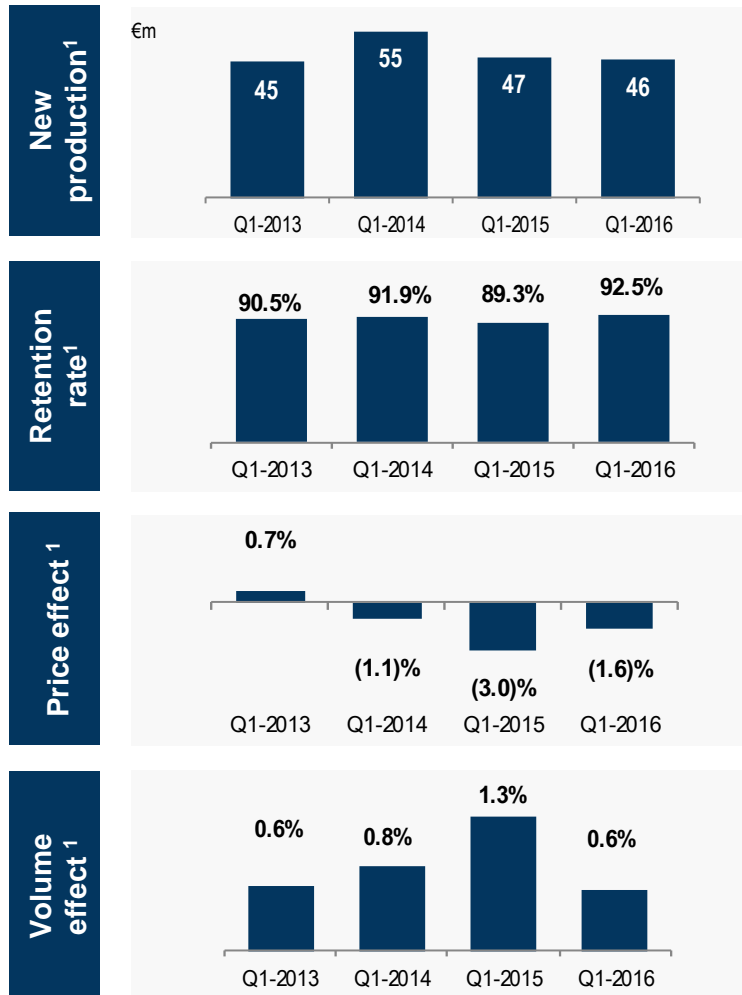


Low risk environment (gross loss ratio inc. claims handling expenses)



Western Europe evolution reflects polarized risk environment and State Guarantees

Improved retention and prices new production flat



- Overall new business production in line with last year, supported by mid-size / local business growth



- Record retention rate driven by targeted customer-focused approach



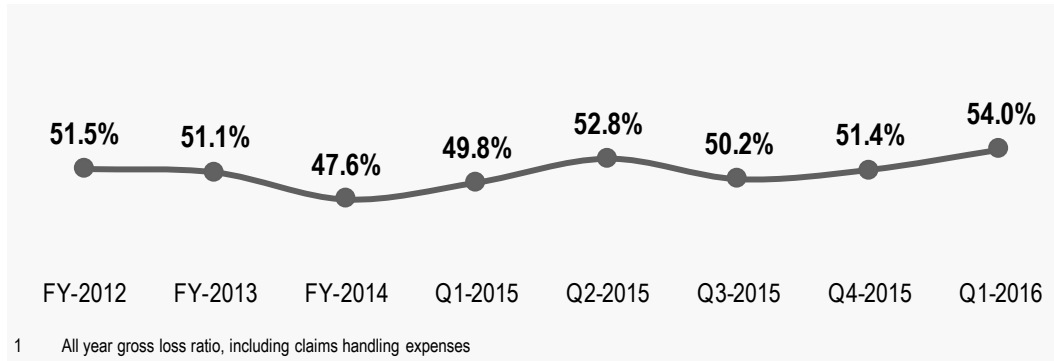
- Proactive pricing policy limiting price erosion vs. 2015
- Re-pricing starting in emerging markets



- Activity is still contributing to growth, but less than last year

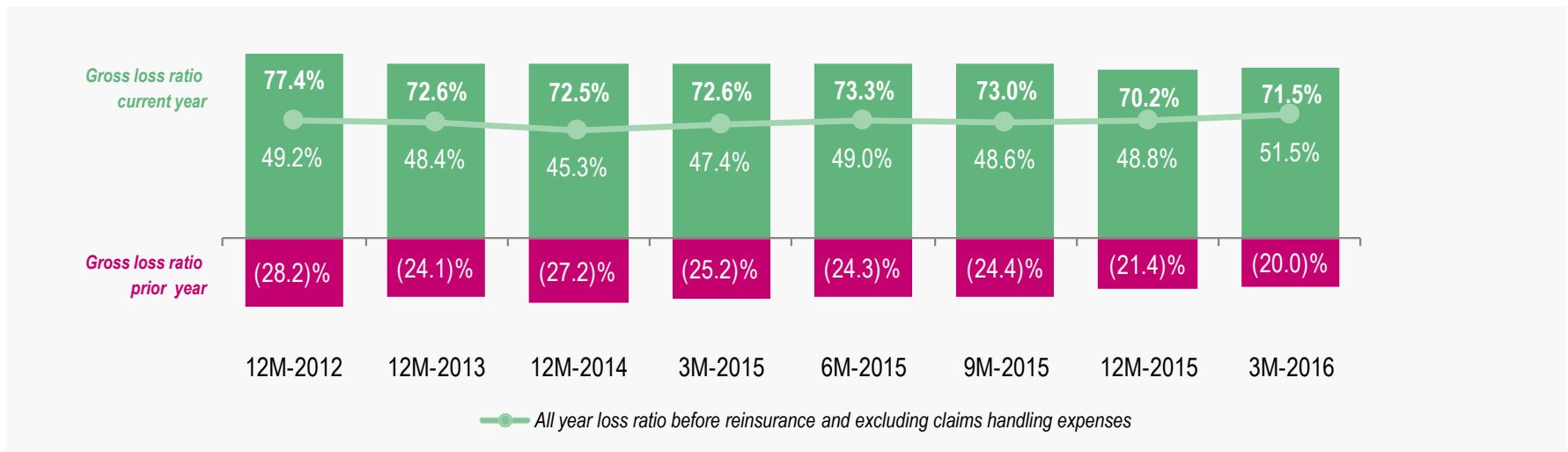
Loss ratio impacted by emerging markets and commodities

Gross loss ratio evolution¹

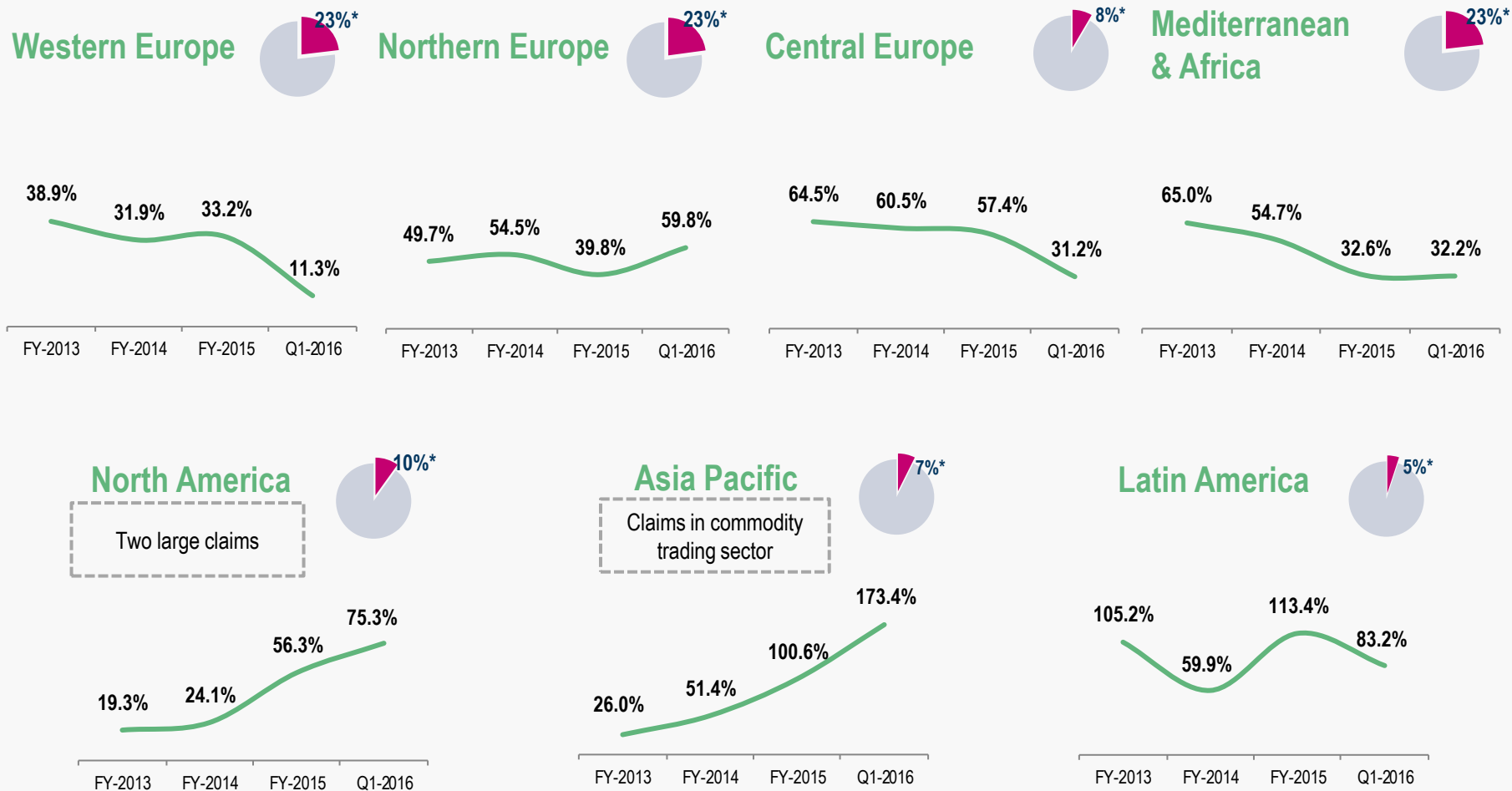


- Increase in loss ratio driven by the Commodity Trading sector, Asia, and two claims in North America
- Risk management measures undertaken in 2015 will gradually have an impact on 2016

Current year and all year gross loss ratio evolution

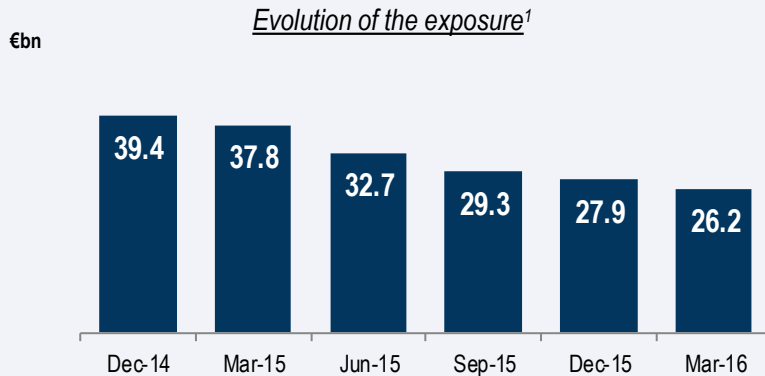


Contrasted loss ratio¹ by region

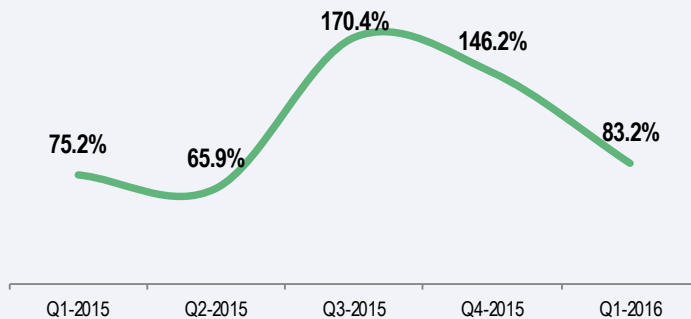


Emerging markets: some positive signs but still early days

Latin America

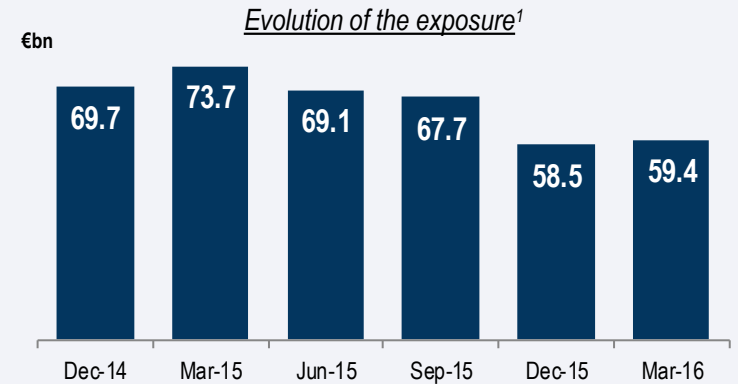


Loss ratio evolution per quarter

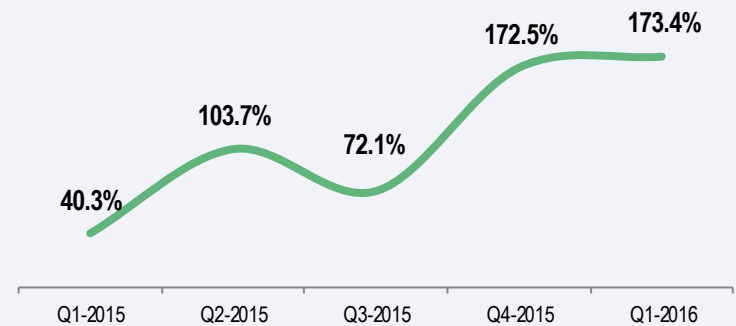


Risk actions started in early 2015 paying off

Asia Pacific



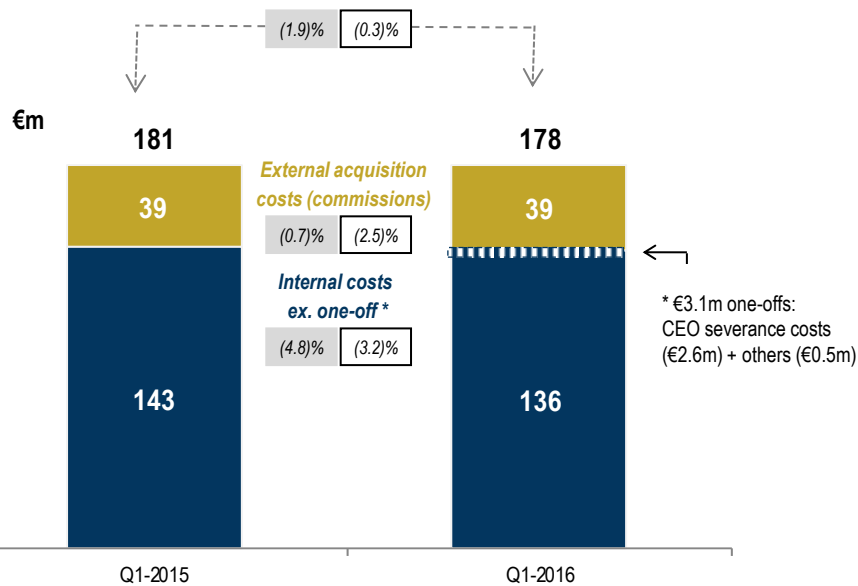
Loss ratio evolution per quarter



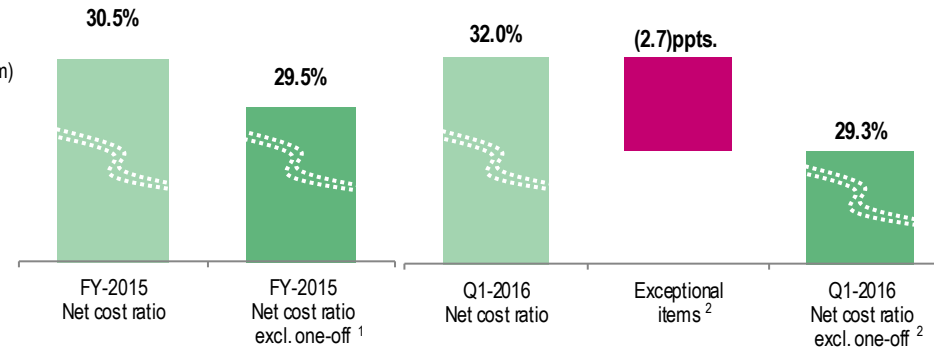
Still early days following late Q4-15 action plans

Disciplined cost execution

Executing on internal expenses



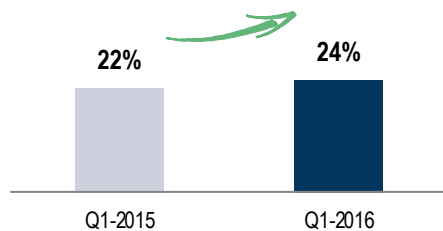
Stable net cost ratio



- 1 FY-2015 cost ratio excluding one-off taxes (€3.2m) and FX effect
- 2 Restated one-off items at €5.8m: former CEO severance costs (€2.6m) + State guarantees revenues adjustment for 2015 (€2.7m) + others (€0.5m). Others include contingent capital costs, audit and consultant fees. One-off after taxes : €4.6m

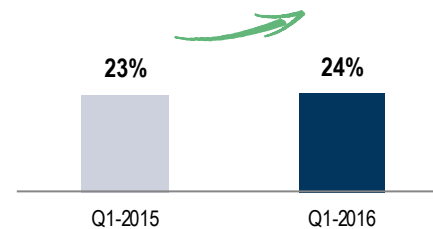
Decrease in reinsurance cost

Ceded premium / GEP



Increase in ceded premiums driven by additional non-proportional purchased

Ceded claims / Total claims



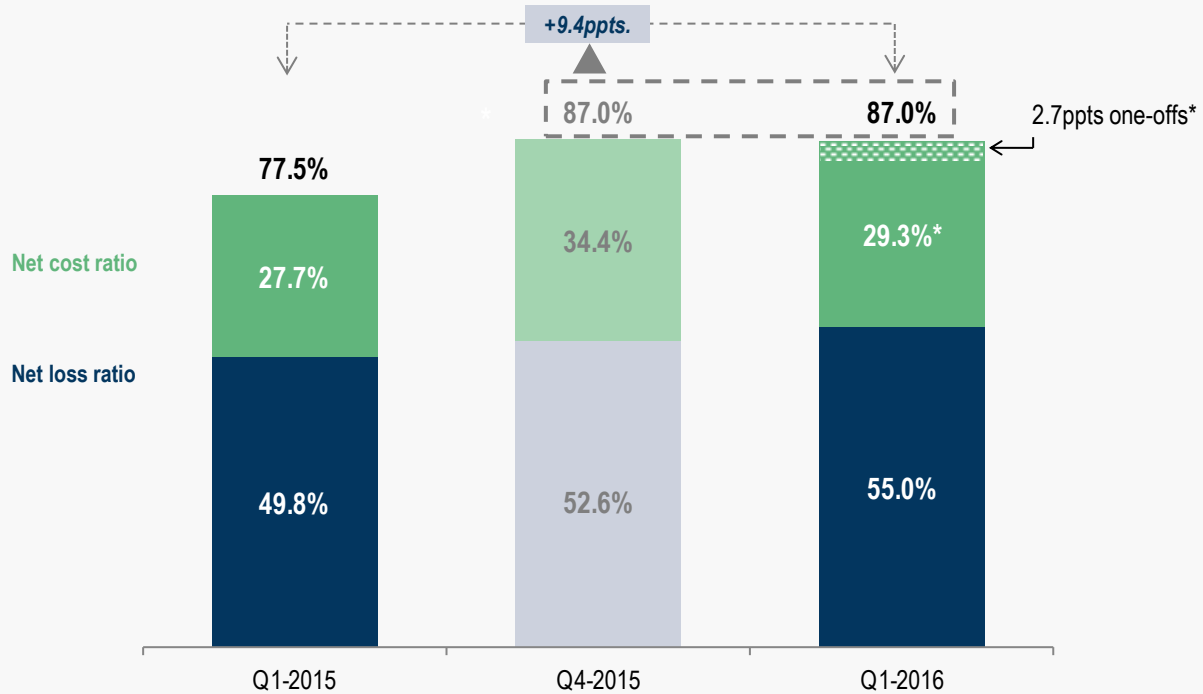
Higher cession mirroring increase of claims

Proportional reinsurance: cession maintained at 20%, with improving conditions

Reinsurance impact

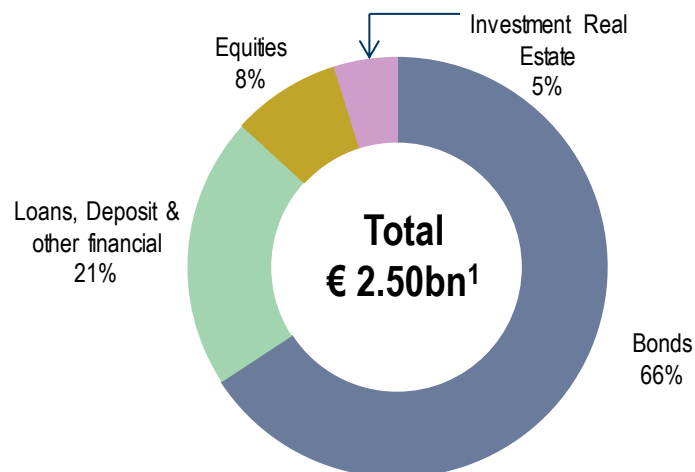


Net combined ratio stable vs. Q4-2015



* Q1-2016 cost ratio excluding one-offs items : CEO severance costs (€2.6m) + State guarantees revenues adjustment for 2015 (€2.7m) + others (€0.5m). Others include contingent capital costs, audit and consultant fees.

Maintaining prudent and proactive investment strategy



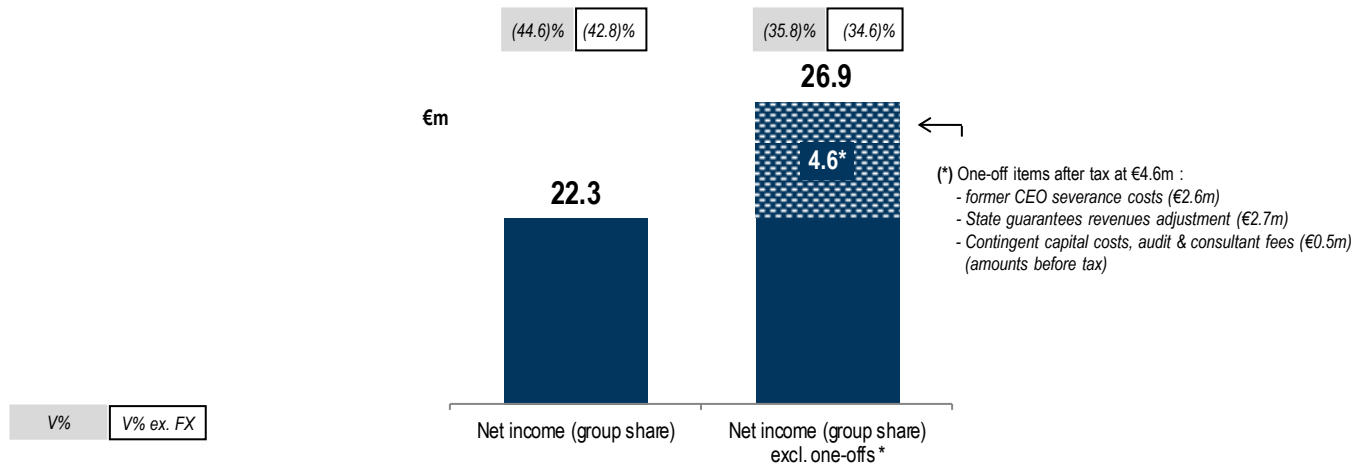
- Portfolio risks reduction actions to address market volatility
- Stable accounting yield excluding capital gains/loss

€m	Q1 2015	Q1 2016
Income from investment portfolio ²	14.6	6.9
o/w gains (losses) on sales	4.1	(2.9)
Investment management costs	(1.1)	(0.7)
Other	(0.5)	4.6
Net investment income	13.0	10.8

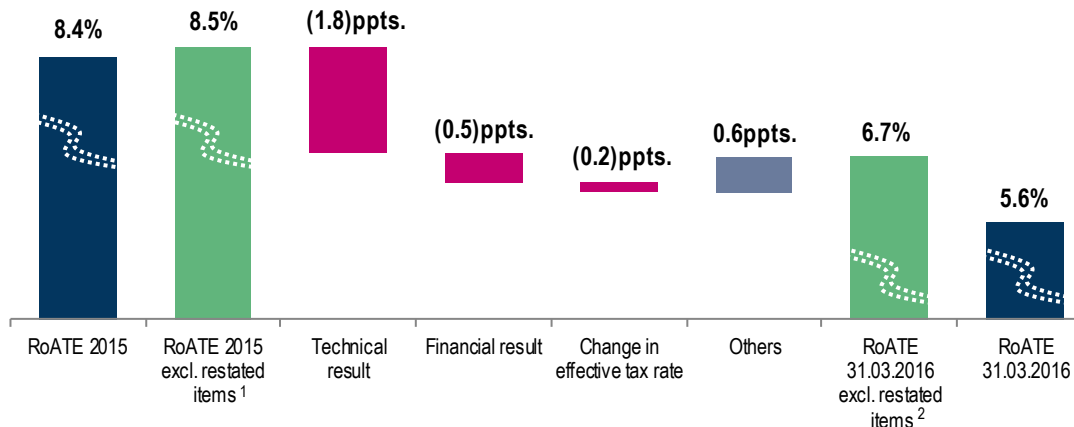
Accounting yield on average investment portfolio³	0.6%	0.3%
Accounting yield on average investment portfolio³ excluding gains on sales	0.4%	0.4%
Economic yield on average investment portfolio³ (not audited)	2.1%	1.0%

Net income & RoATE

Q1-2016 net income (group share)



Return on Average Tangible Equity (RoATE)





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Key takeaways

A tough quarter in a polarized environment

- **Significant commercial pressure in mature markets: low growth and low risk environment**
- **Risk initiatives starting to pay off in emerging markets, but early days and continued volatility drives prudence**
- **Remaining cautious overall for 2016**
- **Business entirely focused on key priorities:**
 - delivering and executing for our customers
 - continuing to manage risk exposures closely
 - improving operational efficiency
- **Comprehensive cost review and strategic plan to be unveiled on September 22nd, 2016**



Annexes

Key Figures (1/2)

Q1-2016 focus

Income statement items - in €m	2015				2016				% Q1-2016 vs. Q1-2015*	% like-for-like ¹
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
Consolidated revenues	389.6	370.7	366.0	363.2	365.0				(6.3)%	(4.4)%
<i>of which gross earned premiums</i>	306.9	296.1	291.1	291.8	288.5				(6.0)%	(3.6)%
Underwriting income after reinsurance	49.7	27.9	38.5	27.4	26.5				(46.6)%	
Investment income net of expenses	13.0	15.2	12.3	12.6	10.8				(16.9)%	
Operating income	60.5	42.1	49.9	39.8	36.3				(40.1)%	
Operating income excluding restated items ²	58.0	37.6	47.2	38.5	38.2				(34.1)%	(32.7)%
Net result (group share)	40.3	25.8	32.2	28.0	22.3				(44.7)%	(42.8)%
Net result (group share) excluding restated items ²	41.8	26.5	32.8	30.5	26.9				(35.8)%	(34.6)%
Key ratios - in %									% Q1-2016 vs. Q1-2015*	
Loss ratio net of reinsurance	49.8%	54.3%	53.5%	52.6%	55.0%				+5.1 ppts.	
Cost ratio net of reinsurance	27.7%	32.1%	28.1%	34.4%	32.0%				+4.3 ppts.	
Combined ratio net of reinsurance	77.5%	86.4%	81.6%	87.0%	87.0%				+9.4 ppts.	

¹ The like-for-like change is calculated at constant FX and scope

² See Annexes, slide "Bridge Table", for the calculation of the operating income excluding restated items. For the calculation of the net income (group share), a normalised tax rate has been applied to the restated elements for Q1-2015 (March 31st 2015) and Q1-2016 (March 31st 2016), respectively

Key Figures (2/2)

Q1-2016 focus

Income statement items - in €m	2015				2016				% Q1-2016 vs. Q1-2015*	% like-for-like ¹
	Q1	H1	9M	FY	Q1	H1	9M	FY		
Consolidated revenues	389.6	760.3	1,126.3	1,489.5	365.0				(6.3)%	(4.4)%
of which gross earned premiums	306.9	603.0	894.1	1,185.9	288.5				(6.0)%	(3.6)%
Underwriting income after reinsurance	49.7	77.6	116.0	143.4	26.5				(46.6)%	
Investment income net of expenses	13.0	28.2	40.5	53.1	10.8				(16.9)%	
Operating income	60.5	102.6	152.5	192.3	36.3				(40.1)%	
Operating income excluding restated items ²	58.0	95.5	142.7	181.2	38.2				(34.1)%	(32.7)%
Net result (group share)	40.3	66.1	98.3	126.2	22.3				(44.7)%	(42.8)%
Net result (group share) excluding restated items ²	41.8	68.3	101.1	131.6	26.9				(35.8)%	(34.6)%

Key ratios - in %						% Q1-2016 vs. Q1-2015*	
Loss ratio net of reinsurance	49.8%	52.0%	52.5%	52.5%	55.0%		+5.1 pts.
Cost ratio net of reinsurance	27.7%	29.8%	29.3%	30.5%	32.0%		+4.3 pts.
Combined ratio net of reinsurance	77.5%	81.9%	81.8%	83.1%	87.0%		+9.4 pts.

Balance sheet items - in €m	31/12/2015	31/03/2016	Var. FY-2015 vs. FY-2014*
Total Equity	1,767.0	1,797.8	+1.7%

¹ The like-for-like change is calculated at constant FX and scope

² See Annexes, slide "Bridge Table", for the calculation of the operating income excluding restated items. For the calculation of the net income (group share), a normalised tax rate has been applied to the restated elements for Q1-2015 (March 31st 2015) and Q1-2016 (March 31st 2016), respectively

Q1-2016 key figures excluding State guarantees management activity

<i>Income statement items - in €m</i>	Q1-2016	Q1-2016 excl. DGP*
Consolidated revenues	365.0	353.0
<i>of which gross earned premiums</i>	288.5	288.5
Total general expenses including expenses from other activities	(177.9)	(171.5)
Underwriting income after reinsurance	26.5	21.0
Operating income	36.3	30.7
Operating income excluding restated items ¹	38.2	32.6
Net result (group share)	22.3	18.7
Net result (group share) excluding restated items ¹	26.9	23.2
<i>Key ratios - in %</i>		
Loss ratio net of reinsurance	55.0%	55.0%
Cost ratio net of reinsurance	32.0%	34.5%
Combined ratio net of reinsurance	87.0%	89.5%

* Excluding State guarantees management activity

¹ See Annexes, slide "Bridge Table", for the calculation of the operating income excluding restated items. For the calculation of the net income (group share), a normalised tax rate has been applied to the restated elements for Q1-2015 (March 31st 2015) and Q1-2016 (March 31st 2016), respectively

Bridge table

From Operating income to Operating income excluding restated items

in thousand euros	Q1-2013 published	Q1-2014 published	Q1-2015 published	Q1-2016 published
Operating income	47,144	52,601	60,508	36,261
Finance costs	-861	-594	-4,664	-4,933
Operating income including finance costs	46,284	52,007	55,844	31,327
<u>Other operating income/expenses</u>				
IPO costs (including matching contribution for employees having acquired shares in the company)		1,314		
Portfolio buyout costs linked to the restructuring of the distribution network in the USA			1,889	
Other operating expenses				1,520
Other operating income	10	79	226	-517
<i>TOTAL Other operating income/expenses</i>	<i>10</i>	<i>1,393</i>	<i>2,115</i>	<i>1,004</i>
Operating income including finance costs	46,294	53,400	57,959	32,330
<u>Restated items:</u>				
Former CEO severance costs				2,612
State guarantees turnover decrease				2,700
Contingent capital costs + audit and consultant fees				536
Operating income excluding restated items	46,294	53,400	57,959	38,178

Overview of net combined ratio calculations

Adjusted Net Earned Premiums

In €k	Q1-2014	Q1-2015	Q1-2016
Gross Earned Premiums	287,518	306,935	288,540
(A) Ceded premiums	-72,271	-68,082	-68,850
(D) Net Earned Premiums	215,247	238,853	219,690

Adjusted net claims

In €k	Q1-2014	Q1-2015	Q1-2016
Gross claims*	136,337	152,746	155,738
(B) Ceded claims	-23,733	-33,702	-35,001
(E) Net claims	112,604	119,044	120,737

* Including claims handling expenses

Adjusted net operating expenses

In €k	Q1-2014	Q1-2015	Q1-2016
Total operating expenses	172,257	181,391	177,948
Factoring revenues	-16,350	-18,234	-17,356
Fees + Services revenues	-49,815	-49,472	-47,132
Public guarantees revenues	-16,320	-14,944	-11,997
Employee profit-sharing and incentive plans	-2,517	-3,387	-1,203
Internal investment management charges	-1,086	-618	-528
Insurance claims handling costs	-7,267	-7,350	-7,031
(C) Adjusted gross operating expenses	78,902	87,386	92,702
Received reinsurance commissions	-24,239	-21,257	-22,399
(F) Adjusted net operating expenses	54,663	66,129	70,303

$$\text{Gross combined ratio} = \text{Gross loss ratio} \frac{\text{(B)}}{\text{(A)}} + \text{Gross Cost Ratio} \frac{\text{(C)}}{\text{(A)}}$$

$$\text{Net combined ratio} = \text{Net loss ratio} \frac{\text{(E)}}{\text{(D)}} + \text{Net cost ratio} \frac{\text{(F)}}{\text{(D)}}$$

Ratios	Q1-2014	Q1-2015	Q1-2016
Loss ratio before Reinsurance	47.4%	49.8%	54.0%
Loss ratio after Reinsurance	52.3%	49.8%	55.0%
Cost ratio before Reinsurance	27.4%	28.5%	32.1%
Cost ratio after Reinsurance	25.4%	27.7%	32.0%
Combined ratio before Reinsurance	74.9%	78.2%	86.1%
Combined ratio after Reinsurance	77.7%	77.5%	87.0%

Financial strength acknowledged by rating agencies

FitchRatings

MOODY'S

- Coface is rated 'AA-' by Fitch Ratings and 'A2' by Moody's, both with a stable outlook
- The positive assessments by the two agencies is based on 3 key drivers:
 1. Coface's strong competitive position in the global credit insurance market
 2. Robust Group solvency
 3. Proactive management of Coface's risks, based on efficient procedures and tools
- Both rating agencies view Natixis' ownership of Coface as neutral to Coface's ratings which are thus calculated **standalone**

Fitch considers the Coface group to be strongly capitalised (...) [and] Coface's risk profile to be adequate despite the close correlation of its activities with the macroeconomic environment.

July 17th 2015
Fitch – Press Release

Fitch views the transfer [of the State Public Guarantees Activity] as neutral for Coface's ratings.

September 17th 2015
Fitch – Full Rating Report

Coface's rating reflects "(i) the group's good position in the global credit insurance industry, (ii) good economic capitalization and underwriting profitability through the cycle underpinned by Coface's dynamic management of the exposure and effective underwriting risk monitoring tools."

October 8th 2015. **Moody's - Press Release**

In July, 2015 the French Government announced it will transfer the state public guarantee business from Coface to Banque publique d'investissement. [...], nevertheless we note this business represented only around 5% of revenues and 6% of profits at year-end 2014.

October 13th 2015 – **Credit Opinion – Moody's**

A strengthened and experienced management team

Group central functions

CEO

Xavier Durand

25+ years of international experience
in regulated financial services
Working for Coface since 2016



CFO & Risk Manager

Carine Pichon

15 years of experience
in credit insurance
Working for Coface since 2001



Corporate Secretary

Carole Lytton

33 years of experience
in credit insurance
Working for Coface since 1983



Marketing & Strategy Manager

Patrice Luscan

17 years of experience
in credit insurance
Working for Coface since 2012



Commercial Manager

Nicolas Garcia

19 years of experience
in credit insurance
Working for Coface since 2013



Information, Risk Underwriting, & Claims Manager

Nicolas de Buttet

16 years of experience
in credit insurance
Working for Coface since 2012



Regional functions

Western Europe Manager

Cyrille Charbonnel

26 years of experience
in credit insurance
Working for Coface since 2011



Northern Europe Manager

Teva Perreau

17 years of experience
in financial services
Working for Coface since 2010



Mediterranean & Africa Manager

Antonio Marchitelli

20 years of experience
in insurance industry
Working for Coface since 2013



Central Europe Manager

Katarzyna Kompowska

24 years of experience in credit
insurance & related services
Working for Coface since 1990



North America Manager

Juan Saborido

26 years of experience
in insurance industry
Working for Coface since 1999



Asia Pacific Manager

Hung Wong

16 years of experience in channel
sales growth & partner engagement
Working for Coface since 2014



Latin America Manager

Bart Pattyn

32 years of experience
in insurance & financial services
Working for Coface since 2000



Corporate governance

Board of Directors

Chairman

Laurent MIGNON

CEO of Natixis

Non independent members

BPCE (Marguerite BERARD-ANDRIEU)

▶ BPCE

Jean ARONDEL

▶ BPCE

Jean-Paul DUMORTIER

▶ BPCE

Laurent ROUBIN

▶ BPCE

Pascal MARCHETTI

▶ BPCE

Independent members

Sharon MACBEATH

▶ Rexel

Olivier ZARROUATI

▶ Zodiac Aerospace

Eric HÉMAR

▶ ID Logistics

Linda JACKSON

▶ Citroën

Martine ODILLARD

▶ Pathé

Committee

AUDIT COMMITTEE

- 3 members among which 2 independents
- Independent chairman

NOMINATION & COMPENSATION COMMITTEE

- 3 members among which 2 independents
- Independent chairman

Investor Relations

General Shareholder Meeting



Pay-out ratio

60.0%



Dividend per share¹

€ 0.48

Ex-Date: May 25th 2016
Payment Date: May 27th 2016

Own shares transactions as at March 31st 2016²⁻³

Date	Liquidity Agreement ²			Total LTIP ³	Own shares transactions		
	# of Shares BUY	# of Shares SELL	Total Liquidity Agreement		TOTAL	% Total # of Shares	Voting rights
31 March 2016	165,568	263,718	222,306	235,220	457,526	0.29%	156,790,706

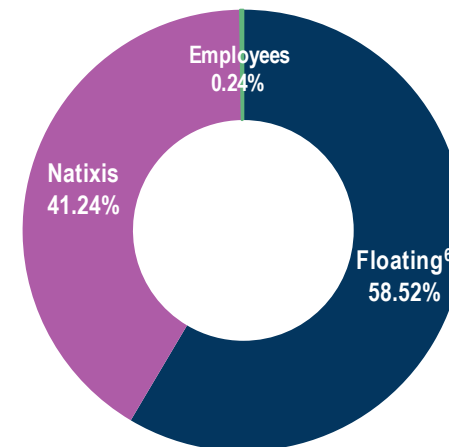
Number of Shares & Voting Rights¹

Shares Capital in €	Number of Shares Capital	Theoretical Number of Voting Rights ⁴	Number of Real Voting Rights ⁵
786,241,160	157,248,232	157,248,232	156,790,706

1 The distribution of €0.48 is subject to the approval of the General Assembly that shall take place on May 19th 2016 | 2 The Coface Group announced on July 7th, 2014, the implementation of an AMAFI liquidity agreement with Natixis, on COFACE SA shares, for a period of 12 months tacitly renewable. To enable NATIXIS to make interventions under the contract, COFACE SA allocated to the liquidity account the amount of EUR 5,000,000.00. | 3 Own shares transactions Agreement, signed with Natixis, from July 31st 2015 to September 15th 2015, to buy Coface's shares for their allocation under the "Long Term Incentive Plan" (LTIP) | 4 Including own shares | 5 Excluding own shares | 6 Including 222,306 shares from the Liquidity Agreement (0.14%) and 235,220 shares from the LTIP (0.15%)



Shareholder composition



Calendar

Next Event	Date
AGM-2015	May 19 th 2016
H1-2016 Results	July 27 th 2016

IR Contacts

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