

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

革新·養老

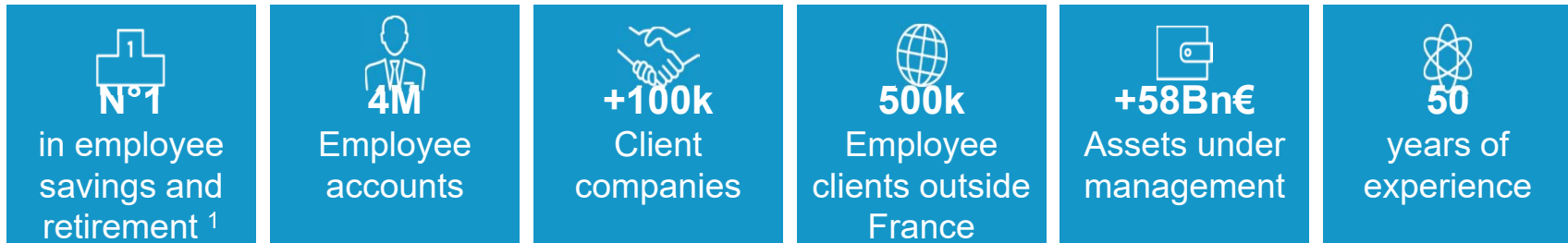
HKRSA

香港退休計劃協會

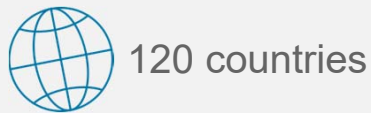
The Hong Kong Retirement Schemes Association

Employee
Savings &
Retirement

Amundi, a large European player in Employee Savings & Retirement



A wide international expertise



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

Pension Trend 1: Robo-Advisor for Savings & Retirement Plans

3 innovations

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**

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

Pension Trend 1: Robot-advisor From Client Profiling

Questions blocks :

1

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

Date de naissance: JJ/MM/AA **DÉFINIR VOTRE PROFIL >**

1 Personal profile

2

CONNAISSANCES & EXPÉRIENCES
Mes connaissances actuelles en matière d'épargne financière sont :

BONNES : J'ai plusieurs années d'expérience professionnelle, je suis capable d'être patient et j'investis de façon régulière sur le long terme.

PLUTÔT BONNES : J'ai quelques années d'expérience professionnelle et j'ai une idée de mes objectifs. Par ailleurs, j'ai déjà eu recours à un conseiller financier.

ASSEZ GÉNÉRIQUES : Je suis en début de carrière, j'ai peu d'expérience et je n'ai pas encore défini mes objectifs.

2 Financial knowledge & experience

3

ANALYSE DE SENSIBILITÉ
Je verse 1000 €. Parmi les 3 scénarios suivants d'évolution de mon épargne au bout de 5 ans, celui qui me correspond le mieux est :

SCÉNARIO 1 : **Plus prudent** (100 € de perte potentielle)

SCÉNARIO 2 : **Plus équilibré** (200 € de perte potentielle)

SCÉNARIO 3 : **Plus dynamique** (300 € de perte potentielle)

3 Risk assessment & Yield expectations

4

PROFIL DE PATRIMOINE
Mon Epargne Salariale & Retraite représente aujourd'hui une :

PART ESSENTIELLE DE MON PATRIMOINE* (jusqu'à 70%)

PART IMPORTANTE DE MON PATRIMOINE* (de 30% à 70%)

PART MINORITAIRE DE MON PATRIMOINE* (jusqu'à 30%)

4 Financial situation

Score from 0 to 10 with cap setting

Risk profiles according to the score (profiles configurable)

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

5

6

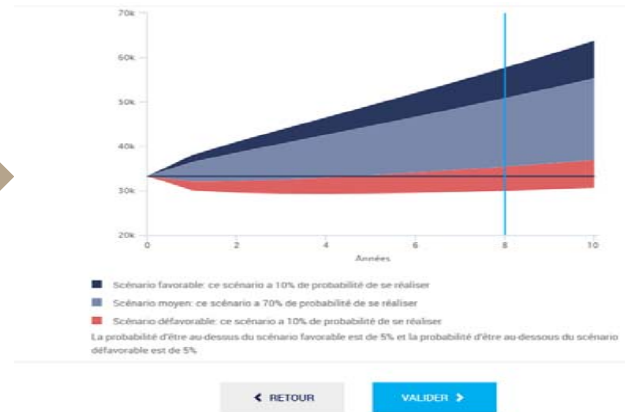
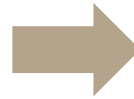
Résultat

Prudent Modéré **Équilibré** Dynamique Audacieux

Vous êtes un épargnant « Équilibré »

Pension Trend 1: Robot-advisor To Recommended Allocation

7 Simulations with scenarios



Examinez, comparez, validez !

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



8 Recommended allocation



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 (E)	33 230,11 € (331,2774 parts)
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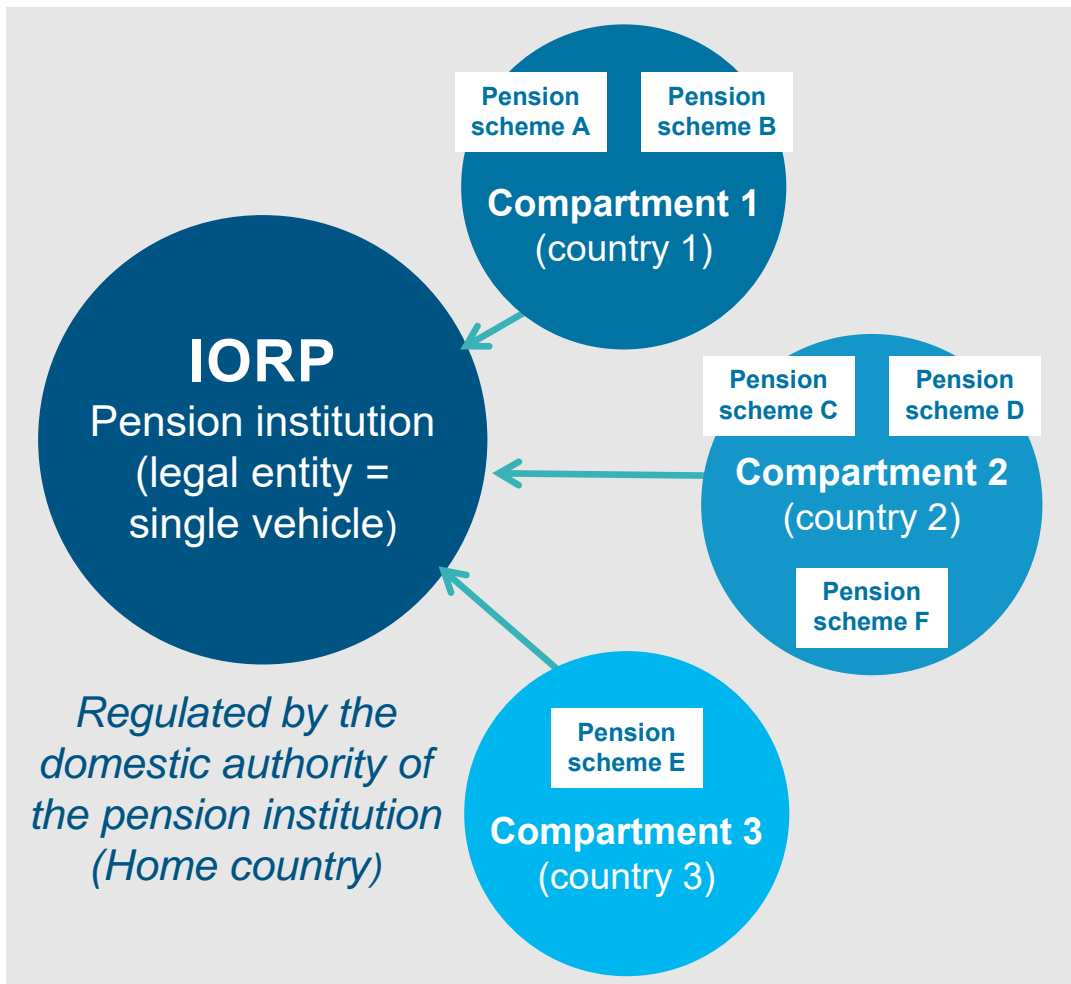
Souscriptions

AMUNDI ACTIONS INTERNATIONALES ESR - F	9 314,40 €
AMUNDI LABEL EQUILIBRE SOLIDAIRE ESR - F	6 646,02 €
AMUNDI LABEL OBLIGATAIRE ESR - F	10 423,67 €
CPI ES CROISSANCE	6 646,02 €

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

Pension Trend 2: 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

Pension Trend 2: Cross Border Pension Needs

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

Amundi Pension Fund (APF)



A Pension Fund approved by the Luxembourg authority

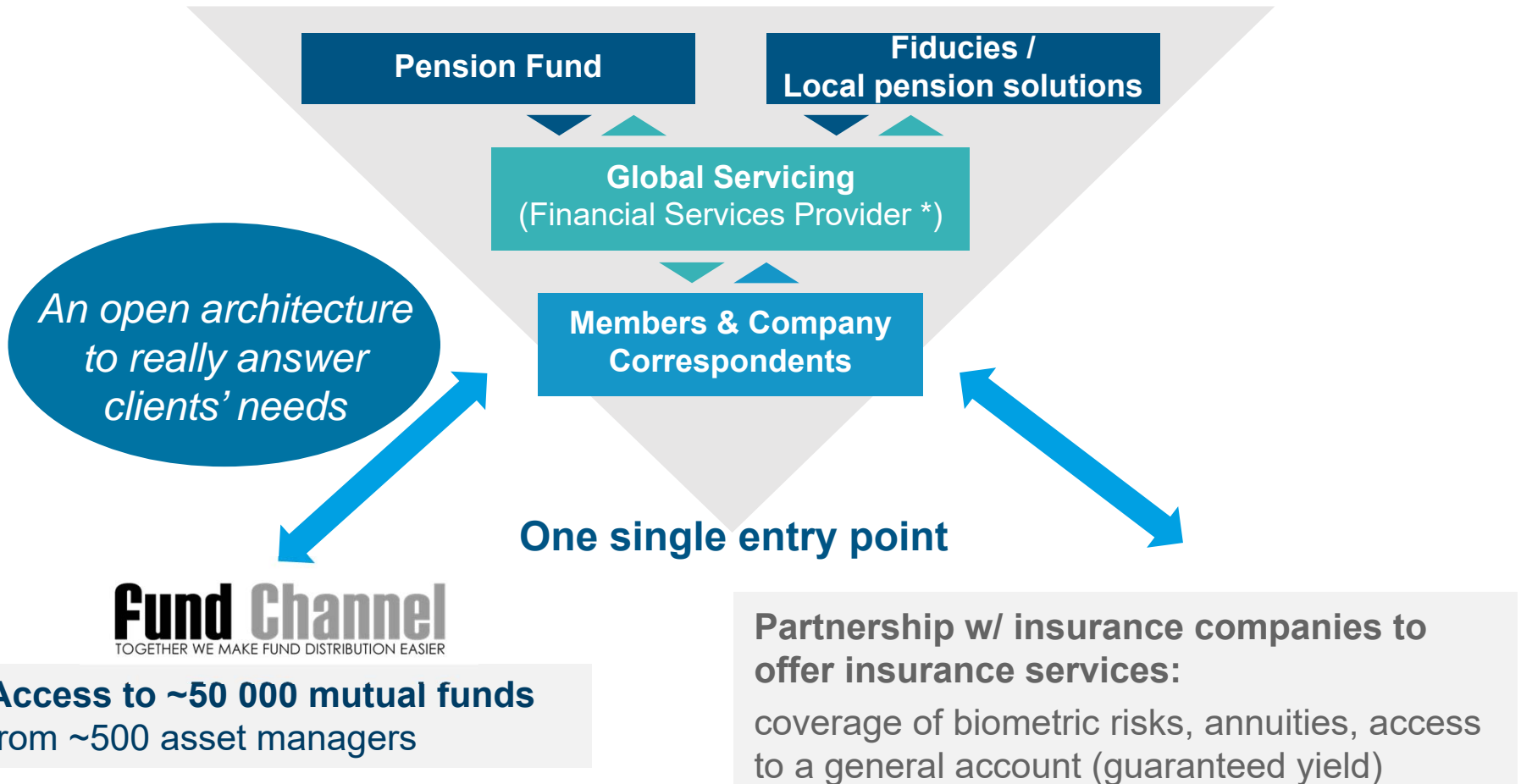
- 9 country compartments up and running with clients
- Plan to open another country in 2019
- 1 world compartment (for members employed outside Europe)

Global Servicing Would be Required

- 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

Pension Trend 2: Cross Border Pension Solutions

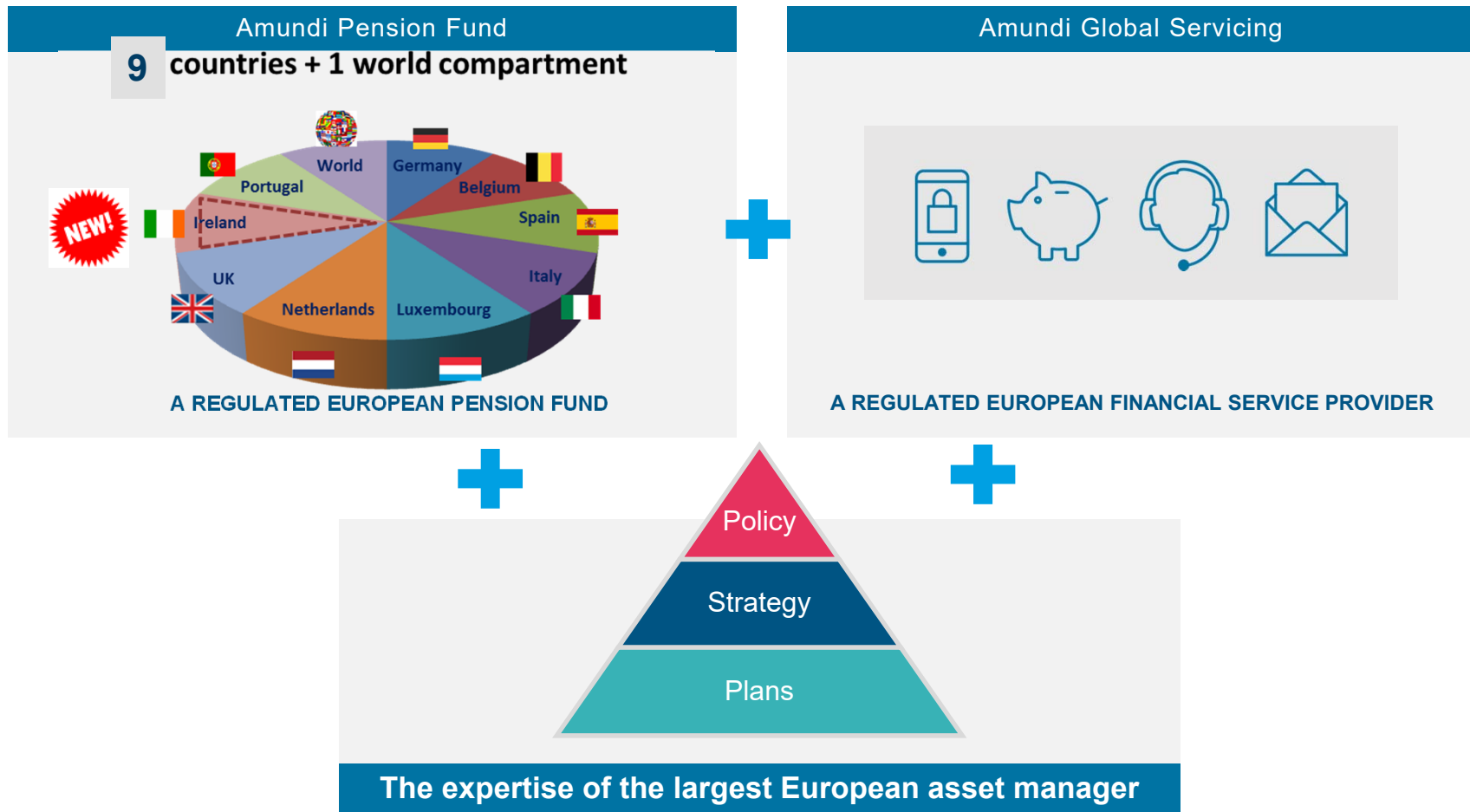
Fully customizable for each employer with an Open Architecture



(*) PSF = Professionnel de Services Financiers

Pension Trend 2: Cross Border Pension Solutions

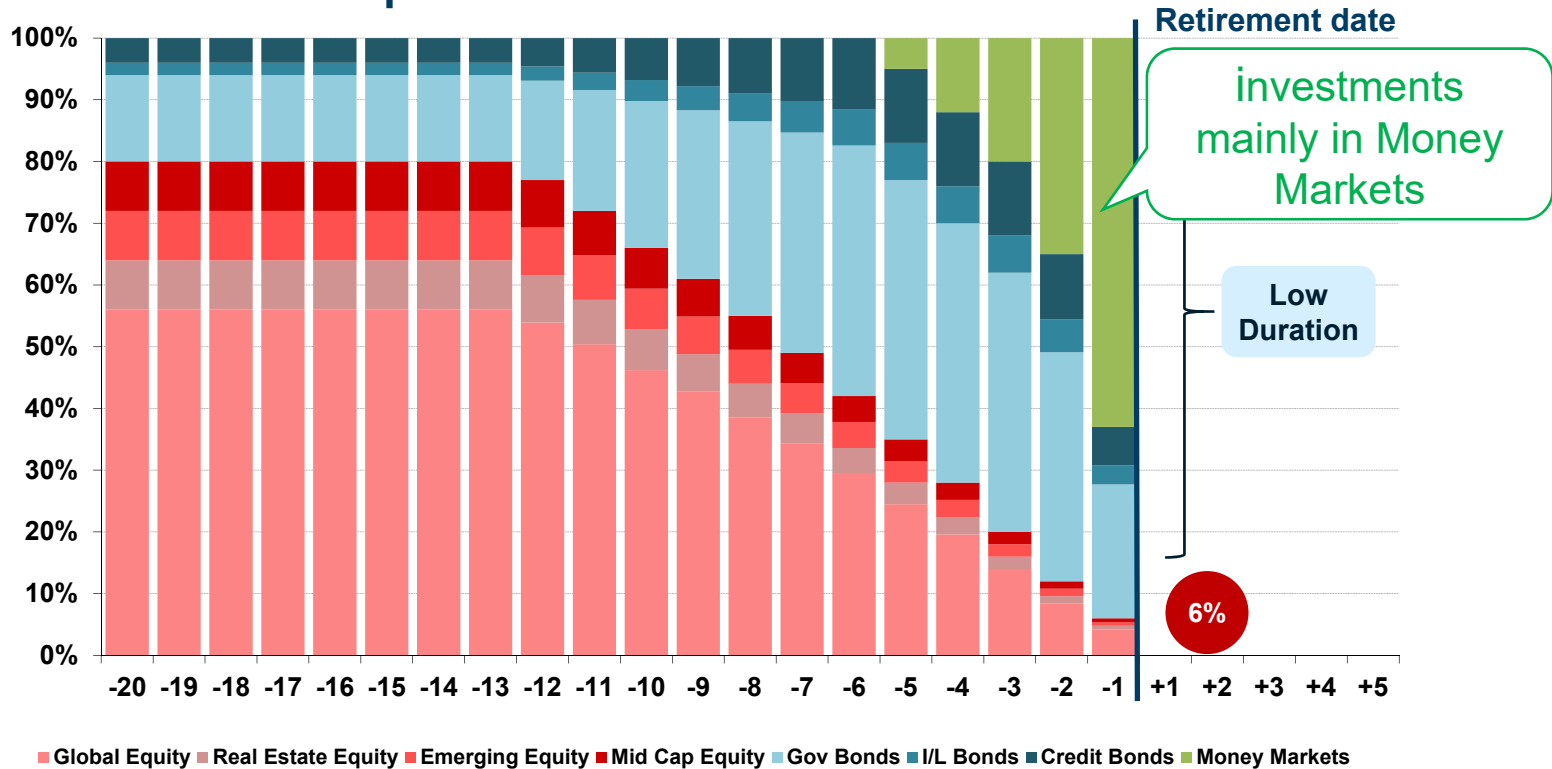
Pension Fund + proprietary admin. platform + AM expertise
+ open architecture + insurance partners =



Pension Trend 3: Decumulation Phase

Employees seeking for partial or total withdrawal: LUMP SUMP PAY OUT

Illustration on a **balanced profile** in Euros



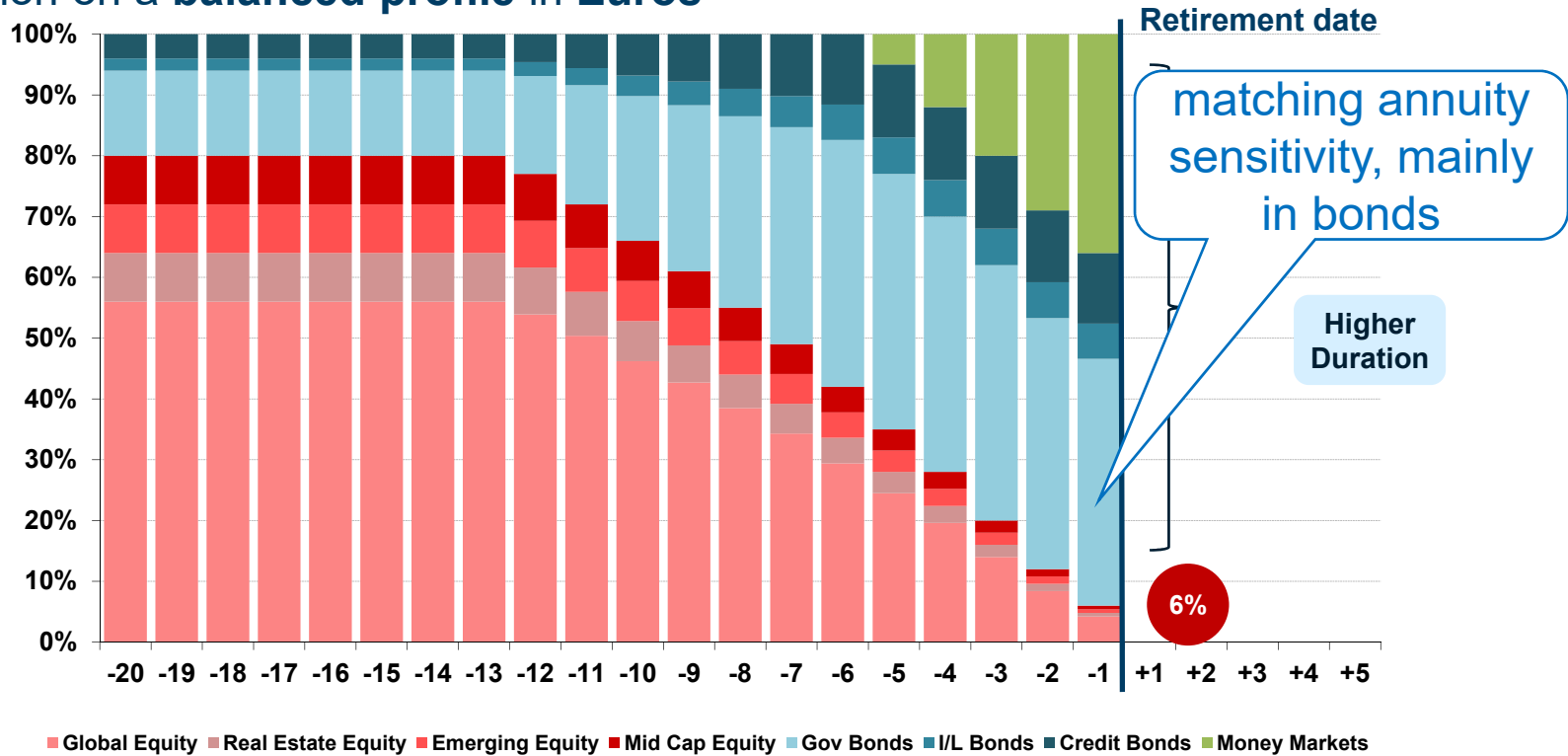
20 years horizon	Balanced	Lump Sum
Up front contribution	Average net IRR (*)	4.80%
	Capital preservation probability	96.24%
Annual contribution	Average net IRR (*)	4.41%
	Capital preservation probability	98.05%



Pension Trend 3: Decumulation Phase

Employees seeking for FIXED ANNUITIES

Illustration on a **balanced profile in Euros**



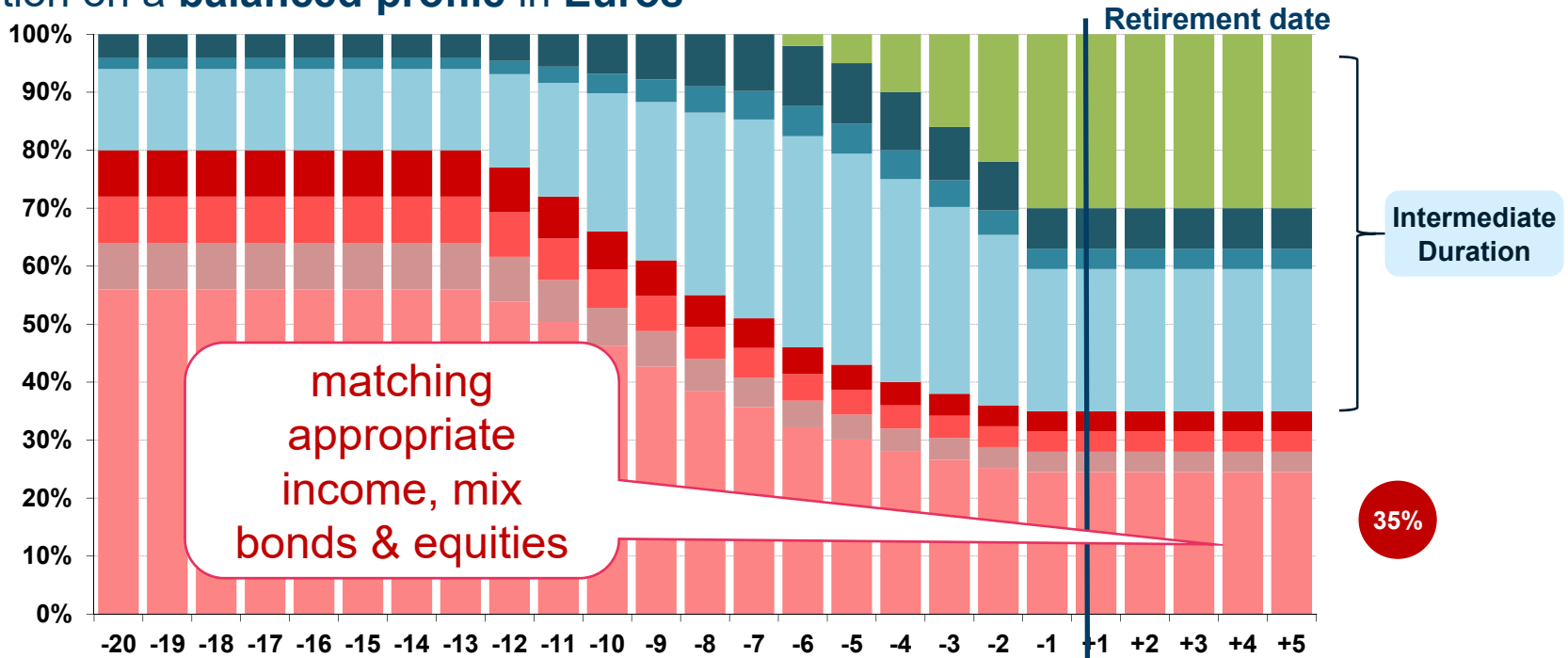
20 years horizon	BALANCED	FIXED ANNUITIES
Up front contribution	Average net IRR (*)	4.83%
	Capital preservation probability	96.25%
Annual contribution	Average net IRR (*)	4.45%
	Capital preservation probability	98.10%



Pension Trend 3: Decumulation Phase

employees seeking for regular INCOME

Illustration on a **balanced profile in Euros**



Global Equity Real Estate Equity Emerging Equity Mid Cap Equity Gov Bonds I/L Bonds Credit Bonds Money Markets

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

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



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