

Build and launch new EuroCroissance funds

2017



BANQUE - FINANCE - ASSURANCE - PROTECTION SOCIALE

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- **1.** Created in 2014 by Finance Law, Eurocroissance funds aim at supporting French economy by giving Insurers a new mean to invest into SMEs. French Government was expecting a recurring annual cash flows from 30 to 50 billions Euros through those new investment funds.
- 2. EuroCroissance funds are an alternative to Euro guaranteed funds. Many actors are thinking of making or even launching such funds, with two main strategic objectives: develop their Life & Saving insurance product range, and/or bring customers a new saving solution that combines both security and performance, with a protected capital at the end of the contract:

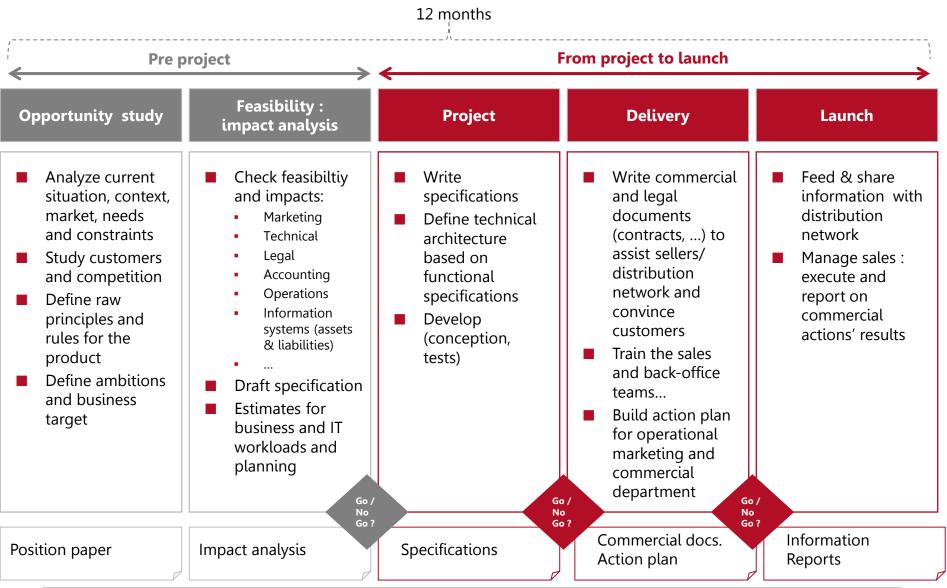
- higher return than Euro funds for long-term projects (child education, retirement...)

- part of investment allocated to technical diversification provisions to bring performance
- **3.** EuroCroissance projects (also called 3rd generation contracts) mobilize deep technical knowledge of life insurance market to be carried out, mixing offers, investment strategies, IT tools and distribution channels.
- 4. Périclès Consulting would assist you according to your need, from pre-project phases (analyze, define, study feasibility and impacts...) to implementation phases (IT evolution, product specifications, commercial launch...).
- 5. We can even extend our scope of assistance relying on Périclès Actuarial in order to help you on the definition of investment policy for new funds and associated business model.



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Our approach | Process to launch EuroCroissance





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Some credentials & feedbacks

BUILD EUROCROISSANCE OFFER AND STUDY IMPACTS

- Clients : Bankinsurer
- Duration : 6 months
- **Results** : offer defined, impacts analyzed, scenarios built and discussed, budget estimated for the whole project (IT and business workloads)

LAUNCH 2 EUROCROISSANCE OFFERS

- **Client** : Insurer for 2 separated networks
- **Duration** : 12 months
- **Result** : offer defined, IT specifications written and validated, budget estimated, project and implementation managed, commercial performance followed.

- **« A great overview of the market »** : thanks to our professional club in Life Insurance, we get a good vision of products and services currently existing but also under-cover innovations. We often perform benchmarks on products, online services, back-office efficiency, distribution.... On top of our operational jobs for major stakeholders of the European market (France, Luxemburg, and soon Swiss)
- Save your team's time when you call for our skills, expertize and know-how to launch a new product. You can also rely on our ability to manage transversal projects involving several businesses. We mobilize your internal team and respect deadlines.
- **Technical support** may be needed when defining the product itself possible dans le cadre du développement produit lui-même (modalités sur les frais, choix d'investissement, ALM,...) ou plus largement pour évaluer la rentabilité et élaborer le business model des offres

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