Coface posts €66m net profit in spite of an increase in claims in emerging countries

September 2015

(Limited examination by Statutory Auditors)
IMPORTANT NOTICE:

This presentation has been prepared for the purpose of introducing the Coface Group, its business and its latest financial results (H1-2015 results), released on July 29th, 2015. This presentation includes only summary information and does not purport to be comprehensive. The Coface Group takes no responsibility for the use of these materials by any person.

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Participants should read and complete this information with the Prospectus relating to the initial public offering (“IPO”) of the Company and the Registration Document for the year 2014. The Prospectus was approved by the Autorité des marchés financiers (“AMF”) on June 13th, 2014 under the No. 14-293, and it consists of: (i) a Base Document registered under the No. I.14-029 dated of May 6th, 2014 (only this document exists in English); (ii) a Securities Note registered under the No. 14-293 dated of June 13th, 2014; and, (iii) a summary of the prospectus (included in the Securities Note). The Registration Document for the year 2014 was registered by the Autorité des marchés financiers (“AMF”) on April 13th, 2015 under the No. R.15-019. In addition, participants should also read the Interim Financial Report (First-Half 2015). 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.

Forward-looking information and statements are not guarantees of future performance and are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond the control of the Coface Group. Actual results could differ materially from those expressed in, or implied or projected by, forward-looking information and statements. These risks and uncertainties include those discussed or identified under Chapter 5 “Main risk factors and their management within the Group” (Chapitre 5 “ Principaux facteurs de risque et leur gestion au sein du Groupe”) in the Registration Document for the year 2014.

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 serves information purposes only and does not constitute or form part of an offer or solicitation to acquire, subscribe to or dispose of, COFACE SA’s securities in any jurisdiction. Investors should seek independent professional advice and perform their own analysis regarding the appropriateness of investing in any of our securities.
Slight recovery, although fragile and bearing risks…
…especially in emerging economies

- Growth is still robust in the US and relies on well oriented fundamentals
- Gradual recovery in the Eurozone, at very different paces from one country to another
- Even if economic activity remains dynamic in Central Europe and Emerging Asia excluding China,…
- …structural weaknesses keep arising among emerging countries (Russia, Latin America, China),…
- The context in China is deteriorating, both in the real economy (reshuffling of growth drivers) and on the financial markets (stock market volatility)
- The fall in commodity prices is affecting Latin America, some African and Middle Eastern countries
**H1-2015 Results**

2014 comparative has been restated - IFRIC 21*

### Total turnover and premiums

**Growth vs. H1 2014**
- +5.1% ~ +2.1%\(^1\)
- +6.8% ~ +2.8%\(^2\)
- +10.2% ~ +5.1%\(^3\)

<table>
<thead>
<tr>
<th></th>
<th>Total Turnover</th>
<th>GEP</th>
<th>NEP(^2)</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 2015 €m</td>
<td>760</td>
<td>603</td>
<td>470</td>
</tr>
</tbody>
</table>

### Net combined ratio

- **Net loss ratio**
  - 2014: 29.3%
  - H1-2014: 27.0%
  - H1-2015: 29.8%
  - **Growth**: +3.9ppts.

- **Net cost ratio**
  - 2014: 50.4%
  - H1-2014: 50.9%
  - H1-2015: 52.0%

### Operating income and net income (group share)

- **Operating income excl. restated items**
  - 2014: 104
  - H1-2014: 66
  - H1-2015: 74

- **Net income (group share)**
  - 2014: 50.4%
  - H1-2014: 29.3%
  - H1-2015: 29.8%

- **Net income (group share) excl. restated items**
  - 2014: 50.9%
  - H1-2014: 27.0%
  - H1-2015: 29.8%

### RoATE

- 8.7%

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**Note:** According to IFRIC 21, taxes have to be fully booked in the quarter of occurrence and not spread over the year. Its implementation has a marginal impact on a full year perspective, however, the quarterly vision changes. Therefore, all information concerning H1-2014 has been restated.

1. At constant FX and perimeter  
2. Net Earned Premium (NEP) computed as Gross Earned Premiums – ceded premiums  
3. 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 H1-2014 (June 30\(^{th}\) 2014) and H1-2015 (June 30\(^{th}\) 2015), respectively  
4. Return on Average Tangible Equity (RoATE) is computed as: Net income (group share) (N) / Average Tangible IFRS Equity net of Goodwill and intangibles (N,N-1). See slide “Shareholder’s equity” for the calculation.
Commercial performance

- New production continues to evolve at a sustainable level
- Consistent client loyalty
- Profitability and competitive pressure keep driving price effect
- Clients’ activity regaining gradually despite the slow pace of the expected global recovery

1 Portfolio as of end of June 2015; and at constant FX and perimeter
2 Not annualized
3 Modification of formula to expand scope of calculation
Turnover and Premiums

**Growth**

- **Total turnover**
  - H1-2014*: €721m
  - H1-2015*: €736m
  - Growth: +5.1%
  - Growth*: +2.1%

- **GEP**
  - H1-2014*: €565m
  - H1-2015*: €581m
  - Growth: +6.8%
  - Growth*: +2.8%

- **NEP**
  - H1-2014*: €426m
  - H1-2015*: €448m
  - Growth: +10.2%
  - Growth*: +5.1%

- **Earned fees**
  - H1-2014*: 12.4%
  - H1-2015*: 12.1%
  - Growth: +2.2%
  - Growth*: +0.2%

* at constant FX and perimeter
The increase in the Group's turnover continues to be driven by emerging markets and North America: in these areas, the new commercial approach is producing results.

In more mature markets, where competition is stiff and weighs on prices, the deployment of Coface's new commercial strategy involves deep structural changes. Their effects will only materialize over time.
### Loss ratio evolution

#### Gross loss ratio evolution

- **FY 2012**: 51.5%
- **FY 2013**: 51.1%
- **Q1 2014**: 47.4%
- **Q2 2014**: 48.6%
- **Q3 2014**: 45.2%
- **Q4 2014**: 48.9%
- **Q1 2015**: 49.8%
- **Q2 2015**: 52.8%

- **Increase of the loss ratio compared to previous quarters due to increase in claims, especially in some emerging countries**

#### Current year and all year gross loss ratio evolution

<table>
<thead>
<tr>
<th>Period</th>
<th>Gross Loss Ratio Current Year</th>
<th>Gross Loss Ratio Prior Years</th>
<th>All Year Gross Loss Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>12M 2012</td>
<td>77.4%</td>
<td>49.2%</td>
<td>(28.2)%</td>
</tr>
<tr>
<td>12M 2013</td>
<td>72.6%</td>
<td>48.4%</td>
<td>(24.1)%</td>
</tr>
<tr>
<td>3M 2014</td>
<td>73.0%</td>
<td>44.9%</td>
<td>(28.1)%</td>
</tr>
<tr>
<td>6M 2014</td>
<td>72.7%</td>
<td>45.7%</td>
<td>(27.0)%</td>
</tr>
<tr>
<td>9M 2014</td>
<td>71.8%</td>
<td>45.0%</td>
<td>(26.8)%</td>
</tr>
<tr>
<td>12M 2014</td>
<td>72.5%</td>
<td>45.3%</td>
<td>(27.2)%</td>
</tr>
<tr>
<td>3M 2015</td>
<td>72.6%</td>
<td>47.4%</td>
<td>(25.2)%</td>
</tr>
<tr>
<td>6M 2015</td>
<td>73.3%</td>
<td>49.0%</td>
<td>(24.3)%</td>
</tr>
</tbody>
</table>

1. All year gross loss ratio, including claims handling expenses
2. Loss ratio gross of reinsurance and excluding claims handling expenses
Loss ratio by region

1 All year gross loss ratio, including claims handling expenses
Costs evolution

Slight increase in expenses

Internal costs growing at slower pace than premiums

Stronger growth in intermediated countries leads to increased external acquisition costs

* H1-2015 is restated from Coface Re costs, including staff, location and others (€0.4m)
Reinsurance result

**Ceded premium / GEP**

- H1-2014: 25%
- H1-2015: 22%

**Reinsurance impact**

- H1 2014: -36
- H1-2015: -26

**Ceded claims / Total claims**

- H1-2014: 21%
- H1-2015: 22%

- The levels of cession for premiums and for claims are converging
- Larger risk transfer to reinsurers
Net combined ratio

Evolution in net combined ratio

2014 Net combined ratio : 79.7%

- Q1-2014*: 77.7% (52.3% Net loss ratio, 25.4% Net cost ratio)
- Q2-2014*: 78.2% (49.5% Net loss ratio, 28.7% Net cost ratio)
- Q3-2014*: 76.4% (47.4% Net loss ratio, 29.0% Net cost ratio)
- Q4-2014*: 86.0% (52.1% Net loss ratio, 33.9% Net cost ratio)

H1 2015 Net combined ratio : 81.9%

- Q1-2015: 77.5% (49.8% Net loss ratio, 27.7% Net cost ratio)
- Q2-2015: 86.4% (54.3% Net loss ratio, 32.1% Net cost ratio)

H1-2014*: 78.0% (50.9% Net loss ratio, 27.0% Net cost ratio)

H1-2015*: 81.9% (52.0% Net loss ratio, 29.8% Net cost ratio)

Evolution in net combined ratio:

+1.1 ppts.*

* of which: +3.2 ppts. corresponds to external acquisition costs, and (0.4) ppts. corresponds to internal costs

* Restated - IFRIC 21
Progressive portfolio diversification

Total € 2.46bn

Prudent and proactive investment strategy

€m

<table>
<thead>
<tr>
<th></th>
<th>H1 2014</th>
<th>H1 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income from investment portfolio</td>
<td>20.1</td>
<td>32.6</td>
</tr>
<tr>
<td>Investment management costs</td>
<td>(1.9)</td>
<td>(1.5)</td>
</tr>
<tr>
<td>Other</td>
<td>4.1</td>
<td>(2.9)</td>
</tr>
<tr>
<td>Net investment income</td>
<td>22.3</td>
<td>28.2</td>
</tr>
</tbody>
</table>

Accounting yield on average investment portfolio | 0.9% | 1.3%

Economic yield on average investment portfolio (not audited) | 2.4% | 1.2%

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1 Excludes investments in non-consolidated subsidiaries
2 Excludes investments in non-consolidated subsidiaries, FX and investment management costs
3 H1 investment income not annualized
Changes in equity

€m

- Total IFRS Equity Dec 31, 2014 (IFRIC21 restated): 1,725
- Distribution to shareholders: (76)
- Net income impact: 66
- Revaluation reserve (financial instruments AFS): (6)
- Currency translation differences: 18
- Total IFRS Equity June 30, 2015: 1,727

Return on Average Tangible Equity (RoATE)

<table>
<thead>
<tr>
<th>RoATE 2014 excl. restated items</th>
<th>8.3%</th>
</tr>
</thead>
<tbody>
<tr>
<td>RoATE June 2015 excl. restated items</td>
<td>8.7%</td>
</tr>
<tr>
<td>Technical result</td>
<td>(0.5) ppts.</td>
</tr>
<tr>
<td>Financial result</td>
<td>+0.6 ppts.</td>
</tr>
<tr>
<td>Change in effective tax rate</td>
<td>+0.4 ppts.</td>
</tr>
<tr>
<td>Others</td>
<td>(0.3) ppts.</td>
</tr>
<tr>
<td>RoATE June 2015 excl. restated items</td>
<td>9.0%</td>
</tr>
<tr>
<td>RoATE June 2015</td>
<td>8.7%</td>
</tr>
</tbody>
</table>

Note: Return on Average Tangible Equity (RoATE) computed as: Net income (group share) (N) / Average Tangible IFRS Equity net of goodwill and intangibles (N,N-1)

1. 2014 Net income (group share) excluding IPO costs and constitution of Coface Re, and restated on the basis of tax rate for the year 2014 (€132 million) / 2014 Net average tangible equity (N; N-1) based on 2013 Net income (group share) excluding exceptional items and 2014 Net income (group share) excluding exceptional costs (€1,510 million)

2. H12015 Annualised Net income (group share) excluding non-recurring items, and restated on the basis of tax rate for the year (€69 million x 2) / H12015 Net average tangible equity (N,N-1) based on 2014 Net income excluding exceptional items and H12015 Annualised Net income (group share) excluding exceptional items (€1,527 million)
State public guarantees activity in France: uncertainties unveiled
Agreement in principle with the French State – post closing event

Main Elements of the Agreement in principle reached today with the French State

- The public guarantees activity is valorized at €89.7m: Coface will perceive a €77.2m compensation (the difference between the 2 amounts corresponding to a transfer of net liabilities estimated at €12.5m as of December 2014)

- The transfer (contracts in force, staff, IT and all means dedicated to this service)
  - should be done in the course of 2016. Until then Coface will run the service on behalf of the French state and continue to receive a remuneration
  - is subject to the change of the law
  - would take place after the consultation of the works council

Impacts on Coface and actions undertaken

- This transfer entails the following P&L impacts before tax (triggered by the change of law):
  - A profit of ~ €89.7m
  - A write-off of ~ €17.3m
  - The financial compensation will contribute to face the lost margin of €11.7m and the retained fix costs of €20.8m on a 12 months basis

- This cession reduces mechanically the RoATE of Coface by 1.4ppts. on an annual basis

- Coface intends to limit the impact of this transfer on its accounts and studies the implementation of an efficiency plan
Investor Relations

Issuer

- COFACE SA is a société anonyme (joint-stock corporation), with a Board of Directors (Conseil d'Administration) incorporated under French Law
- Registered No. 432 413 599 with the Nanterre Trade and Companies Register & Registered office at 1 Place Costes et Bellonte, 92270 Bois Colombes, France.
- “COFA” / FR0010667147
- Euronext Paris (regulated market) – Compartiment A
- Ordinary shares / No other listing contemplated
- 1,639,312,819 €

Registered Number & Office

Ticker / ISIN

Listing

Market cap.¹

Highest / Lowest Price²

- Highest 16/02/2015 11.91 €
- Lowest 05/06/2015 9.93 €

Shareholder composition

Calendar

- Next Event
  - 9M-2015 Results
  - November 2nd 2015

IR Contacts

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Investor Relations Officer

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investors@coface.com

Number of Shares & Voting Rights¹

<table>
<thead>
<tr>
<th>Shares Capital in €</th>
<th>Number of Shares Capital</th>
<th>Theoretical Number of Voting Rights²</th>
<th>Number of Real Voting Rights³</th>
</tr>
</thead>
</table>

¹ As of the date of June 30th 2015 - Close Price: € 10.43
² Including own shares
³ Excluding own shares
⁴ Including 96,100 shares from the Liquidity Agreement (0.06%)
⁵ From January 1st to June 30th, 2015
Annexes
### H1-2015 Results - September 2015

**H1-2015 - Key Figures**

<table>
<thead>
<tr>
<th>Income statement items - in €m</th>
<th>H1-2014</th>
<th>H1-2014 Restated IFRIC 21*</th>
<th>H1-2015</th>
<th>% H1-2015 vs. H1-2014 Restated IFRIC 21*</th>
<th>% like-for-like 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consolidated revenues</td>
<td>723.6</td>
<td>723.6</td>
<td>760.3</td>
<td>+5.1%</td>
<td>+2.1%</td>
</tr>
<tr>
<td>of which gross earned premiums</td>
<td>564.8</td>
<td>564.8</td>
<td>603.0</td>
<td>+6.8%</td>
<td>+2.8%</td>
</tr>
<tr>
<td>Underwriting income after reinsurance</td>
<td>87.8</td>
<td>87.3</td>
<td>77.6</td>
<td>(11.2)%</td>
<td></td>
</tr>
<tr>
<td>Investment income net of expenses</td>
<td>22.3</td>
<td>22.3</td>
<td>28.2</td>
<td>+26.3%</td>
<td></td>
</tr>
<tr>
<td>Operating income</td>
<td>103.7</td>
<td>103.1</td>
<td>102.6</td>
<td>(0.5)%</td>
<td></td>
</tr>
<tr>
<td>Operating income excluding restated items 2</td>
<td>109.4</td>
<td>108.8</td>
<td>103.6</td>
<td>(4.8)%</td>
<td>(7.5)%</td>
</tr>
<tr>
<td>Net result (group share)</td>
<td>69.4</td>
<td>69.0</td>
<td>66.1</td>
<td>(4.2)%</td>
<td>(6.0)%</td>
</tr>
<tr>
<td>Net result (group share) excluding restated items 2</td>
<td>76.7</td>
<td>76.3</td>
<td>74.0</td>
<td>(3.0)%</td>
<td>(4.0)%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Loss ratio net of reinsurance</td>
<td>50.9%</td>
<td>50.9%</td>
<td>52.0%</td>
<td>+1.1 ppts.</td>
<td></td>
</tr>
<tr>
<td>Cost ratio net of reinsurance</td>
<td>26.9%</td>
<td>27.0%</td>
<td>29.8%</td>
<td>+2.8 ppts.</td>
<td></td>
</tr>
<tr>
<td>Combined ratio net of reinsurance</td>
<td>77.8%</td>
<td>78.0%</td>
<td>81.9%</td>
<td>+3.9 ppts.</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Balance sheet items - in €m</th>
<th>31/12/2014</th>
<th>31/12/2014 Restated IFRIC 21*</th>
<th>31/06/2015</th>
<th>Var. H1-2015 vs. H1-2014 Restated IFRIC 21*</th>
<th>% like-for-like 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Equity</td>
<td>1,724.2</td>
<td>1,724.5</td>
<td>1,726.8</td>
<td>+0.1%</td>
<td></td>
</tr>
</tbody>
</table>

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**Note:** According to IFRIC 21, taxes have to be fully booked in the quarter of occurrence and not spread over the year. Its implementation has a marginal impact on a full year perspective, however, the quarterly vision changes. Therefore, all information concerning H1-2014 has been restated

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 H1-2014 (June 30th 2014) and H1-2015 (June 30th 2015), respectively
## Q2-2015 - Key Figures

### Income statement items - in €m

<table>
<thead>
<tr>
<th></th>
<th>Q2-2014</th>
<th>Q2-2014 Restated IFRIC 21*</th>
<th>Q2-2015</th>
<th>% Q2-2015 vs. Q2-2014 Restated IFRIC 21*</th>
<th>% like-for-like</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Consolidated revenues</strong></td>
<td>353.6</td>
<td>353.6</td>
<td>370.7</td>
<td>+4.8%</td>
<td>+1.8%</td>
</tr>
<tr>
<td>of which gross earned premiums</td>
<td>277.3</td>
<td>277.3</td>
<td>296.1</td>
<td>+6.8%</td>
<td>+2.8%</td>
</tr>
<tr>
<td><strong>Underwriting income after reinsurance</strong></td>
<td>39.7</td>
<td>42.4</td>
<td>27.9</td>
<td>(34.2)%</td>
<td></td>
</tr>
<tr>
<td><strong>Investment income net of expenses</strong></td>
<td>13.3</td>
<td>13.3</td>
<td>15.2</td>
<td>+15.0%</td>
<td></td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>50.3</td>
<td>50.5</td>
<td>42.1</td>
<td>(16.7)%</td>
<td></td>
</tr>
<tr>
<td><strong>Operating income excluding restated items</strong></td>
<td>55.0</td>
<td>55.2</td>
<td>41.6</td>
<td>(24.7)%</td>
<td>(20.7)%</td>
</tr>
<tr>
<td><strong>Net result (group share)</strong></td>
<td>32.7</td>
<td>32.8</td>
<td>25.8</td>
<td>(21.4)%</td>
<td>(12.0)%</td>
</tr>
<tr>
<td><strong>Net result (group share) excluding restated items</strong></td>
<td>38.9</td>
<td>39.1</td>
<td>29.3</td>
<td>(25.0)%</td>
<td>(15.3)%</td>
</tr>
</tbody>
</table>

### Key ratios - in %

<table>
<thead>
<tr>
<th></th>
<th>Q2-2014</th>
<th>Q2-2014 Restated IFRIC 21*</th>
<th>Q2-2015</th>
<th>% Q2-2015 vs. Q2-2014 Restated IFRIC 21*</th>
<th>% like-for-like</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Loss ratio net of reinsurance</strong></td>
<td>49.5%</td>
<td>49.5%</td>
<td>54.3%</td>
<td>+4.8 ppts.</td>
<td></td>
</tr>
<tr>
<td><strong>Cost ratio net of reinsurance</strong></td>
<td>28.8%</td>
<td>28.7%</td>
<td>32.1%</td>
<td>+3.4 ppts.</td>
<td></td>
</tr>
<tr>
<td><strong>Combined ratio net of reinsurance</strong></td>
<td>78.3%</td>
<td>78.2%</td>
<td>86.4%</td>
<td>+8.2 ppts.</td>
<td></td>
</tr>
</tbody>
</table>

### Notes:

- According to IFRIC 21, taxes have to be fully booked in the quarter of occurrence and not spread over the year. Its implementation has a marginal impact on a full year perspective, however, the quarterly vision changes. Therefore, all information concerning H1-2014 has been restated.
- The like-for-like change is calculated at constant FX and scope.
- 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 Q2-2014 (June 30th 2014) and Q2-2015 (June 30th 2015), respectively.
## Bridge table

From Operating income to Operating income excluding restated items

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating income</strong></td>
<td>53,413</td>
<td>52,601</td>
<td>60,508</td>
<td>50,267</td>
<td>50,507</td>
<td>42,091</td>
<td>103,680</td>
<td>103,108</td>
<td>102,599</td>
</tr>
<tr>
<td>Finance costs</td>
<td>-594</td>
<td>-594</td>
<td>-4,664</td>
<td>-4,225</td>
<td>-4,225</td>
<td>-5,562</td>
<td>-4,819</td>
<td>-4,819</td>
<td>-10,226</td>
</tr>
<tr>
<td><strong>Operating income including finance costs</strong></td>
<td>52,819</td>
<td>52,007</td>
<td>55,844</td>
<td>46,042</td>
<td>46,282</td>
<td>36,529</td>
<td>98,861</td>
<td>98,289</td>
<td>92,373</td>
</tr>
<tr>
<td><strong>Other operating income/expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>IPO costs (including matching contribution for employees having acquired shares in the company)</td>
<td>1,314</td>
<td>1,314</td>
<td></td>
<td>5,612</td>
<td>5,612</td>
<td></td>
<td>6,926</td>
<td>6,926</td>
<td></td>
</tr>
<tr>
<td>SBCE - Restructuring costs</td>
<td></td>
<td></td>
<td></td>
<td>1,021</td>
<td>1,021</td>
<td></td>
<td>1,021</td>
<td>1,021</td>
<td></td>
</tr>
<tr>
<td>Portfolio buyout costs linked to the restructuring of the distribution network in the USA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1,889</td>
</tr>
<tr>
<td>Stamp duty Coface Re</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>383</td>
</tr>
<tr>
<td>Write-back of restructuring provision for Italy</td>
<td></td>
<td></td>
<td></td>
<td>-1,534</td>
<td>-1,534</td>
<td></td>
<td>-1,534</td>
<td>-1,534</td>
<td></td>
</tr>
<tr>
<td>Others</td>
<td>79</td>
<td>79</td>
<td>226</td>
<td>9</td>
<td>9</td>
<td>654</td>
<td>88</td>
<td>88</td>
<td>880</td>
</tr>
<tr>
<td><strong>TOTAL Other operating income/expenses (Note 19 - ANNEXES)</strong></td>
<td>1,393</td>
<td>1,393</td>
<td>2,115</td>
<td>5,108</td>
<td>5,108</td>
<td>1,037</td>
<td>6,501</td>
<td>6,501</td>
<td>3,152</td>
</tr>
<tr>
<td><strong>Operating income including finance costs &amp; including other operating income/expenses</strong></td>
<td>54,212</td>
<td>53,400</td>
<td>57,959</td>
<td>51,150</td>
<td>51,390</td>
<td>37,566</td>
<td>105,362</td>
<td>104,790</td>
<td>95,525</td>
</tr>
<tr>
<td><strong>Restated items</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest charges for the hybrid debt</td>
<td>174</td>
<td>174</td>
<td>4,027</td>
<td>3,845</td>
<td>3,845</td>
<td>4,073</td>
<td>4,019</td>
<td>4,019</td>
<td>8,100</td>
</tr>
<tr>
<td><strong>Operating income excluding restated items</strong></td>
<td>54,386</td>
<td>53,574</td>
<td>61,986</td>
<td>54,995</td>
<td>55,235</td>
<td>41,639</td>
<td>109,381</td>
<td>108,809</td>
<td>103,625</td>
</tr>
</tbody>
</table>

- **Note**: According to IFRIC 21, taxes have to be fully booked in the quarter of occurrence and not spread over the year. Its implementation has a marginal impact on a full year perspective, however, the quarterly vision changes. Therefore, all information concerning H1-2014 has been restated.
Overview of net combined ratio calculations

### Adjusted Net Earned Premiums

<table>
<thead>
<tr>
<th></th>
<th>H1-2014</th>
<th>H1-2014 Restated IFRIC 21</th>
<th>H1-2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross Earned Premiums</strong></td>
<td>564,782</td>
<td>564,782</td>
<td>603,037</td>
</tr>
<tr>
<td>Ceded premiums</td>
<td>(138,708)</td>
<td>(138,708)</td>
<td>(133,524)</td>
</tr>
<tr>
<td><strong>Net Earned Premiums</strong></td>
<td>426,074</td>
<td>426,074</td>
<td>469,514</td>
</tr>
</tbody>
</table>

### Adjusted net claims

<table>
<thead>
<tr>
<th></th>
<th>H1-2014</th>
<th>H1-2014 Restated IFRIC 21</th>
<th>H1-2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross claims</strong></td>
<td>270,966</td>
<td>270,993</td>
<td>309,149</td>
</tr>
<tr>
<td>Ceded claims</td>
<td>(54,043)</td>
<td>(54,043)</td>
<td>(64,819)</td>
</tr>
<tr>
<td><strong>Net claims</strong></td>
<td>216,923</td>
<td>216,951</td>
<td>244,330</td>
</tr>
</tbody>
</table>

*Including claims handling expenses

### Adjusted net operating expenses

<table>
<thead>
<tr>
<th></th>
<th>H1-2014</th>
<th>H1-2014 Restated IFRIC 21</th>
<th>H1-2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total operating expenses</td>
<td>341,244</td>
<td>341,816</td>
<td>360,932</td>
</tr>
<tr>
<td>Factoring revenues</td>
<td>(33,912)</td>
<td>(33,912)</td>
<td>(35,630)</td>
</tr>
<tr>
<td>Fees + Services revenues</td>
<td>(92,169)</td>
<td>(92,169)</td>
<td>(91,749)</td>
</tr>
<tr>
<td>Public guarantees revenues</td>
<td>(32,757)</td>
<td>(32,757)</td>
<td>(29,901)</td>
</tr>
<tr>
<td>Employee profit-sharing and incentive plans</td>
<td>(4,629)</td>
<td>(4,629)</td>
<td>(5,602)</td>
</tr>
<tr>
<td>Internal investment management charges</td>
<td>(1,363)</td>
<td>(1,363)</td>
<td>(1,102)</td>
</tr>
<tr>
<td>Insurance claims handling costs</td>
<td>(12,867)</td>
<td>(12,894)</td>
<td>(13,854)</td>
</tr>
<tr>
<td><strong>Adjusted gross operating expenses</strong></td>
<td>163,547</td>
<td>164,092</td>
<td>183,094</td>
</tr>
<tr>
<td>Received reinsurance commissions</td>
<td>(48,917)</td>
<td>(48,917)</td>
<td>(42,971)</td>
</tr>
<tr>
<td><strong>Adjusted net operating expenses</strong></td>
<td>114,630</td>
<td>115,174</td>
<td>140,123</td>
</tr>
</tbody>
</table>

### Ratios

<table>
<thead>
<tr>
<th></th>
<th>H1 2014</th>
<th>H1 2014 Restated IFRIC 21</th>
<th>H1 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loss ratio before Reinsurance</td>
<td>48.0%</td>
<td>48.0%</td>
<td>51.3%</td>
</tr>
<tr>
<td>Loss ratio after Reinsurance</td>
<td>50.9%</td>
<td>50.9%</td>
<td>52.0%</td>
</tr>
<tr>
<td>Cost ratio before Reinsurance</td>
<td>29.0%</td>
<td>29.1%</td>
<td>30.4%</td>
</tr>
<tr>
<td>Cost ratio after Reinsurance</td>
<td>26.9%</td>
<td>27.0%</td>
<td>29.8%</td>
</tr>
<tr>
<td>Combined ratio before Reinsurance</td>
<td>76.9%</td>
<td>77.0%</td>
<td>81.8%</td>
</tr>
<tr>
<td>Combined ratio after Reinsurance</td>
<td>77.8%</td>
<td>78.0%</td>
<td>81.9%</td>
</tr>
</tbody>
</table>
State public guarantees activity transfer: impacts*
Agreement in principle with the French State – post closing event

The total compensation represents ~12x the net result of the State Guarantee activity

<table>
<thead>
<tr>
<th>Valuation of the compensation</th>
<th>in € M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total compensation</td>
<td>89.7</td>
</tr>
<tr>
<td>Cash payment</td>
<td>77.2</td>
</tr>
<tr>
<td>Transferred net liabilities</td>
<td>12.5</td>
</tr>
</tbody>
</table>

(1) Estimated at the year end 2014

<table>
<thead>
<tr>
<th>P&amp;L Impact triggered by the change of the regulatory framework*</th>
<th>in € M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total compensation</td>
<td>89.7</td>
</tr>
<tr>
<td>Depreciation charges (write-off)</td>
<td>-17.3</td>
</tr>
<tr>
<td>Total P&amp;L impact before tax</td>
<td>72.4</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Detailed shortfall - Full Year basis (based on 2014 figures)</th>
<th>in € M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lost margin</td>
<td>11.7</td>
</tr>
<tr>
<td>Retained fixed costs</td>
<td>20.8</td>
</tr>
<tr>
<td>Total shortfall before tax</td>
<td>32.5</td>
</tr>
</tbody>
</table>

(*) The valuation of €89.7M before tax and depreciation charges will be registered in our financial statements once the legislative and regulatory framework applicable to State public guarantees activity will be modified.

After the write-off, the compensation will absorb 2.2 years of shortfall
Financial strength acknowledged by rating agencies

Fitch Ratings

- 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

Moody’s

- 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*

- Coface’s rating “reflect the Group's strong position in the global credit insurance industry, good capitalisation, dynamic management of exposure and good risk monitoring tools”
  December 24th 2014
  *Moody’s – Credit Opinion*
A strengthened and experienced management team

**CEO**
Jean-Marc Pillu  
15 years of experience in insurance industry  
& former General Manager of Euler Hermes  
Working for Coface since 2010

**CFO**
Carine Pichon  
14 years of experience in credit insurance  
Working for Coface since 2001

**Corporate Secretary**
Carole Lytton  
32 years of experience in credit insurance  
Working for Coface since 1983

**Human Resources Manager**
Cécile Fourmann  
21 years of experience in HR  
Working for Coface since 2012

**Marketing & Strategy Manager**
Patrice Luscan  
16 years of experience in credit insurance  
Working for Coface since 2012

**Commercial Manager**
Nicolas Garcia  
18 years of experience in credit insurance  
Working for Coface since 2013

**Risk Underwriting, Info & Claims Manager**
Nicolas de Buttet  
15 years of experience in credit insurance  
Working for Coface since 2012

**Risks, Organisation & IT Manager**
Pierre Hamille  
35 years of experience in financial services  
Working for Coface since 2007

**Regional functions**

**Western Europe Manager**
Cyrille Charbonnel  
25 years of experience in credit insurance  
Working for Coface since 2011

**Northern Europe Manager**
Teva Perreau  
16 years of experience in financial services  
Working for Coface since 2010

**Mediterranean & Africa Manager**
Antonio Marchitelli  
19 years of experience in insurance industry  
Working for Coface since 2013

**Central Europe Manager**
Katarzyna Kompowska  
23 years of experience in credit insurance & related services  
Working for Coface since 1990

**North America Manager**
Juan Saborido  
25 years of experience in insurance industry  
Working for Coface since 1999

**Asia Pacific Manager**
Hung Wong  
15 years of experience in channel sales growth & partner engagement  
Working for Coface since 2014

**Latin America Manager**
Bart Pattyn  
31 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

**Independent members**
- Sharon MACBEATH
  - Rexel
- Olivier ZARROUATI
  - Zodiac Aerospace
- Eric HÉMAR
  - ID Logistics

**Committee**

**AUDIT COMMITTEE**
- 3 members among which 2 independents
- Independent chairman

**NOMINATION & COMPENSATION COMMITTEE**
- 3 members among which 2 independents
- Independent chairman