

**MAJOR ACHIEVEMENTS
ARE THE RESULT
OF A STRONG
PARTNERSHIP**



Foyer
INTERNATIONAL
2016



Foyer International S.A.

Key information

**Life insurance under the Freedom to Provide
Services legislation:**

**Tailor-made advice for a demanding
international clientele**

"In 2016, Foyer International will celebrate its twenty years in business, an opportunity to look closely at the good track record of this trailblazing life insurance company under the freedom to provide services regime in Luxembourg!"

Jean-Louis Courange,
Managing Director, Foyer International

As a 100% subsidiary of Foyer Group, Foyer International is specialized in developing life insurance activities beyond the borders of the Grand-Duchy of Luxembourg under the Freedom to Provide Services legislation. On 31.03.2016 Foyer International counts 60 employees and has assets under management of about 3.9 billion euros.

Foyer International works exclusively on a business-to-business (B2B) basis in the Wealth Management sector. The company is a privileged partner of:

- private banks;
- private bankers;
- asset managers;
- family offices;
- financial advisors.

Our mission

With the help of internal and external experts we provide our business partners and policyholders with flexible and portable international solutions for financial planning and transmission of wealth through insurance.

Our philosophy

New challenges always offer fresh opportunities!

Foyer International has a proven ability to adapt rapidly to frequent regulatory changes, both in national legislation and in the European framework set by the various relevant directives. Foyer International's experts are in constant contact with recognized tax and legal consultants in the different countries concerned.

Our advantages

Foyer International is strengthened by being part of a group which is independent of any financial institution while retaining its character and historical family values.

The group's loyalty to its key values, together with its financial strength, are determining factors for the trust shown by its clients.

Core values

A company is first and foremost about the people it employs. Together, they share a corporate culture based on core values they can identify with.

The values that guide Foyer Group are:



Trust

- we do what we say and we say what we do



Excellence

- we constantly strive to respond to our clients' needs



Innovation

- we challenge ourselves



Integrity

- we lead by example



Independence

- we take responsibility

Our financial strength

The chairman of the Board of Foyer S.A., Mr. François Tesch, has indicated in his statement with the annual accounts of 2015: “the overall solvency margin coverage of Foyer is at 225%, well above the majority of other insurance companies”.

The solid financial basis will, with the help of Solvency II, now become even clearer and we are convinced that it will be amongst the best in the European insurance market.

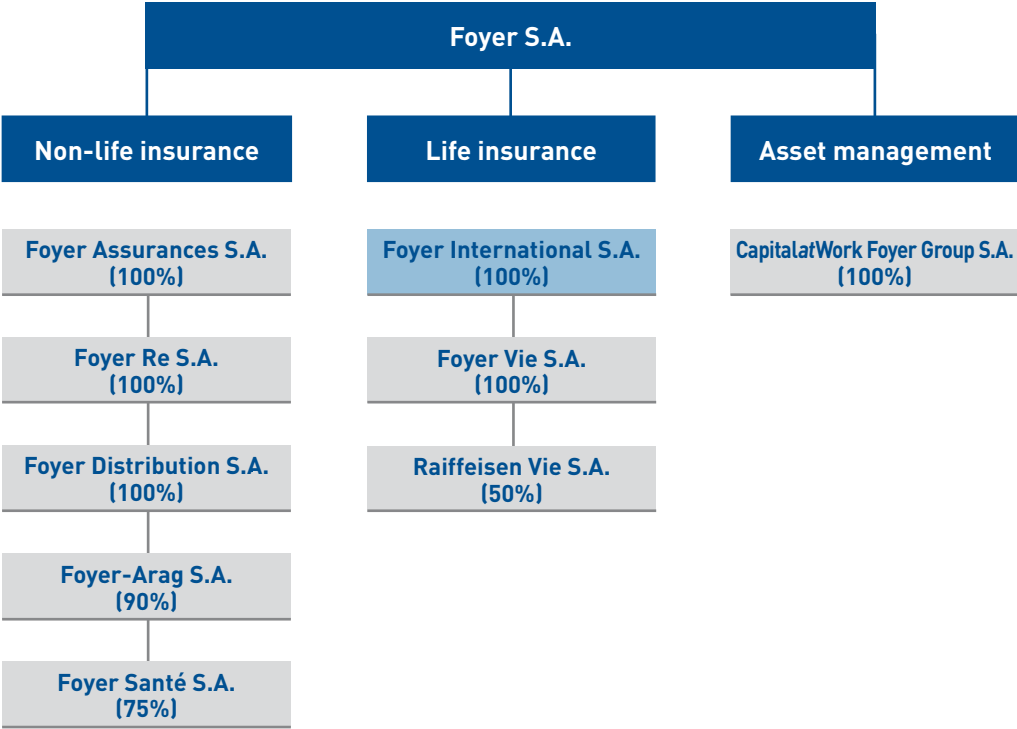
Solvency II, an EU Directive (2009/138/EC) that has come into effect on 1 January 2016. The aim of the directive is to introduce a market-consistent valuation approach, which should make it easier to compare the credit worthiness and risk management of insurance companies.

One of the many factors taken into account in calculating the solvency requirement within Solvency II is the credit risk of counter parties and while many insurance companies, like Foyer Group, do not have a rating from one of the major rating agencies, EIOPA (the EU insurance supervisor) in the *Technical Specification for the Preparatory Phase* that were drafted to reflect the content of the Directive 2009/138/EC uses in SCR.6.22. “credit quality steps” to reflect the probability of default and has provided a correspondence table in Appendix MA1 to compare these credit quality steps to credit assessments of External Credit Assessment Institutions.

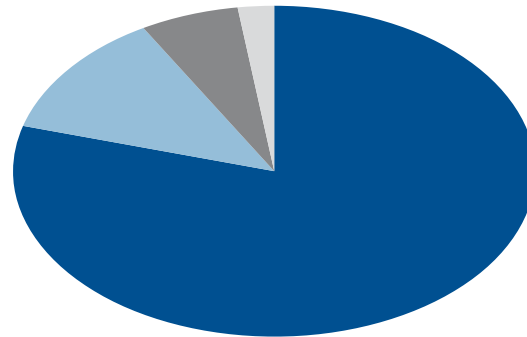
With its 225% solvency ratio, Foyer Group would be in the top level for risk quality, comparable to the AAA rating.

Thus Foyer Group is amongst the strongest financial Groups, combined with the stability and long term view that its shareholder structure offers, therefore guarantees a long term future as a partner.

Structure of the Group



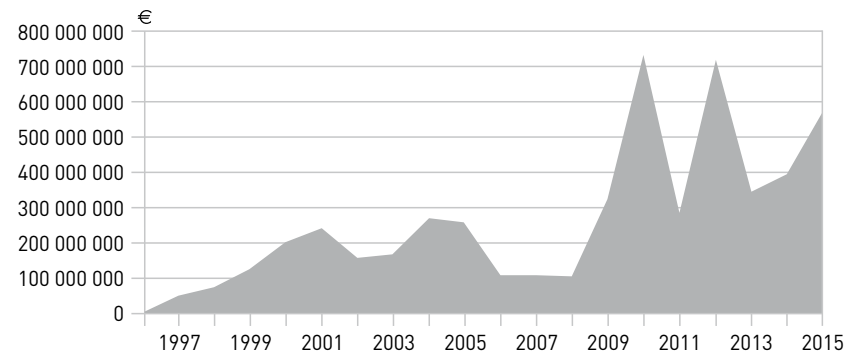
Structure of the shareholding Foyer S.A.



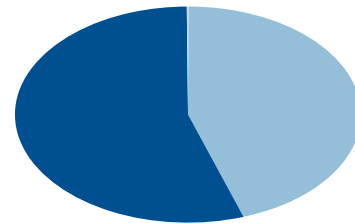
- Foyer Finance S.A. - 79.36%
- Foyer S.A. - 12.70%
- Luxempart S.A. - 6.12%
- Public and institutions - 1.82%

Situation at 31.12.2015

Premiums

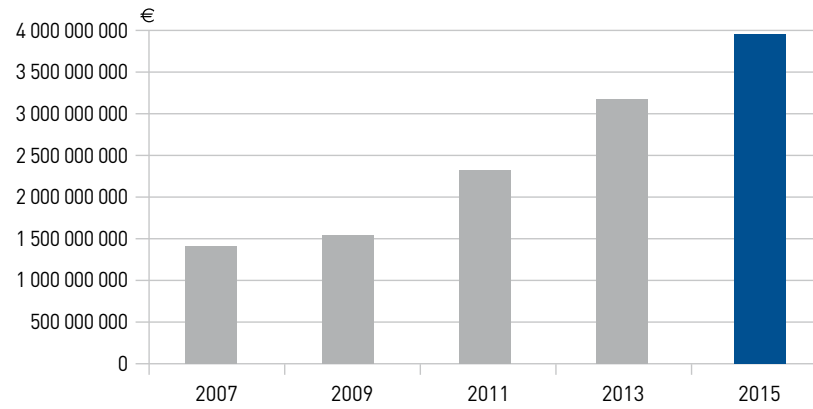


Production 2015 by distribution

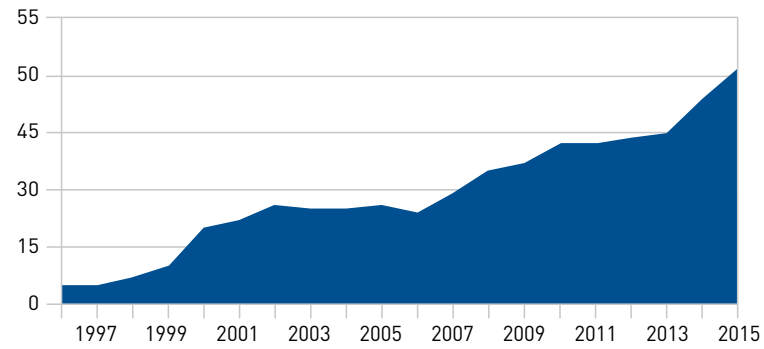


- Banks and other financial institutions - 54.25%
- Insurance intermediaries - 45.73%
- Others - 0.01%

Technical provision



Employees



Our solutions

Out of Luxembourg Foyer International provides unit-linked life insurance contracts of which the asset management is entrusted to financial professionals.

In the context of efficient long-term wealth management, Foyer International offers tailor-made life insurance solutions based on an open architecture.

Our products have been developed to meet the requirements of a high net-worth clientele, offering recognized tax and inheritance advantages in compliance with legal and fiscal frameworks of different countries of residence.

At the moment, our business activities are targeting the following markets:

- Belgium;
- Finland;
- France;
- Germany;
- Italy;
- Luxembourg;
- Norway;
- Portugal;
- Spain;
- Sweden;

as well as European citizens residing outside the European Economic Area, residents in Israël and non-domiciled residents in the UK , residents in Switzerland (flat rate taxation) and, under certain conditions, US citizens residing in Europe.



Foyer International's markets

The solutions proposed by Foyer International are located in a very high level market and meet the mobility needs of European citizens. Unlike purely domestic actors, Foyer International's partners are now able to offer an ideal solution, taking into account the tax and legal framework within which their clients are moving. Each particular situation, as complex as it is, will find a tailor-made solution in the best interests of the client.



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