

The 10th Cross Straits Pension Forum

INNO PENSION
革新·養老



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Confidence
must be earned

Amundi

Cross Straits Pension Forum 22 Oct 2018

Amundi Retirement Solutions

How to Use Technology and Other Tools
to Effectively Help Plan for Retirement

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InnoPension

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HKRSA

香港退休計劃協會


The Hong Kong Retirement Schemes Association

Employee
Savings &
Retirement

Amundi, a large European player in Employee Savings & Retirement



A wide international expertise



120 countries

Administrative management expertise

2 fully owned operating entities:

- Amundi Tenue de Comptes in France
- Amundi Global Servicing in Luxemburg

servicing international groups for 50 years +



(1) In France, AFG, as of Dec 2017

Source: Amundi ESR figures as of June 2018



Amundi: innovation is part of our DNA

1 Fintech

- A robo- advisor for savings & retirement plans
- 17 000 savers adopted it in 6 months to manage € 120 million

2 Pension plan design

- The 1st pan-European pension fund for multi unrelated employers
- the only one fully operational in 9 countries

3 Investment strategies

- 15 years of expertise in Life Cycle Strategies
- Solutions for the decumulation phase



1. A robo- advisor for savings & retirement plans

From the investor's standpoint:



- Address his / her «true» needs through a **MiFID suitability test questionnaire**.
- Offer an **individual solution** rather than propose “from the shelf” financial products
- Reviewed by the French regulator (AMF)

From the user's standpoint:



- A new service (**Help me doing it**) to avoid the usual difficult choice between:
 - **I do it myself** = select funds
 - **Do it for me** = common default option
- **Recommend a personalized allocation**
- Once the target portfolio is chosen, **easy re-allocation in one click**

From a long term saving horizon standpoint:



- Avoid personal biases through a **more balanced asset class mix**
- **Automated follow-up** of the recommendation: with daily portfolio analysis and alerts
- **After sale services** with call center & a knowledge base

3 innovations

1. Robot-advisor: from client profiling

Questions blocks :

Quel épargnant êtes-vous ?
Renseignez votre date de naissance, puis définissez votre profil en répondant à quelques questions.

Date de naissance:

1 Personal profile

Mes connaissances actuelles en matière d'épargne financière sont :

BONNES : J'ai une bonne compréhension des instruments financiers, et suis capable d'évaluer les risques et de choisir les instruments financiers les plus adaptés à mes besoins.

PLUTÔT BONNES : Je connais certains instruments financiers et leur rôle dans l'épargne financière. J'ai obtenu, par le passé, des conseils d'investissement de professionnels.

ASSEZ GÉNÉRIQUES : Je suis un novice, j'ai besoin d'être guidé et d'être rassuré par des conseils professionnels.

2 Financial knowledge & experience

Mon scénario d'épargne au bout de 5 ans, celui qui me correspond le mieux est :

SCENARIO 1 : Non garanti 50% à 5 ans (prévision de 50%)

SCENARIO 2 : Non garanti 50% à 5 ans (prévision de 50%)

SCENARIO 3 : Non garanti 50% à 5 ans (prévision de 50%)

3 Risk assessment & Yield expectations

Mon Épargne Sécurité & Retraite représente aujourd'hui une :

PARTI ESSENTIELLE DE MON PATRIMOINE (plus de 70%)

PARTI IMPORTANTE DE MON PATRIMOINE (de 40% à 70%)

PARTI MINORITAIRE DE MON PATRIMOINE (moins de 40%)

4 Financial situation

Score from 0 to 10 with cap setting

Risk profiles according to the score (profiles configurable)

5

| Score | Profiles |
|----------|--------------|
| 0 to 1,9 | Risk averse |
| 2 to 3,9 | Conservative |
| 4 to 5,9 | Balanced |
| 6 to 7,9 | Dynamic |
| 8 to 10 | Aggressive |

6

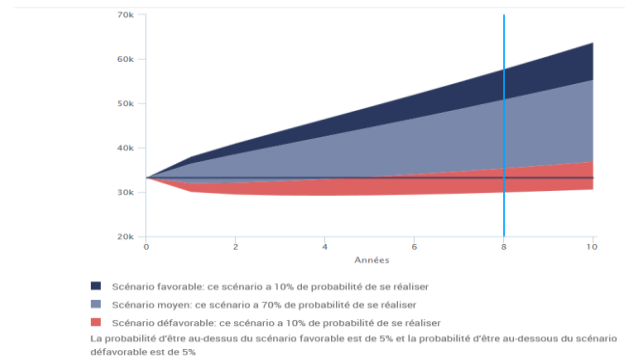
Résultat

Prudent Modéré **Équilibré** Dynamique Audacieux

Vous êtes un épargnant « Équilibré »

1. Robot-advisor: to recommended allocation

7 Simulations with scenarios



← RETOUR VALIDER →

8 Recommended allocation

Examinez, comparez, validez !
Notre proposition personnalisée pour votre Épargne Salariale.
Découvrez, comparez et validez toutes les caractéristiques de notre proposition.

| VOTRE ÉPARGNE SALARIALE ACTUELLE | VOTRE ÉPARGNE SALARIALE PERSONNALISÉE |
|----------------------------------|---------------------------------------|
| 100.00% MONÉTAIRE | 5.94% MONÉTAIRE |
| 0.00% OBLIGATIONS | 42.93% OBLIGATIONS |
| 0.00% ACTIONS | 51.13% ACTIONS |

9 Easy reallocation in 1 click

Personnalisez 33 230,11 € de votre Épargne Salariale

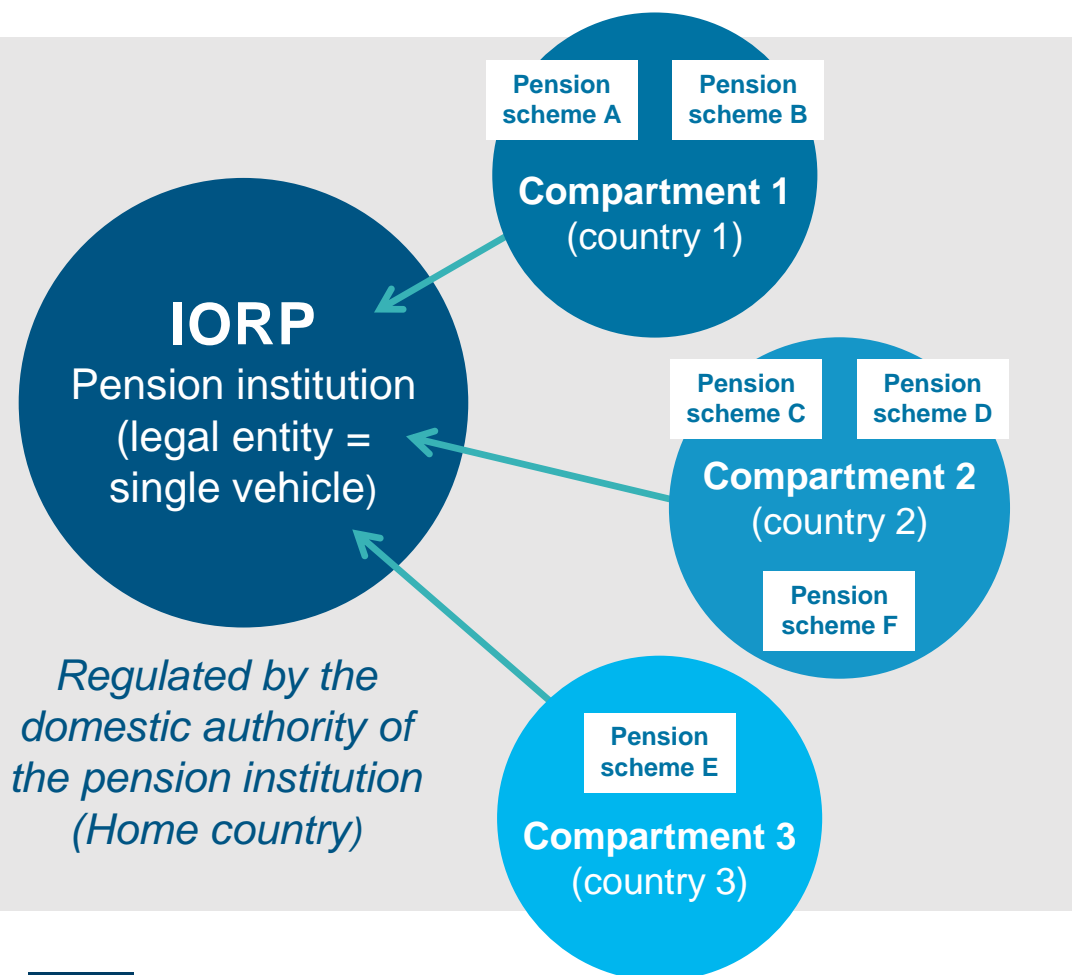
Récapitulatif des opérations avant validation

| Rachats | |
|--|-------------------------------|
| AMUNDI 3 MOIS ESR - A (C) | 33 230,11 € (331 277 € parts) |
| Souscriptions | |
| AMUNDI ACTIONS INTERNATIONALES ESR - F | 9 214,40 € |
| AMUNDI LABEL EQUILIBRE SOLIDAIRE ESR - F | 6 646,02 € |
| AMUNDI LABEL OBLIGATAIRE ESR - F | 10 623,67 € |
| CPR ES CROISSANCE | 6 646,02 € |

Votre opération de personnalisation d'épargne sera comptabilisée une fois connue la valeur liquidative de tous les supports de placement vendus ou achetés dans le cadre de votre opération.

2. Pan-European pension fund: the IORP Directive

How does a cross-border multi employers pension fund work?



Each compartment:

- is reviewed and agreed by the Home country and the local authority (Host country) **to be compliant with local social, tax & retirement regulations**
- includes pension schemes:
 - ✓ segregated for each unrelated employer
 - ✓ with its own governance

2. Pan-European pension fund: our solutions

The 1st pan-European pension fund for multi unrelated employers
The only one fully perational in 9 European countries

Amundi Pension Fund (APF)



A Pension Fund approved by the Luxembourg authority

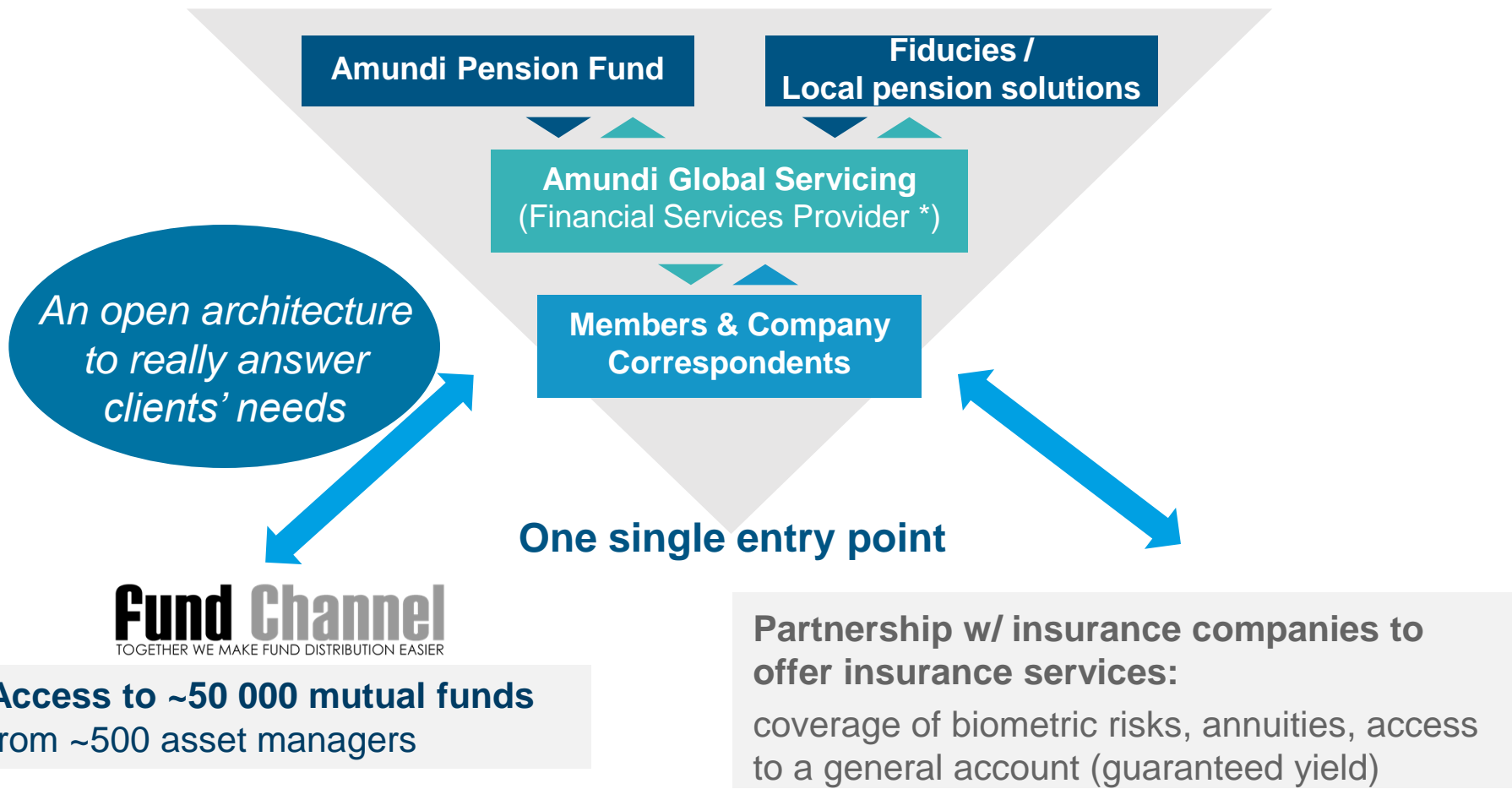
- 9 country compartments up and running with clients
- Plan to open another country in 2019
- 1 world compartment (for members employed outside Europe)

Amundi Global Servicing

- Digital & secured admin. Platform
- Interactive tools to select investments & run simulations
- User friendly tutorials including videos
- Order execution and record keeping services
- Multi-lingual & currency

2. Pan-European pension fund: our solutions

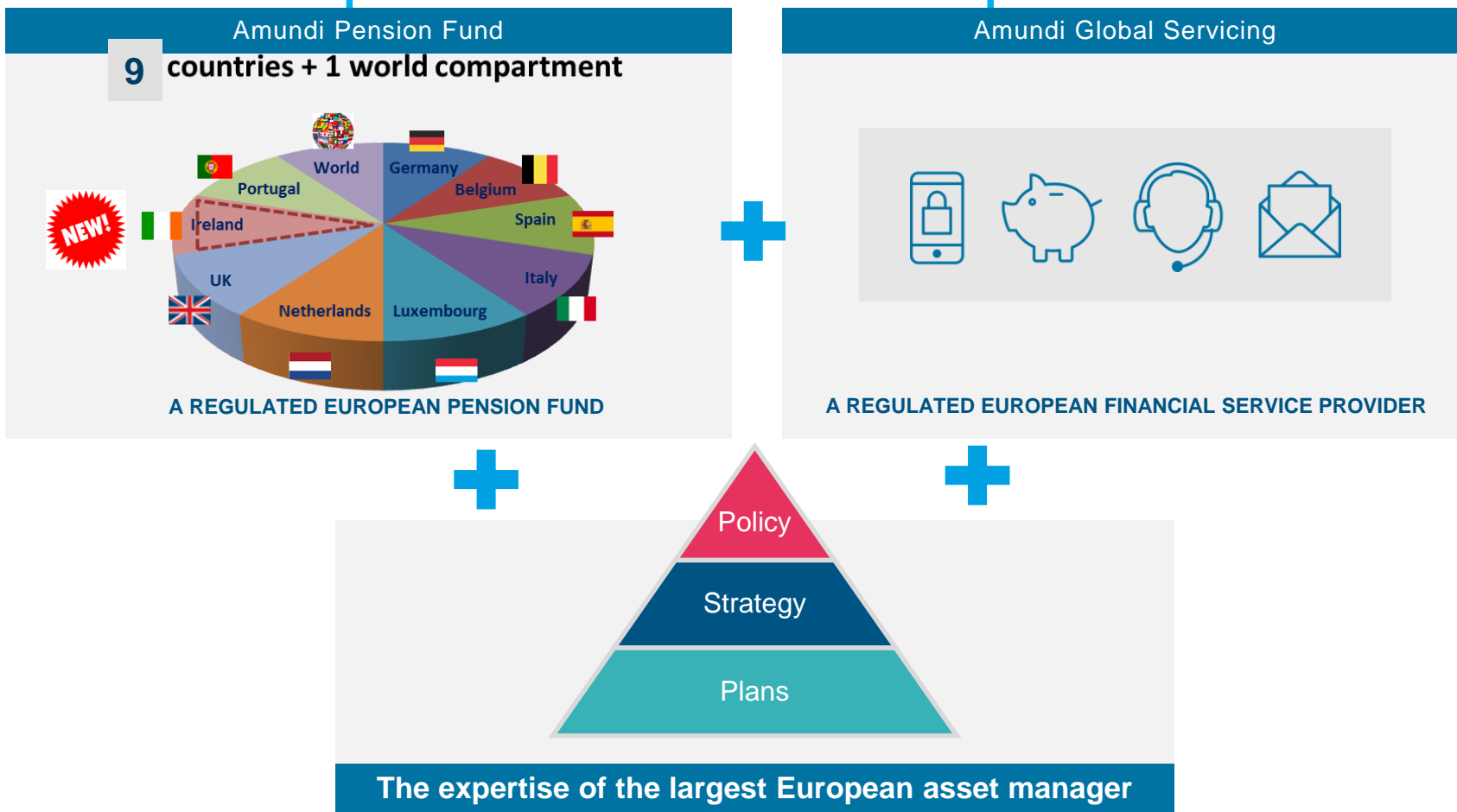
Fully customizable for each employer with an Open Architecture



(*) PSF = Professionnel de Services Financiers

2. Pan-European pension fund: our solutions

Pension Fund + proprietary admin. platform + AM expertise
+ open architecture + insurance partners =

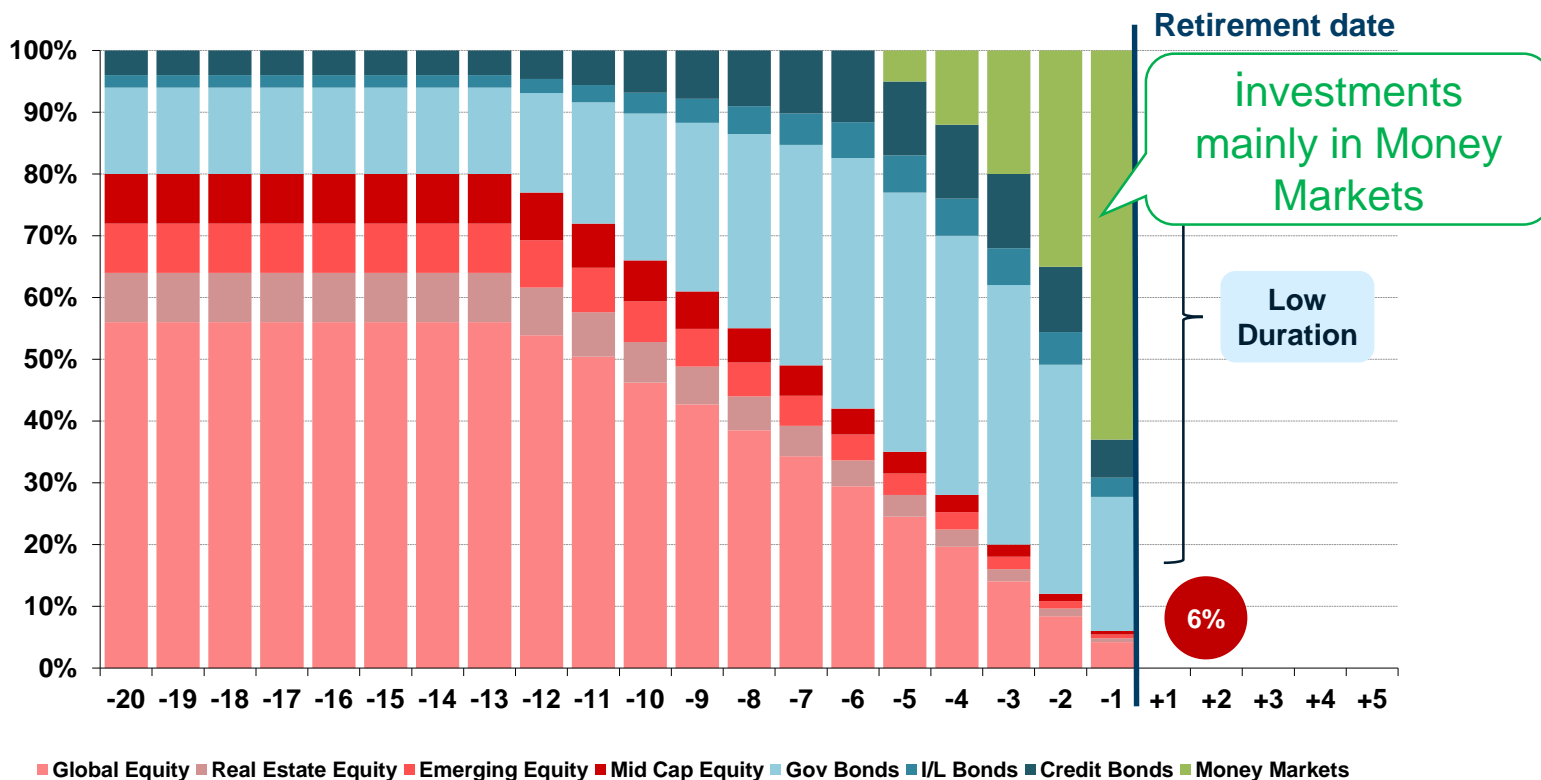


The only global offer

3. Decumulation phase

employees seeking for partial or total withdrawal:
LUMP SUM PAY OUT

Illustration on a **balanced profile in Euros**



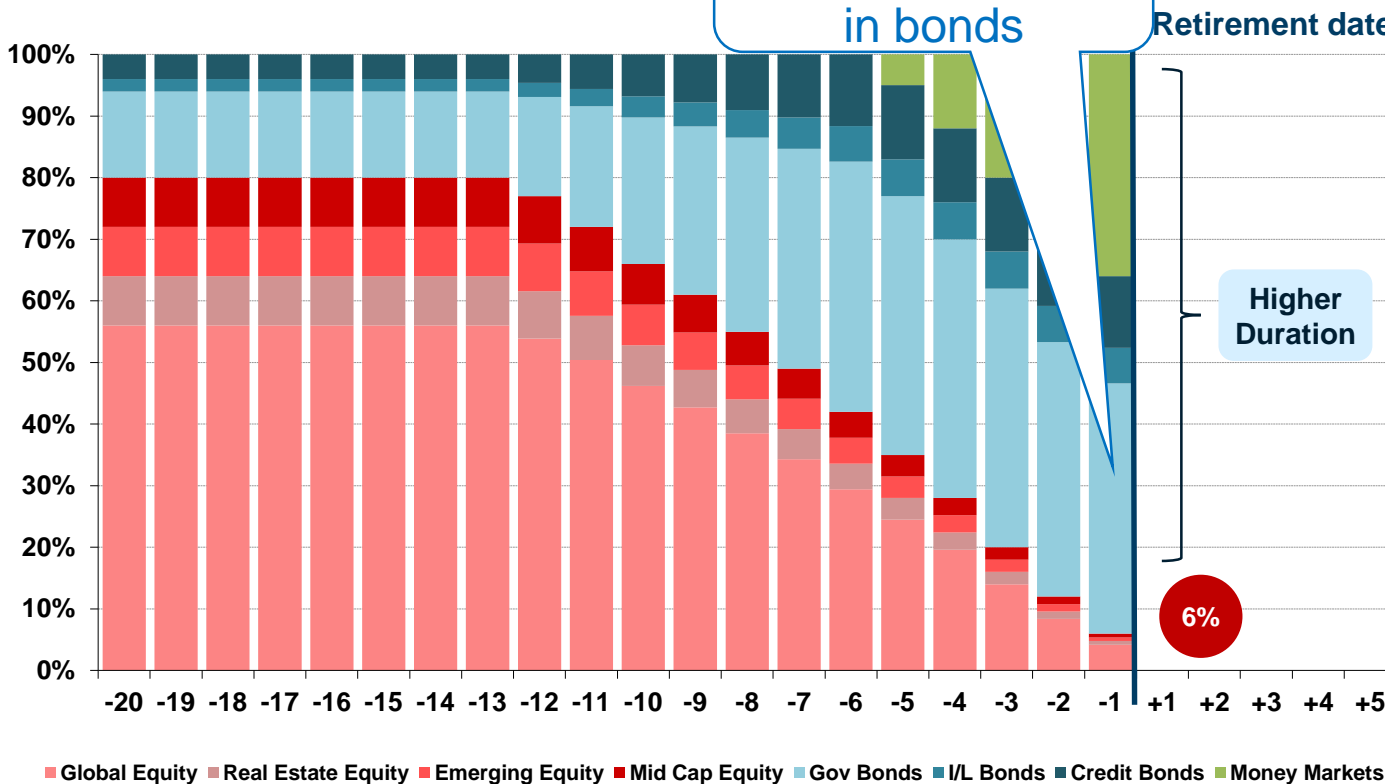
| Simulations in Euro | 20 years horizon | Balanced | Lump Sum |
|----------------------------------|-----------------------|----------------------------------|----------|
| | Up front contribution | Average net IRR (*) | 4.80% |
| | | Capital preservation probability | 96.24% |
| | Annual contribution | Average net IRR (*) | 4.41% |
| Capital preservation probability | | 98.05% | |

3. Decumulation phase

employees seeking for **FIXED ANNUITIES**

Illustration on a **balanced profile** in **Euros**

matching annuity sensitivity, mainly in bonds

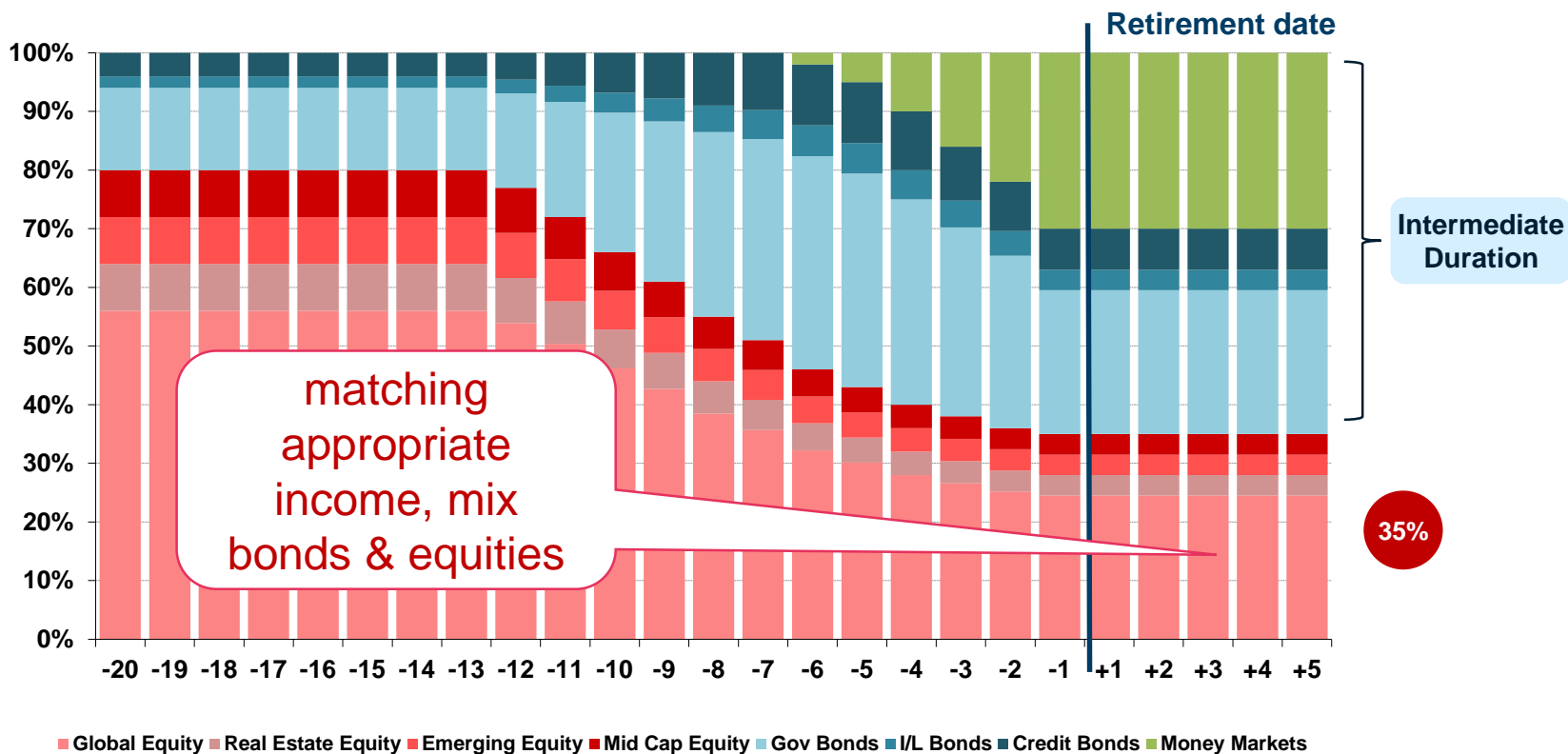


| Simulations in Euro | 20 years horizon | BALANCED | FIXED ANNUITIES |
|---------------------|----------------------------------|----------------------------------|-----------------|
| | Up front contribution | Average net IRR (*) | 4.83% |
| | Annual contribution | Capital preservation probability | 96.25% |
| | | Average net IRR (*) | 4.45% |
| | Capital preservation probability | 98.10% | |

3. Decumulation phase

employees seeking for regular INCOME

Illustration on a **balanced profile** in Euros



| Simulations in Euro | 20 years horizon | BALANCED | INCOME DD |
|---------------------|----------------------------------|----------------------------------|-----------|
| | Up front contribution | Average net IRR (*) | 4.99% |
| | Annual contribution | Capital preservation probability | 96.26% |
| | | Average net IRR (*) | 4.71% |
| | Capital preservation probability | 97.48% | |

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