



2016 Best Banking Group in France

World Finance 2014, 2015 & 2016



#1 “Clients Relationship Banking Award”

Bearing Point – TNS Sofres 2017



“One of the savest banks”

In the Eurozone

ECB's Review (AQR and Stress test adverse scenario)



Investor Presentation May 2017 / Full Year 2016

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- Audit procedures have been performed on the consolidated financial statement. The audit certificate will be issued after finalization of the additional procedures required for the publication of the annual financial report.
- Crédit Mutuel-CM11 Group ("The Group") represents the Group members of the Caisse Fédérale de Crédit Mutuel and the consolidated data of its subsidiaries: the Caisses de Crédit Mutuel Centre Est Europe, Sud-Est, Ile de France, Savoie-Mont Blanc, Midi-Atlantique, Loire-Atlantique & Centre-Ouest, Centre, Normandie, Dauphiné-Vivarais, Méditerranée and Anjou, and their common Caisse fédérale (CF de CM), and of the Banque Fédérative du Crédit Mutuel, its main subsidiaries: ACM, BECM, IT, the CIC, Targobank AG Germany, Cofidis, CIC Iberban and others,
- The changes at constant scope are calculated after: adjusting for companies which entered the consolidation scope between January 1st 2016 and December 31st 2016: the leasing and factoring entities acquired from General Electric Capital in France and Germany (retail banking segment), North Europe Life Belgium (insurance segment), a restatement for the difference in the consolidation period of Banif Mais (6 months in 2015, 12 months in 2016, retail banking segment), Atlantis (6 months in 2015, 12 months in 2016, insurance segment), a restatement due to the change in consolidation method of Targobank Spain (retail banking segment) and Amgen Seguros Generales Compagnia De Seguros Y Reaseguros, SA (insurance segment): accounted for using the equity method in 2015, fully consolidated in 2016.
- Full year 2016 financial data has not been audited, and has only undergone limited review.

Agenda

1.	Crédit Mutuel – CIC: Ratings & Awards	5
2.	A sound Business Model	8
3.	Key Highlights 2016	12
4.	Asset Portfolio	18
5.	High level of capitalisation	20
6.	Proven and solid liquidity	23
7.	Crédit Mutuel Home Loan SFH	26
8.	Structure of Groupe CM11	39

1.

Awards & Ratings

Awards



#1 2017 Clients Relationship Banking Awards

TNS – Sofres 2014, 2015, 2016 & 2017



#1 French Bank among « The World's Best Developed Markets Banks »

Global Finance 2014, 2015 & 2016



Best Banking Group in France


World Finance 2014, 2015 & 2016



Best ESG Risk Management Team in France

Capital Finance International 2015

Ratings: One of the best rated European Banks

	MOODY'S	STANDARD & POOR'S	FitchRatings
 Crédit Mutuel Groupe CM11	Aa3 stable	A stable	A+ stable
 BNP PARIBAS	A1 stable	A stable	A+ stable
 SOCIÉTÉ GÉNÉRALE	A2 stable	A stable	A stable
 BPCE	A2 stable	A stable	A stable
 CRÉDIT AGRICOLE	A1 stable	A stable	A positive

2.

A sound Business Model

Our factories are integrated in a unique IT system providing high quality products and services to our distribution networks



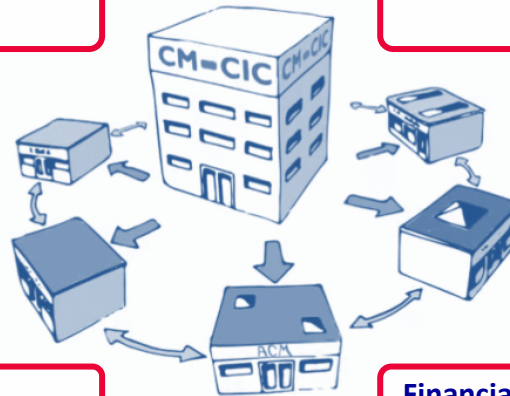
Electronic banking

- > Acquiring activities
- > State of the art internet & mobile phone banking apps
- > Distribution of mobile phones
- > NFC mobile payments
- > Providing technical services to other banks and major cooperations



Lending

- > Home Loans
- > Consumer loans: direct & POS
- > Debit & Credit Cards
- > Leasing / Factoring
- > SME & Corporate Banking



Protecting

- > Non life insurance
 - Property & Casualty, Automobile, Health, Personal Protection, Borrower
- > Home automation devices & Residential Surveillance
- > Crop protections
- > Mutual health funds



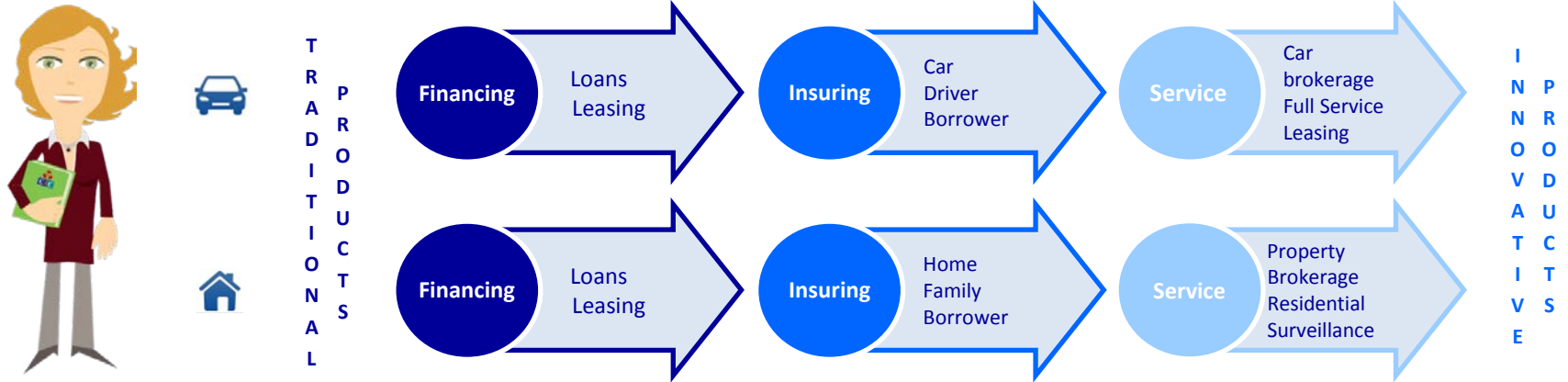
Financial Services

- > Life insurance
- > Current & Saving accounts
- > Brokerage
- > Asset & Wealth Management
- > Private Banking



Innovative products meeting the changing expectations of our customers

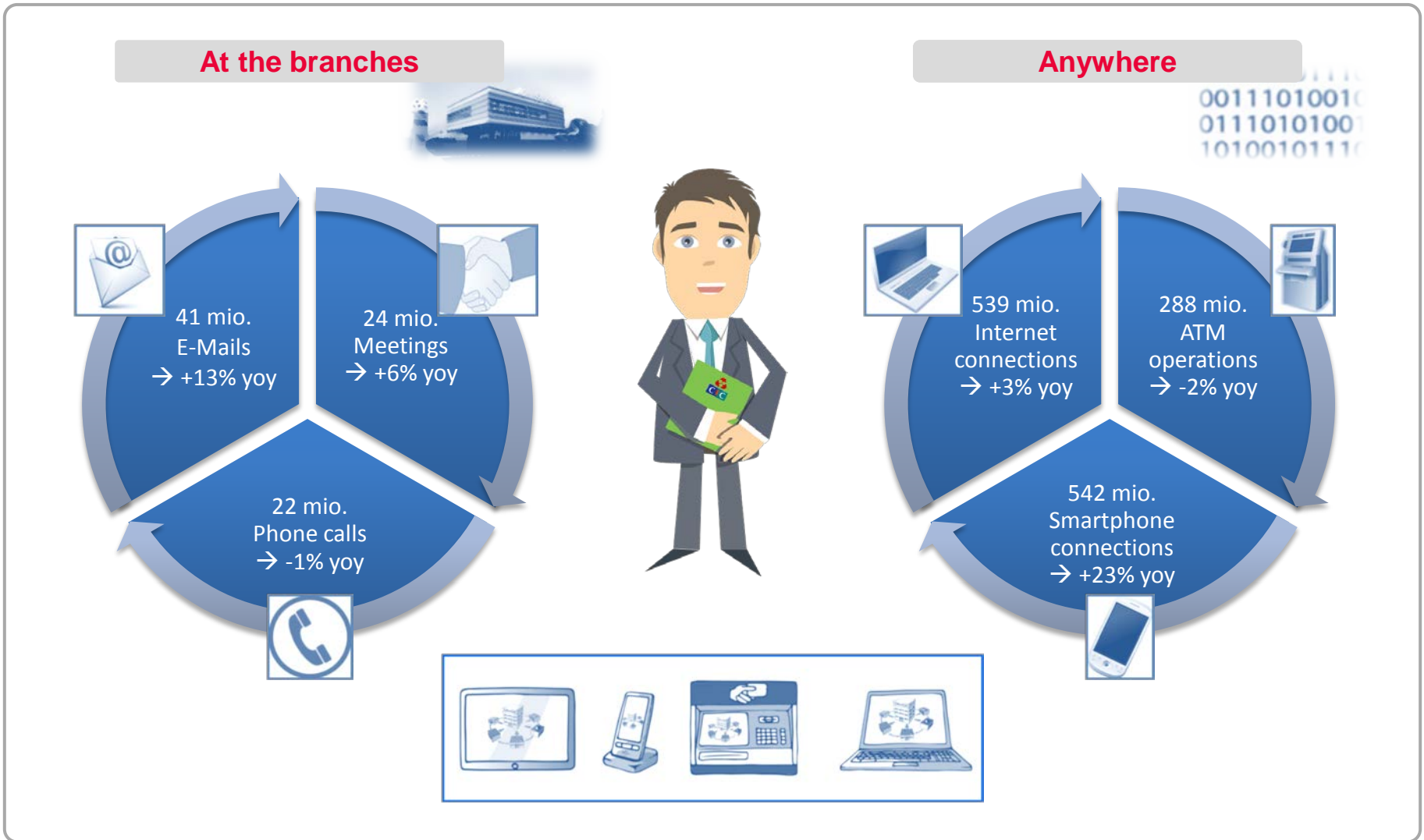
Innovative additional sales from our traditional product lines



Mobile phones in France: Servicing & payments

Crédit Mutuel Mobile

- n°1 Full 4G MVNO in France
- A value added distribution network with 3.994 branches
- 1.56 million clients

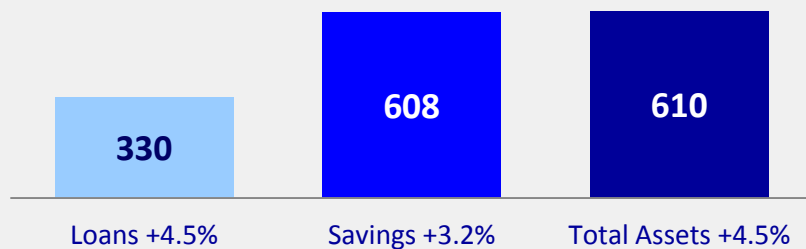


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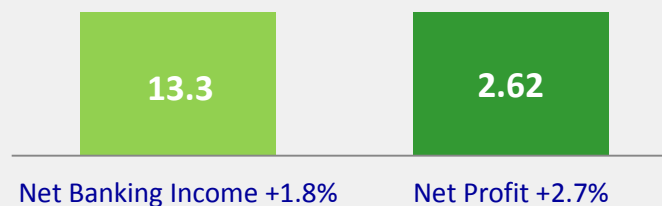
Key Highlights 2016

Key highlights for 2016

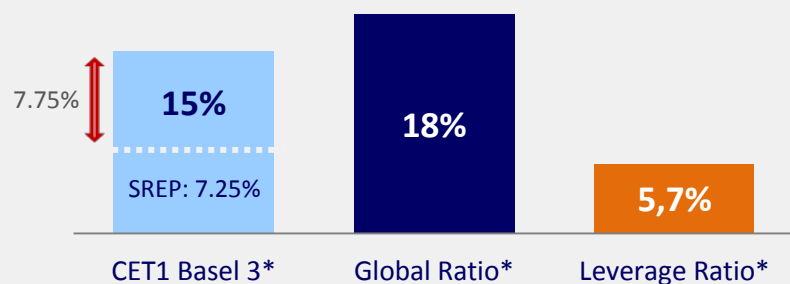
Sustained commercial activity (bn€)



Earnings growth (bn€)



Increased financial strength



CM11 Group in 2016

- Growth in activity in all the banking, insurance and service businesses
- Solid financial position strengthened
- Active contribution to the financing of the economy in the regions

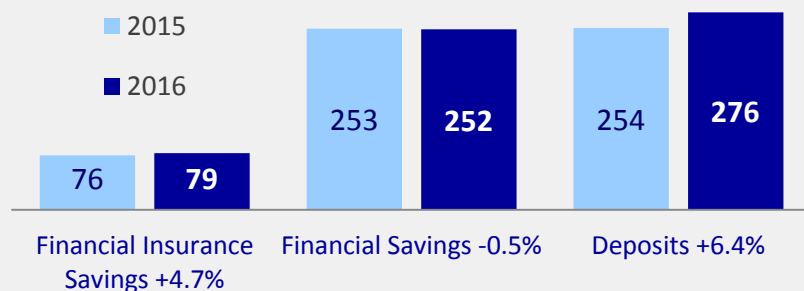
yoy growth on a constant perimeter

SREP as of January 2017

* excluding temporary measures

92 000 new clients, up to 23.8 millions

Savings € 608bn

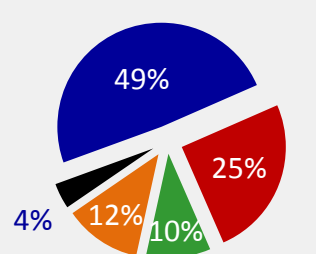


Savings +3.2% yoy*

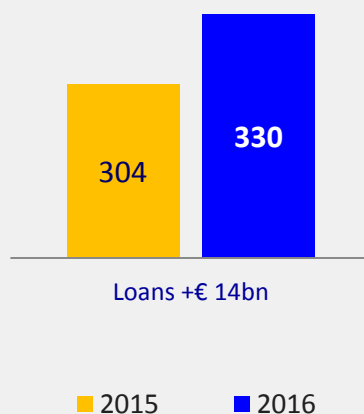
Continuous growth in each category

- Insurance savings' growth driven by a € 6.3bn new production
- Deposits +€ 16.3bn*
 - Current accounts +€ 9bn*
 - Home purchase savings +€ 2.9bn*

Loans € 330bn



- Home Loans
- Equipment & Leasing
- Consumer & Revolving
- Operating
- Others



Loans +4.5% yoy*

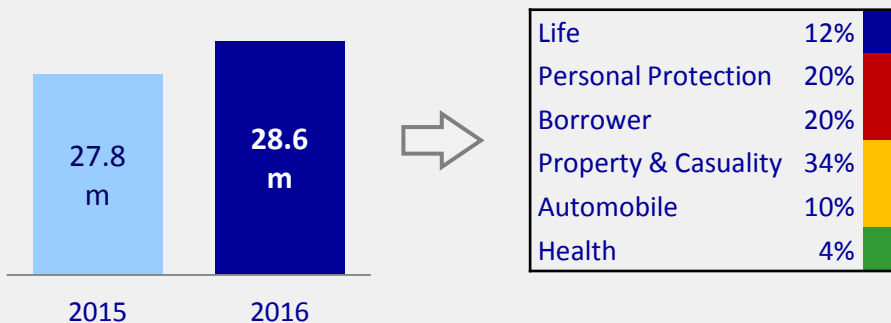
The Group is still actively financing the economy

- Home Loans +€ 4.7bn* → +3%
- Acquisition of the GE Capital Entities → +€ 10.1bn* in factoring & leasing
- Consumer Loans: +€ 1.9bn* → +6.4%
- Loan to Deposit Ratio 119.6% / -0.1 bp

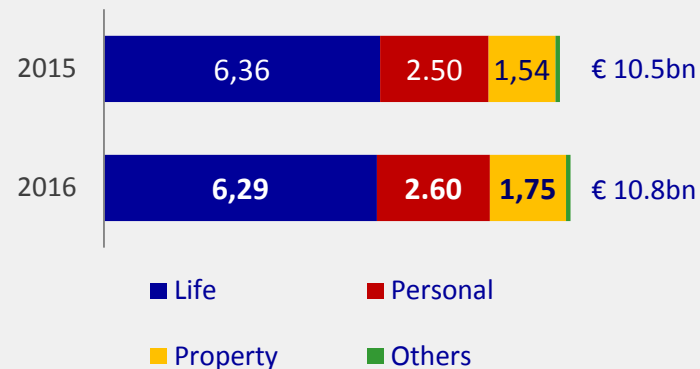
Growth of Savings and Loans on a constant scope
* constant scope

Insurance: The second business line

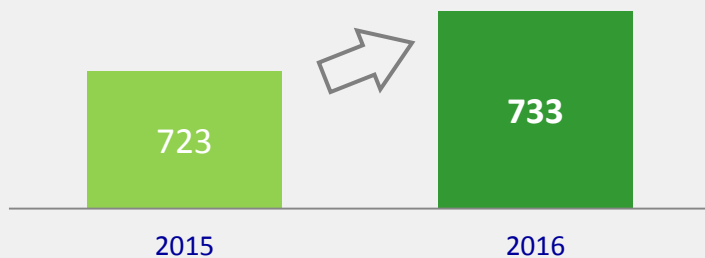
Insurance contracts +3%



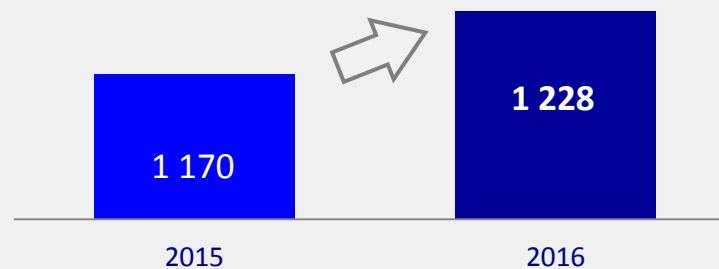
Turnover: € 10.8bn / +2.3%



Net result +0.4% (m€)



Net commissions paid to the Network +4.9% (m€)



Innovative services supporting the growth of the group

n°1 in Residential Video Surveillance

- Euro Protection Services runs since 1986
- 415 000 subscribers (+6.5% yoy)
- 31% market share among individuals

n°1 Full MVNO in France*

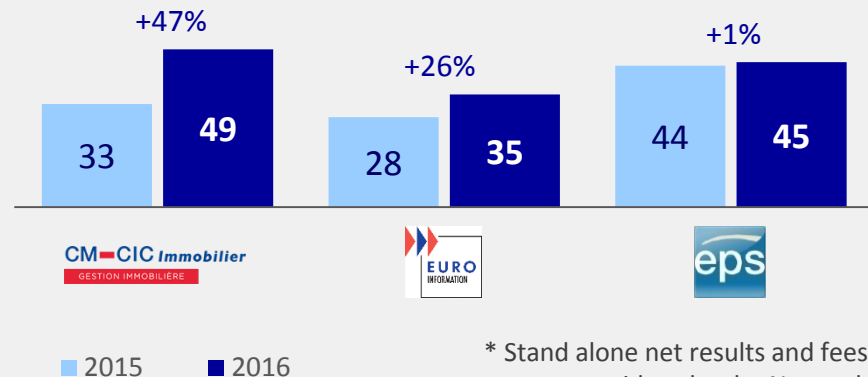
- EI Telecom has 1.56 million clients
- 50 000 new telephone subscriptions in 2016

* in terms of clients and Turnover

Property sales +34%

- CM-CIC Agence immobilière sells properties to build to individuals
- 8 800 new properties booked in 2016

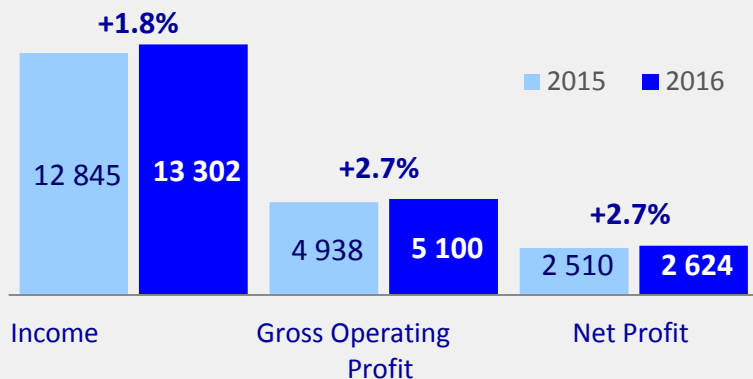
A € 129m contribution yoy* to the results: +22%



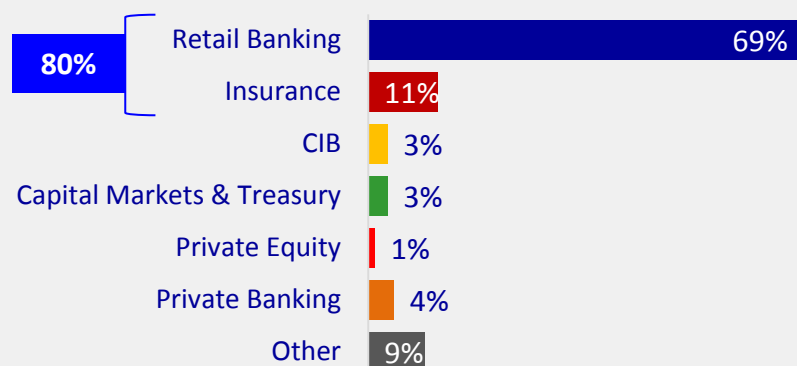
* Stand alone net results and fees paid to the the Network

Sound improvement in results

The highest Net Profit ever (m€)



Operational business lines' contribution to 2016 Income



The Group's net income grew by 1.8% in 2016, particularly fueled by growth of fees & commissions in retail banking

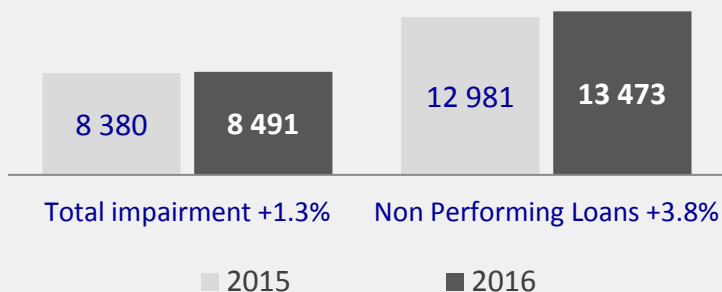
- The group's net profit rose by 2.7% to € 2.6bn
- Shareholder's equity reached € 39.6bn, CET1 ratio at 15%
- Income from retail banking at € 9.682bn (-0.8%)
 - Consolidation because of a low interest environment and renegotiations of housing loans
 - Decrease of interest margins of CM11, CIC and Targobank Germany
- Turnover of our insurance activity: € 10.8bn / +2.3%
 - resilient results in the second largest business line with a stable net income of € 733m
- Major external growth generated by the acquisition of General Electric's factoring and leasing activities in France & Germany

4.

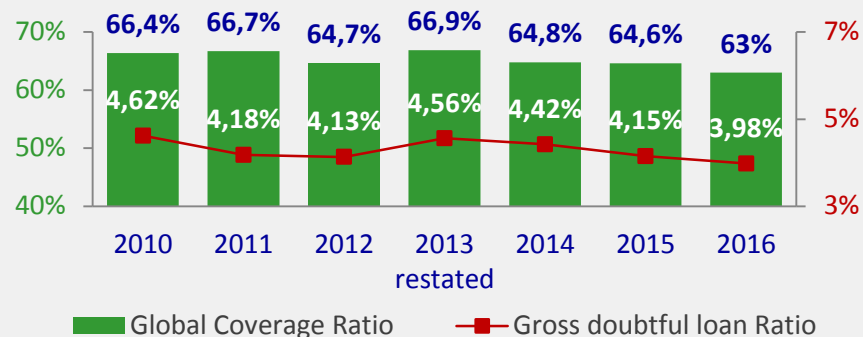
**Asset Portfolio:
A moderate
risk profile**

Monitoring the credit risks

Non Performing Loans are stable (m€)



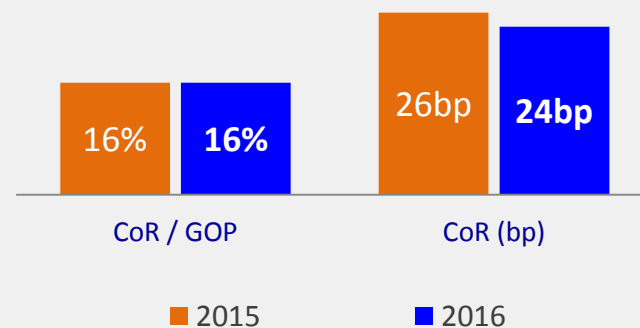
Gross doubtful loans and coverage ratios



Improving Cost of Risks

- Overall 2016 cost of risk increased by € 23m to € 826m, driven by ...
 - ... the addition of Targobank Spain to the full consolidation base, which represents a cost of risk of € 100m
 - ... acquisition of General Electric's factoring & leasing entities
- Improvement of cost of risk for customers in retail & private banking

Risk Ratios

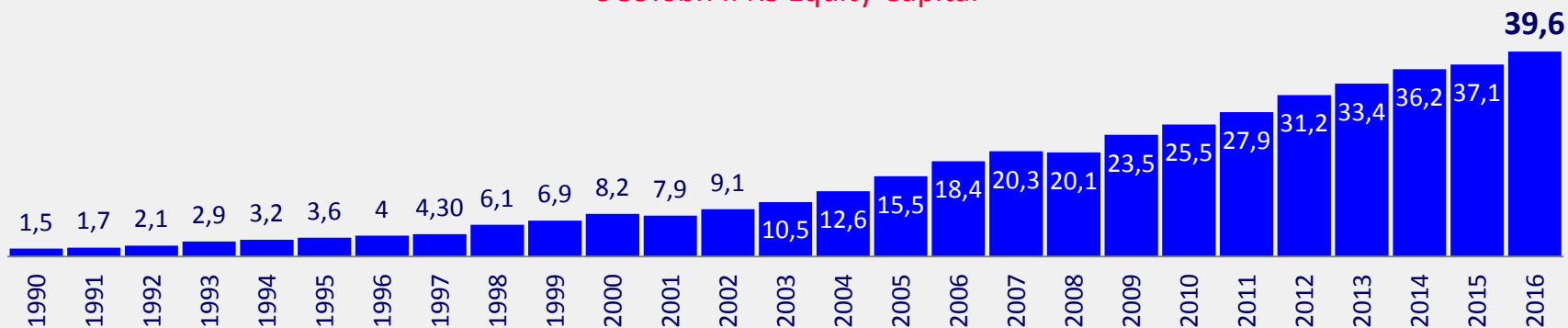


5.

**High level of
capitalisation**

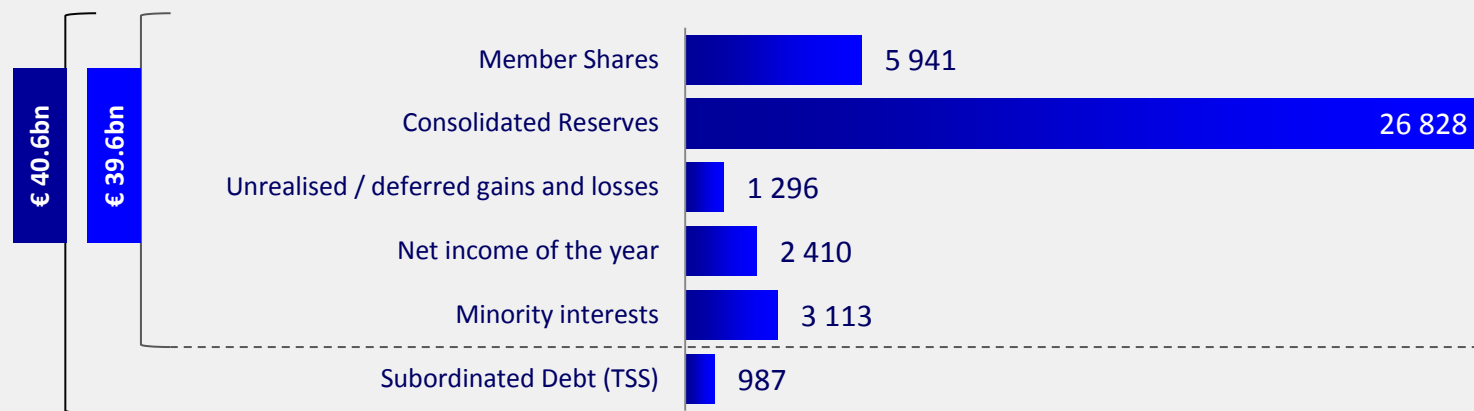
Steady organic capital generation over the last 25 years

€ 39.6bn IFRS Equity Capital



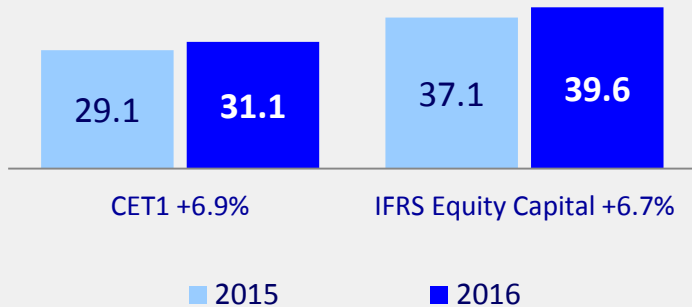
Capital in 2015 restated, figures in bn€

€ 40.6bn IFRS Equity Capital breakdown + TSS (m€)

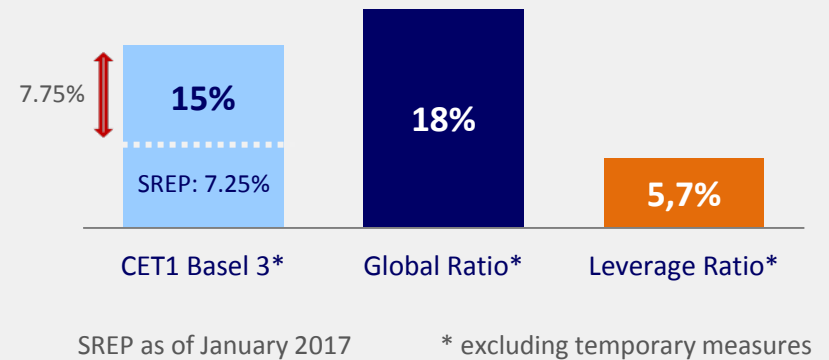


High level of capitalisation

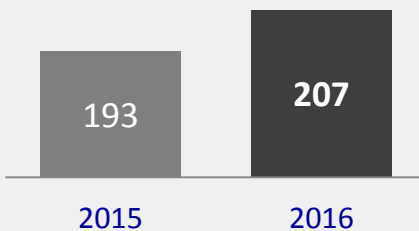
Common Equity Tier 1 & IFRS Equity Capital (bn€)



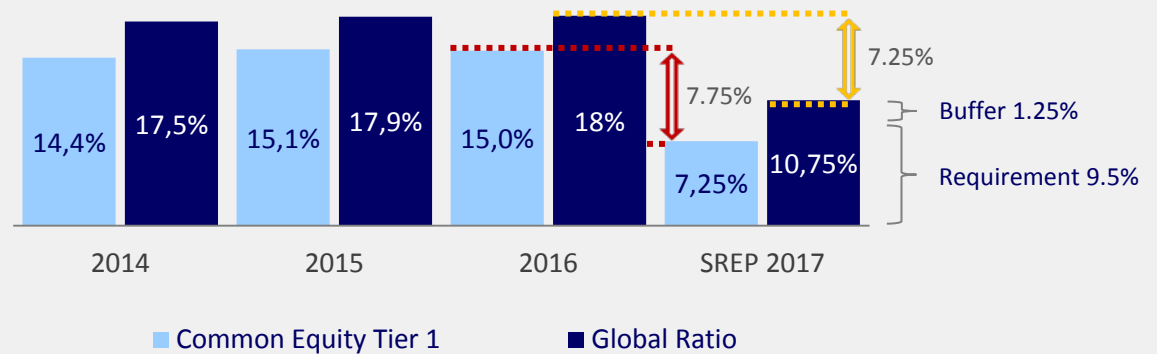
Ratios of Equity Capital



Total RWA +7.6% (bn€)



Evolution of Equity Capital & SREP Requirements

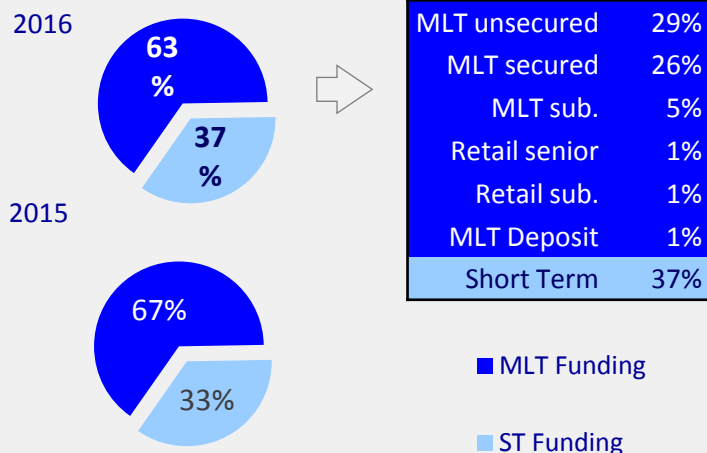


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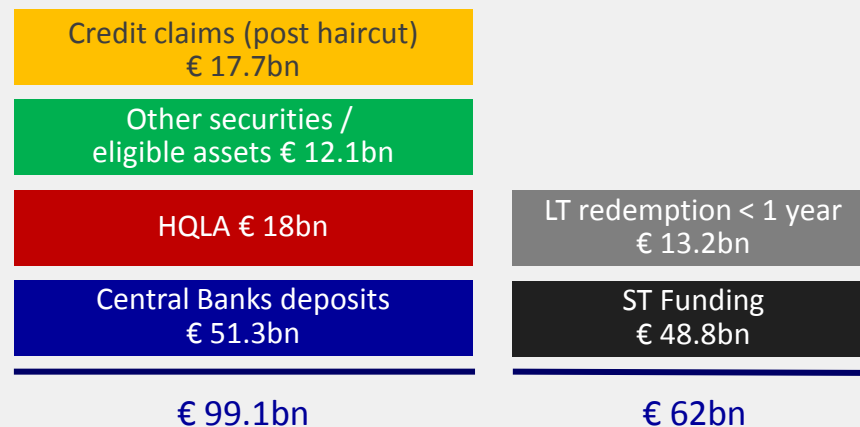
**Proven &
solid liquidity**

€ 133bn Central Funding* as of December 31st 2016 / +7% yoy

Funding breakdown



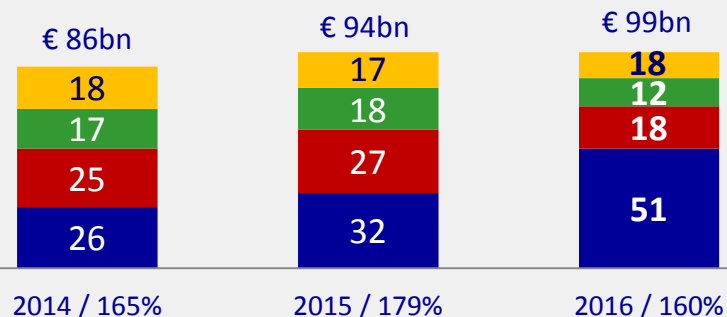
Eligible Buffer* / ST Redemption = 160% at end 2016



- +37.5bn€ of excess stable funding
- LCR ratio = 140%

* Funding includes TLTRO and excluding Targobank Germany, Banque de Luxembourg and the CIC New York and Singapore branches

Liquidity reserves (excluding intra-day reserves)



2017 vs 2016 MLT funding issues

2017 MLT funding program*

- € 13.1bn maturing in 2017
- € 7.4bn raised as of May, 23rd 2017
- 5.3 years average maturity
- 90% unsecured / 10% covered
- 89% EUR - 5% GBP - 6% CHF

2016 MLT funding program*

- € 12.5bn matured in 2016
- € 12.5bn raised as of December 2016
- 5.6 years average maturity
- 88% unsecured / 12% covered
- 79% EUR - 13% USD - 8% JPY

Type	Issued in	Volume ('000 000)	Currency	Years to maturity	Maturity
Senior Unsecured	May-17	250	CHF	8+	Dec-25
Senior Unsecured	May-17	1.250	EUR	10	May-27
Senior Unsecured	Feb-17	190	CHF	8	Feb-25
Senior Unsecured	Jan-17	1.250	EUR	5	Jan-22
Senior Unsecured	Oct-16	121.200	JPY	5/7/10	Oct-21/23/26
Senior Unsecured	June-16	1.000	EUR	4	June-20
Senior Unsecured	Apr-16	1.000	USD	5	Apr-21
Senior Unsecured	Apr-16	750	USD	3	Apr-19
Senior Unsecured	Mar-16	1.500	EUR	3+	June-19
Senior Unsecured	Jan-16	1.250	EUR	10	Jan-26
Tier 2	Mar-17	500	EUR	10	Mar-27
Tier 2	Oct-16	700	EUR	10	Oct-26
Tier 2	Mar-16	1.000	EUR	10	Mar-26
Covered Bond	Feb-17	750	EUR	8	Feb-25
Covered Bond	Jan-15	1.500	EUR	6+	Sept-22

* excluding TLTRO

7.

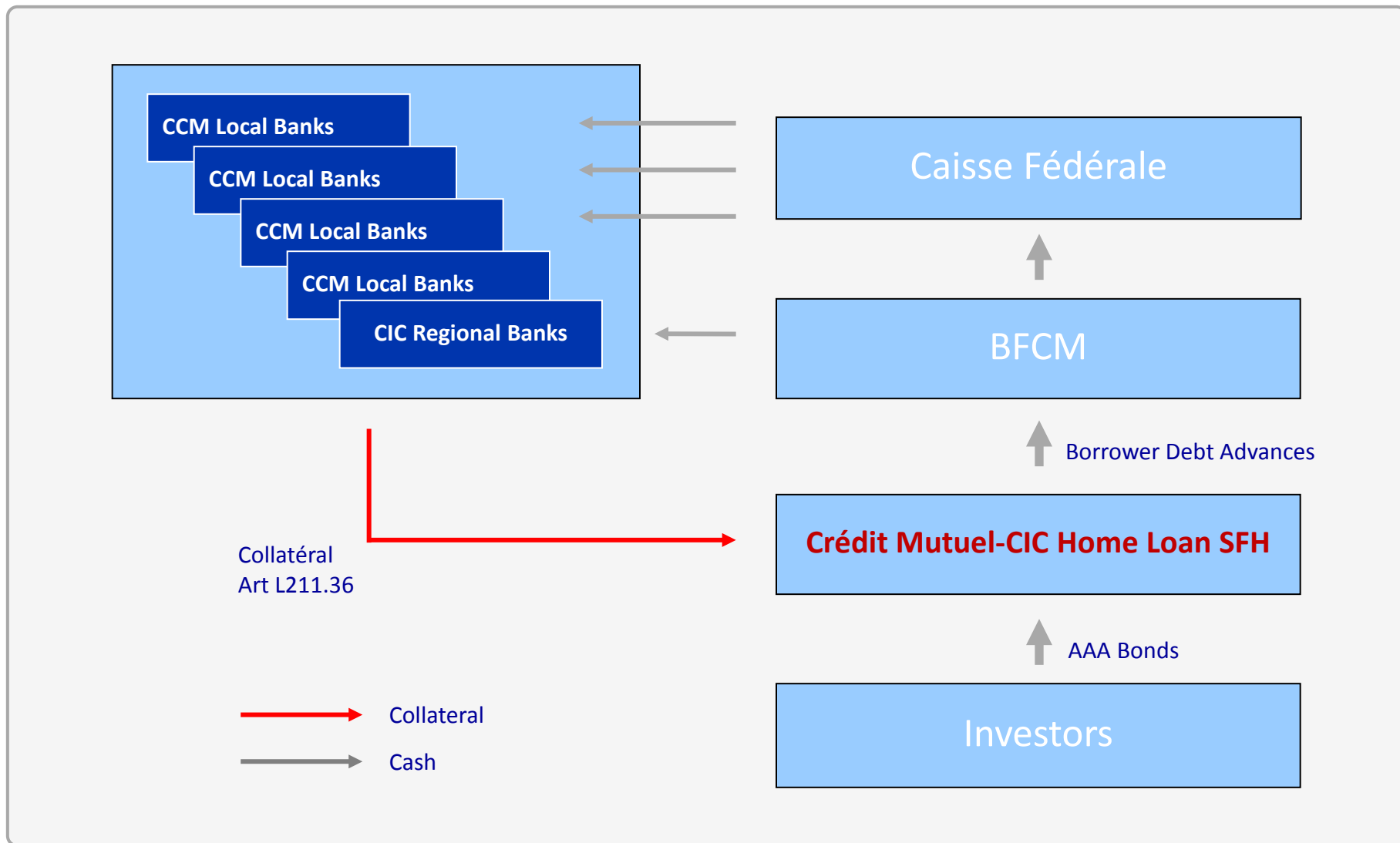
CM-CIC Home Loan SFH

Crédit Mutuel – CIC Home Loan SFH: Summary

- **Banque Fédérative du Crédit Mutuel (“BFCM” or the “Borrower”)**
 - > Holding and central financing entity of the Crédit Mutuel-CIC Group
 - > Senior unsecured debt ratings of A (stable) / Aa3 (stable) / A+ (stable) by S&P, Moody’s and Fitch Ratings respectively
- **Crédit Mutuel & CIC (the “Collateral Provider”)**
 - > Third largest retail bank in France in terms of number of branches
 - > Third largest provider of home loans in France
- **Crédit Mutuel-CIC Home Loan SFH (the “Issuer”)**
 - > Crédit Mutuel-CIC Home Loan SFH is a French credit institution (établissement de crédit) approved and regulated by the regulator *Autorité de Contrôle Prudentiel et de Résolution* (ACPR)
 - > Full recourse obligation of the Issuer to BFCM
 - > AAA / Aaa / AAA expected ratings issuance with hard bullet maturities
 - > Standard covered bond features: Asset Cover Test with 80% LTV cap and 92.5% maximum asset percentage
 - > A bankruptcy of BFCM cannot result in insolvency proceedings being extended to Crédit Mutuel-CIC Home Loan SFH
- **French Home Loan Cover Pool**
 - > Crédit Mutuel-CIC’s French residential home loan portfolio, subject to Eligibility Criteria
 - > Prime residential mortgages and guaranteed home loans (“crédits cautionnés”)
 - > Weighted average indexed current LTV of 63%, weighted average seasoning of 69 months*

* source: Investors Report May 2017

Structure overview of the SFH Program



The AAA issuer of Groupe Crédit Mutuel-CM11

- **Crédit Mutuel-CIC Home Loan SFH**
 - > A French credit institution, licensed and supervised by the *Autorité de Contrôle Prudentiel et de Résolution* (ACPR), the French Banking Supervisory Authority
 - > Audited by *Price Waterhouse Coopers* and *Ernst & Young*
- **Crédit Mutuel Home Loan SFH is subject to a statutory limitation of activities**
 - > Issuer's single purpose is to issue covered bonds and to provide funding to the Group's entities
 - > Limited recourse and non petition clauses included in all contracts signed with third parties
 - > Double recourse to BFCM and the collateral ("cover pool" of home loans)
- **In case of a Borrower Event of Default: automatic collateral enforcement**
 - > Regulated by common law: European collateral directive provisions transposed into the French Monetary and Financial Code (Article L211-38 July 2005)
 - > Segregation of assets by Collateral Providers (*The Group*) to the benefit of the Issuer (*Crédit Mutuel Home Loan SFH*)
 - > Assets will be entirely transferred in case of collateral enforcement
- **Crédit Mutuel-CIC Home Loan SFH benefits from the new legal framework (SFH) approved by the French Parliament in October 2010 (Bankruptcy law, UCITS 22.4 compliance)**

Key Terms

Issuer	Crédit Mutuel-CIC Home Loan SFH
Program size	€ 30 bn.
Ratings	AAA (S&P) / Aaa (Moody's) / AAA (Fitch)
Risk Weighting	ECBC Label + CRR / CRD4 compliant
Maturity Type	soft bullet
Currency	any
Listing	Paris
Governing Law	french
Max. LTV	100% (with LTV cap at 80% for ACT)

Asset Quality

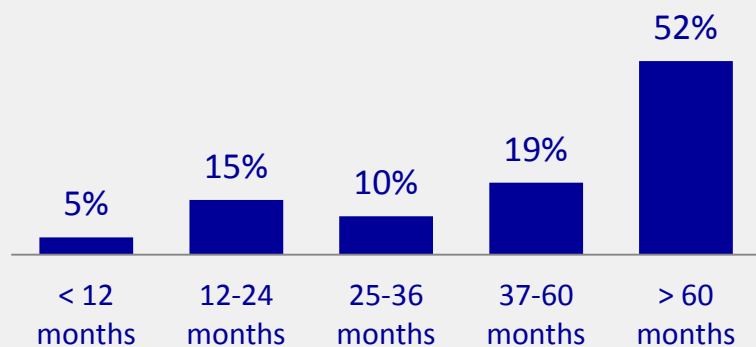
Strongly rated instrument	AAA / Aaa / AAA by S&P, Moody's and Fitch Ratings Exposure to the high quality French home loan market
Full support of the CM11 Group	Third largest retail bank in France. A (<i>stable</i>) / Aa3 (<i>stable</i>) / A+ (<i>stable</i>) expected ratings from S&P, Moody's and Fitch Ratings A stable and profitable banking Group with a low risk business model
High quality cover pool	Low non-performing loan rate Advanced customer scoring monitoring systems
Structural features of the program	Asset Cover Test governs overcollateralisation level and mitigates negative carry risk Hedging strategy and liquidity providers mitigate market and liquidity risks

Cover Pool as at May, 10th 2017

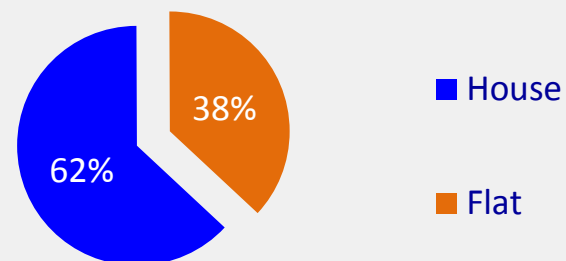
Pool Notional	€ 30 bn.
Type	Prime French residential mortgages and guaranteed home loans
Number of loans	382.485
WA Current LTV	63%
WA Indexed LTV	63%
Seasoning	69 months
Interest Type	90% fixed, 10% floating and indexed
Max. loan amount	1.000.000 €
Breakdown of cover pool outstanding	72% mortgages, 28% guaranteed

Cover Pool as at May, 10th 2017

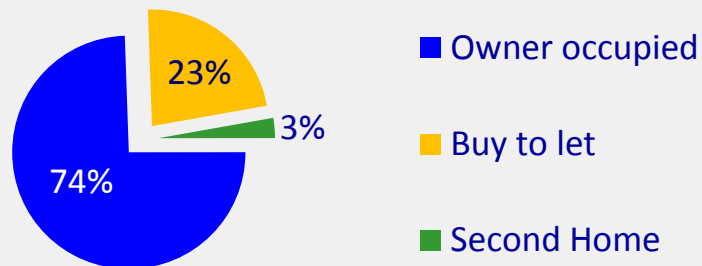
Maturity



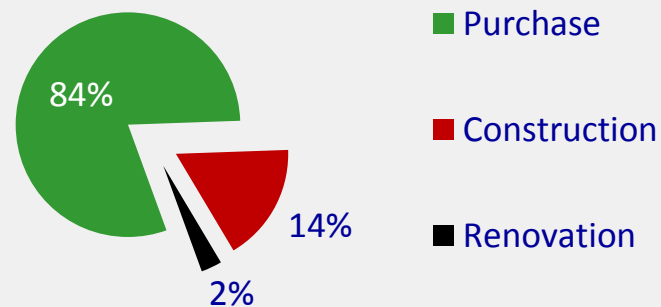
Property type



Occupancy

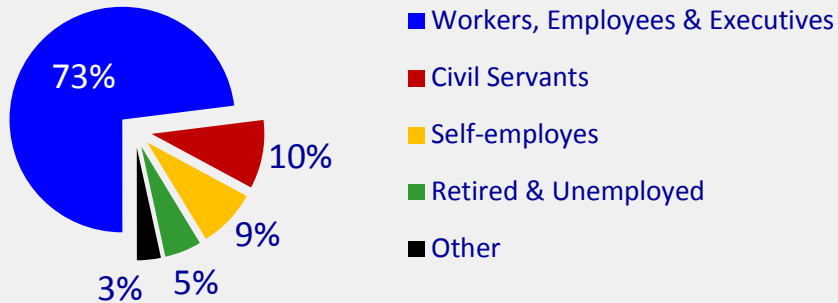


Loan purpose

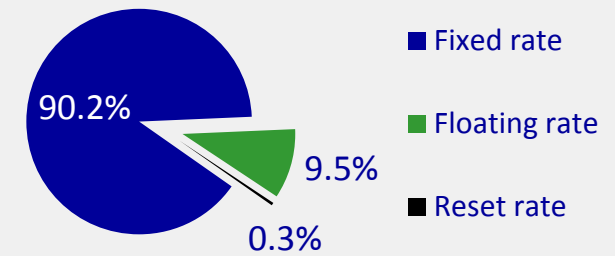


Cover Pool as at May, 10th 2017

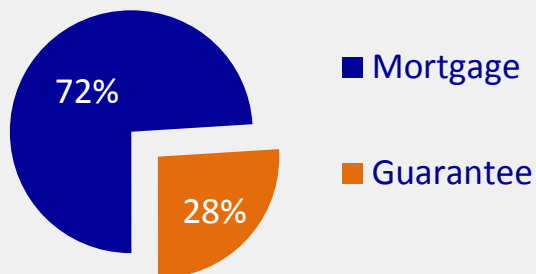
Employment type



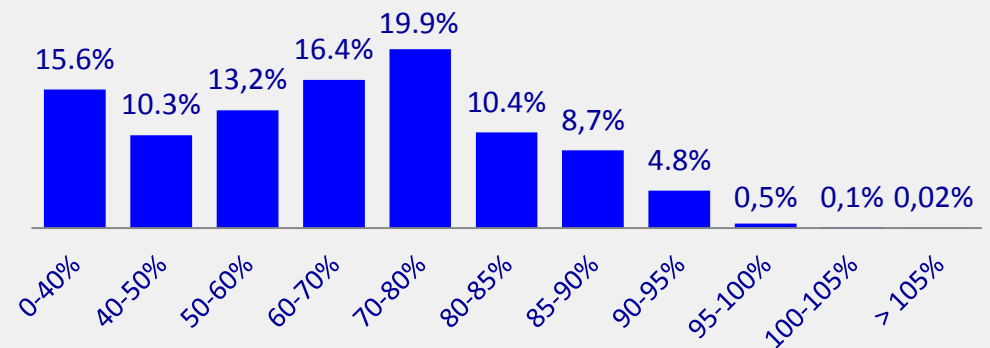
Rate type



Collateralisation



Unindexed LTV



A sound French housing market

Favorable structural factors

- growing population
- one of the lowest home ownership ratios in Europe
- French housing market is characterized by inadequate growth in supply vis à vis strong and structural demand
- shortage of housing supply drives the evolution of prices in France

“Market Indicators for France – Observatoire Crédit Logement April 2017”

Rate	Maturity	Activity
Average Interest rate 1.55%	Average maturity of housing loans 17.7 years	New production (turnover) +14.1%
Interest old property: 1.56% Interest new property: 1.63%	Average cost of a housing loan 4.05 years of a household's annual income	New production (volume) +5.9%

A sound French housing market

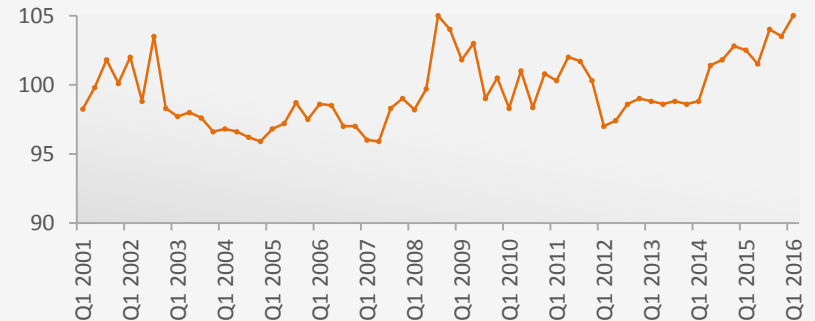
Low risk with only prime home loans and conservative origination policy

- Borrowers' repayment cannot exceed 33% of the disposable income (31% average debt ratio)
- Close analysis of the client
 - ✓ work status
 - ✓ regularity of income
 - ✓ credit history
- Home loans are attributed to the client and not to the asset
- Sustainable maturity production of 17.7 years average*
- More than 90% of home loans have a fixed rate to maturity
- All the loans are guaranteed
- The French housing market is fairly resilient thanks to the low interest rates
 - 1.55% in April 2017 vs. 1.62% in June 2016*

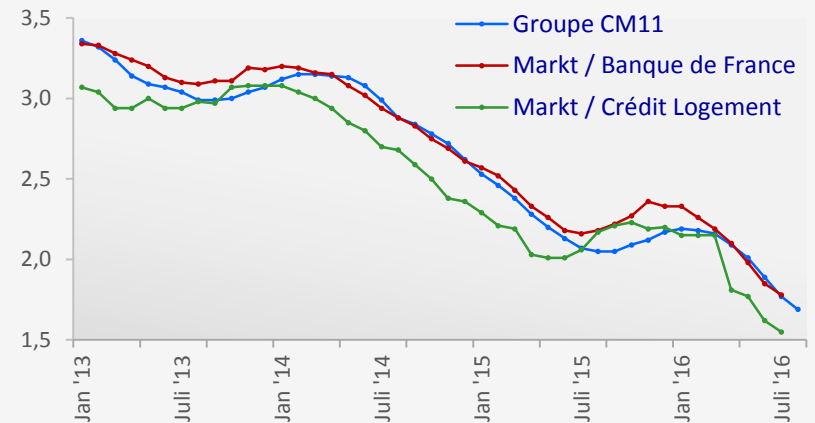
* without insurance

Sources: Crédit Logement / CSA APR 2017, Banque De France simplified charts

Solvency of borrowers, Base: 100



Home loans of individuals in France & CM11: Interest Rates



SFH: Framework European Peer Comparison

	Société de Financement de l'Habitat (SFH)	Germany - Issuer of Hypothekenpfandbriefe
Legal Over-Collateralization	105%	102%
Underlying Real Estate property prudent re-appraisal	YES	YES
Maximum Loan-to-value	80%	60%
Commercial Real Estate	NO	YES
Location of real estate property	UE, EEA + non EEA with AAA-AA	UE, EEA, non EEA with AAA-AA (max. 10%)
Replacement securities /substitutional assets	15%	20%
Regulatory oversight	YES, "Specific Controller"	YES, "Sachwalter"
Acceleration of Covered Bonds	NO	NO
Liquidity Risk Management	180-day needs must be covered at all times	180-day needs must be covered at all times

8.

Structure of Groupe Crédit Mutuel CM11

Origins of Crédit Mutuel

Co-operative roots

- During the 19th century, Frédéric-Guillaume Raiffeisen (1818-1888) elaborated a new concept to fight against the poverty of farmers and handworkers
- He imagined and encouraged the foundation of mutual local banks managing the deposits and loans of their members, financing the local farming sector and development of new technologies, under the responsibility of the community members



The framework of Crédit Mutuel is founded

- 1882, foundation of the first Caisse de Crédit Mutuel in Alsace
- Loans are only granted to members
- Each member of the Caisse has only one vote
- The elected members are volunteers, not remunerated (pro-bono)
- The financial surplus is not distributed to the members but placed into a non distributable reserve
-



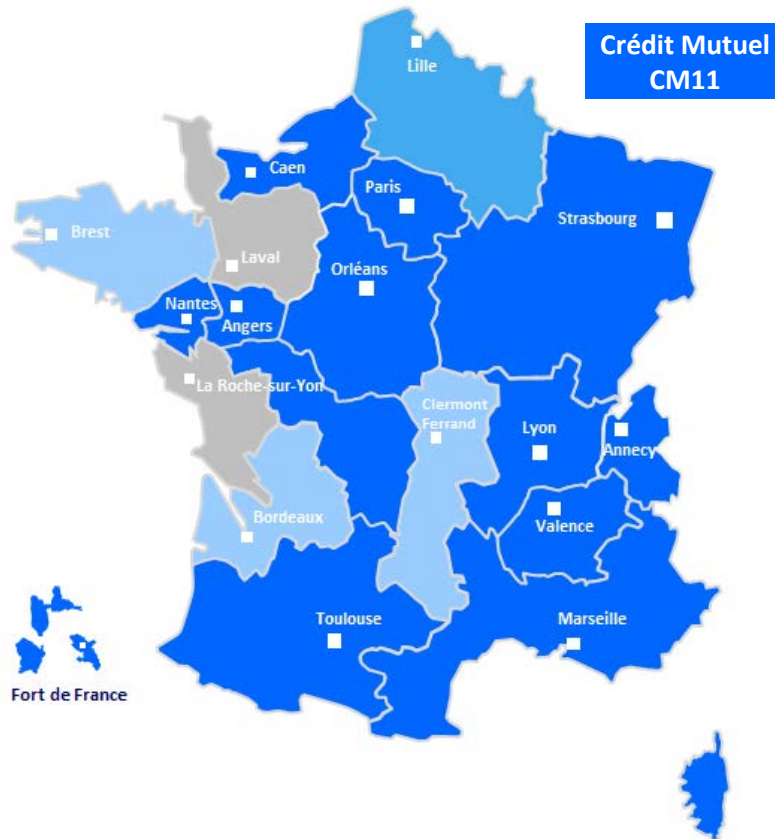
These principles are still applied today

- Crédit Mutuel is a co-operative group at the service of its members and clients which promotes rational development

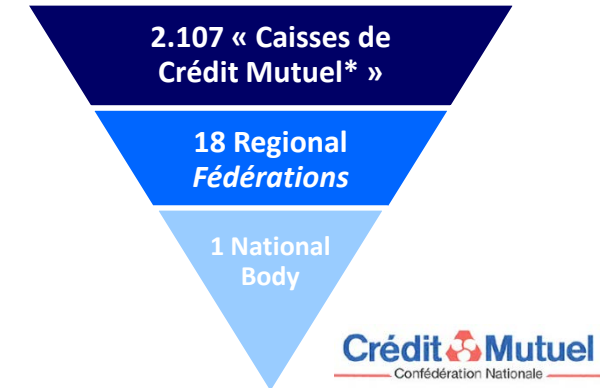




18 Fédérations



Structure



Governance*

- 7.7m members
- 24.000 non executive directors
- 81 657 employees

* as at Dec. 2016

Building up Groupe Crédit Mutuel-CM11

Banking

- 1882 First *Caisse de Crédit Mutuel* “La Wantzenau” (Alsace)
- 1919 Foundation of *Banque Fédérative du Crédit Mutuel* (BFCM)
- 1992 – 2012 *Crédit Mutuel Centre Est Europe* becomes CM11
- existing Federations: *Alsace, Lorraine, Bourgogne, Champagne*
 - acquired Federations: *Lyon* (1993), *Paris* (2002), *Annecy* (2006), *Toulouse* (2009), *Nantes / Orléans / Caen / Valence / Marseille* (2011) and *Angers* (2012)
- 1998 BFCM buys 67% of *CIC* (100% in 2001)
- 2008 BFCM acquires 100% of *Citibank Germany*, renamed *Targo Bank*
- 2008 – 2013 BFCM gradually increased its share of *Cofidis* from 33% to 54.6%
- 2010 Foundation of a franchise in Spain with BPE: *Targo Bank*
- 2011 50 / 50 agreement for *Banque Casino* (French distributor)
- 2013 Foundation of *Monetico*, a world leader of payment solutions with *Desjardins*
- 2013 – 2014 Increase of the share capital of *Banque de Tunisie* to 34%
- 2015 *Cofidis Participations* acquires 100% of *Banco Banif Mais*, a Portuguese consumer finance entity
- 2016 *Targobank Spain*: BFCM increases its share capital from 50% to 51%
- 2016 BFCM completes the acquisition of *General Electric’s* leasing & factoring business in France and Germany

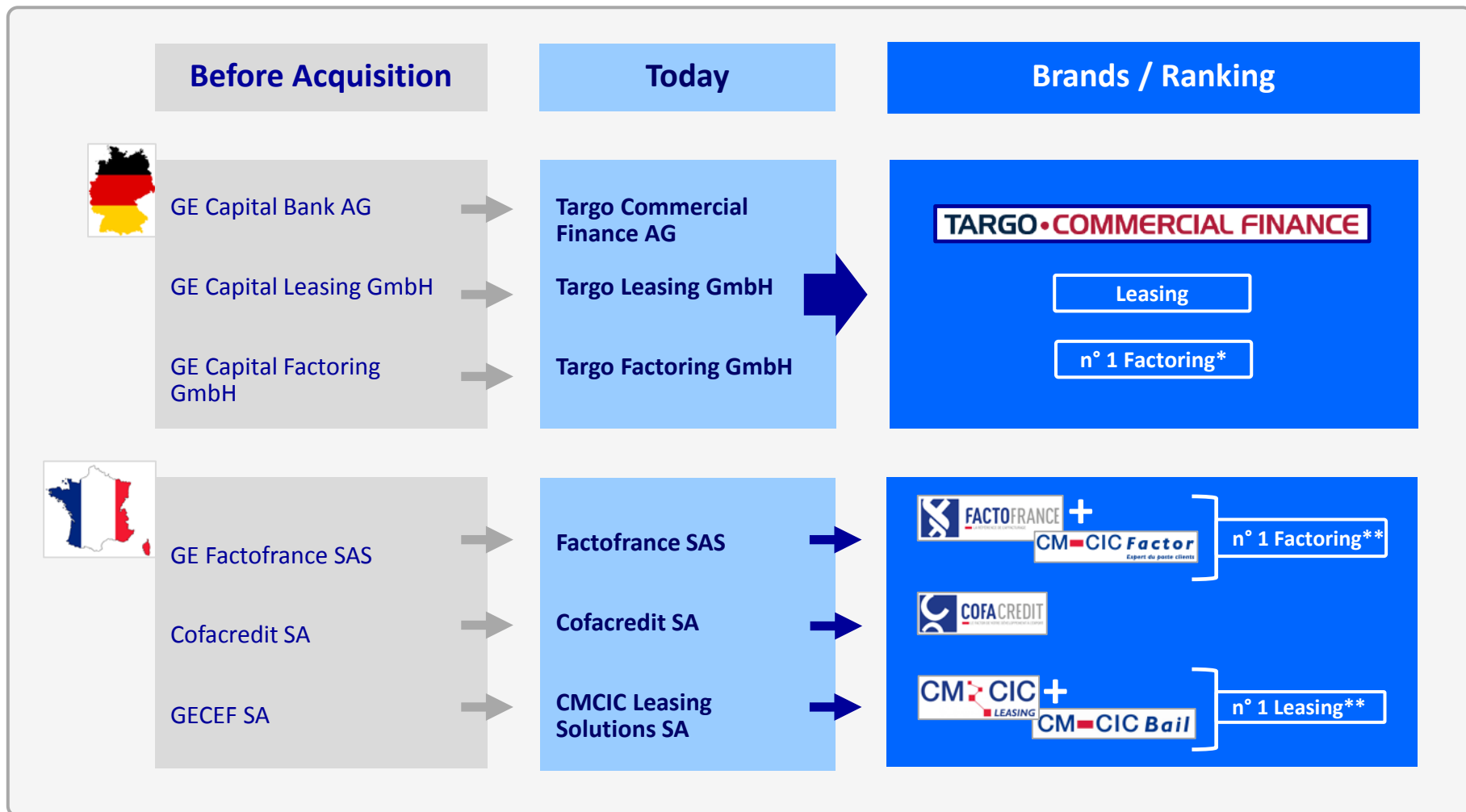


Insurance

- 1971 Foundation of *Assurances du Crédit Mutuel* (ACM)
- 1989 – 2014 ACM holds 10% of each *Desjardins’* insurance company and is involved in the “*State Farm MD Canada*” transaction
- 2008 – 2009 Joint-Venture with *RACC Spain* → *RACC Seguros* (49%)
- 2012 – 2013 ACM buys 60% of *Agrupacio Mutua* (AMCI) Spain
- 2015 BFCM acquires 100% of *Atlantis Seguros* Spain

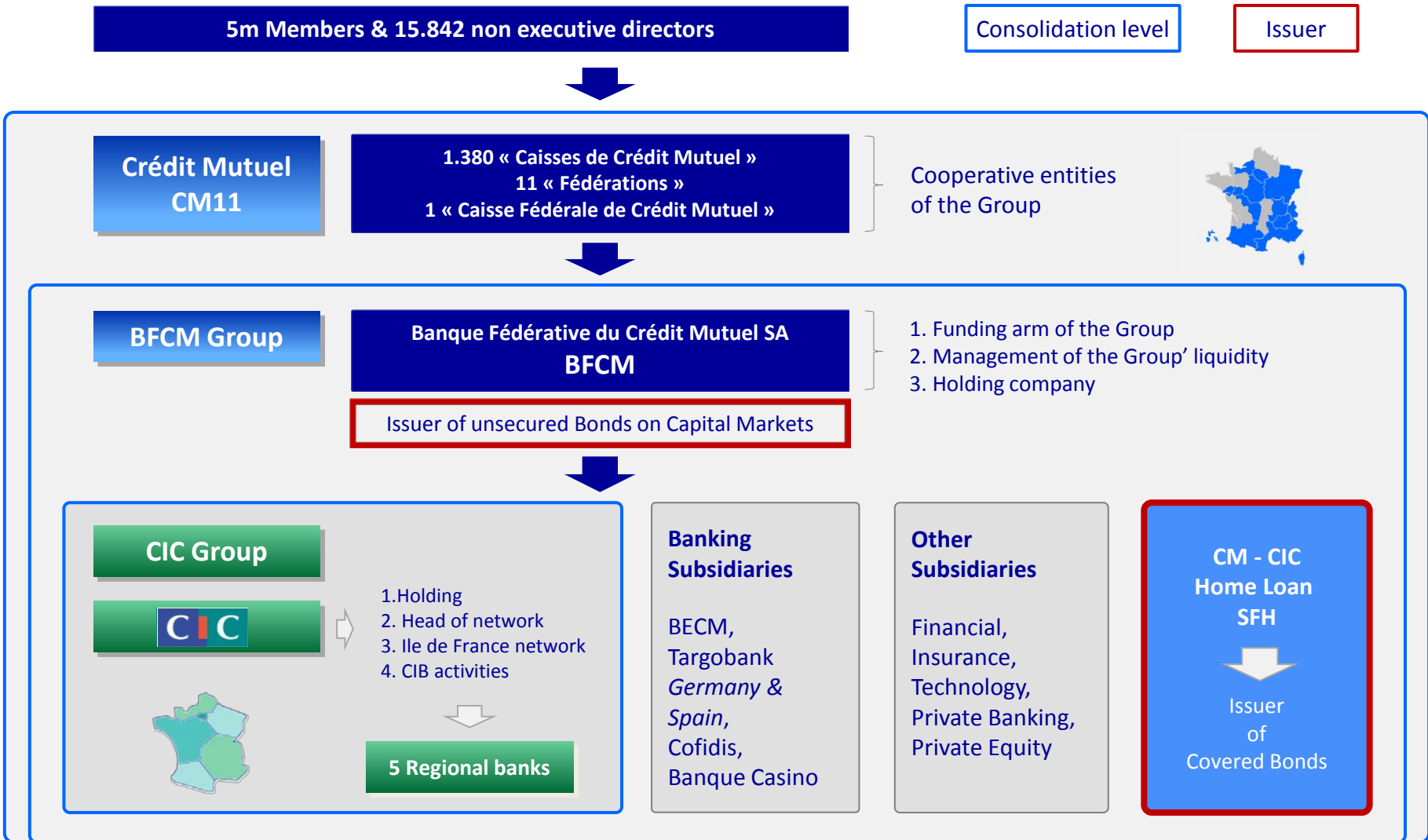


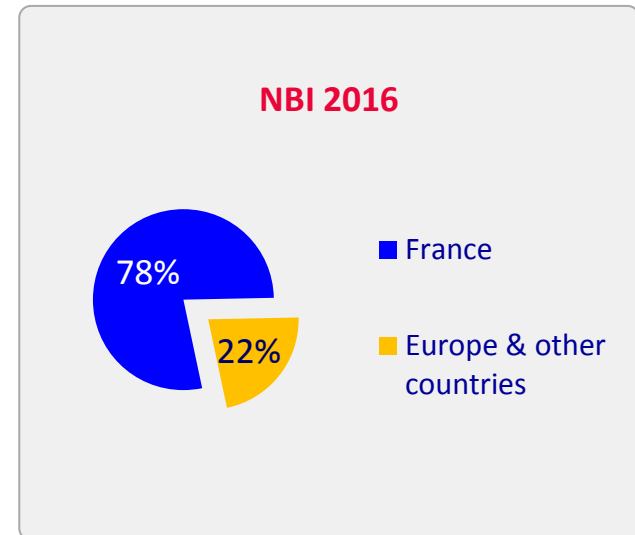
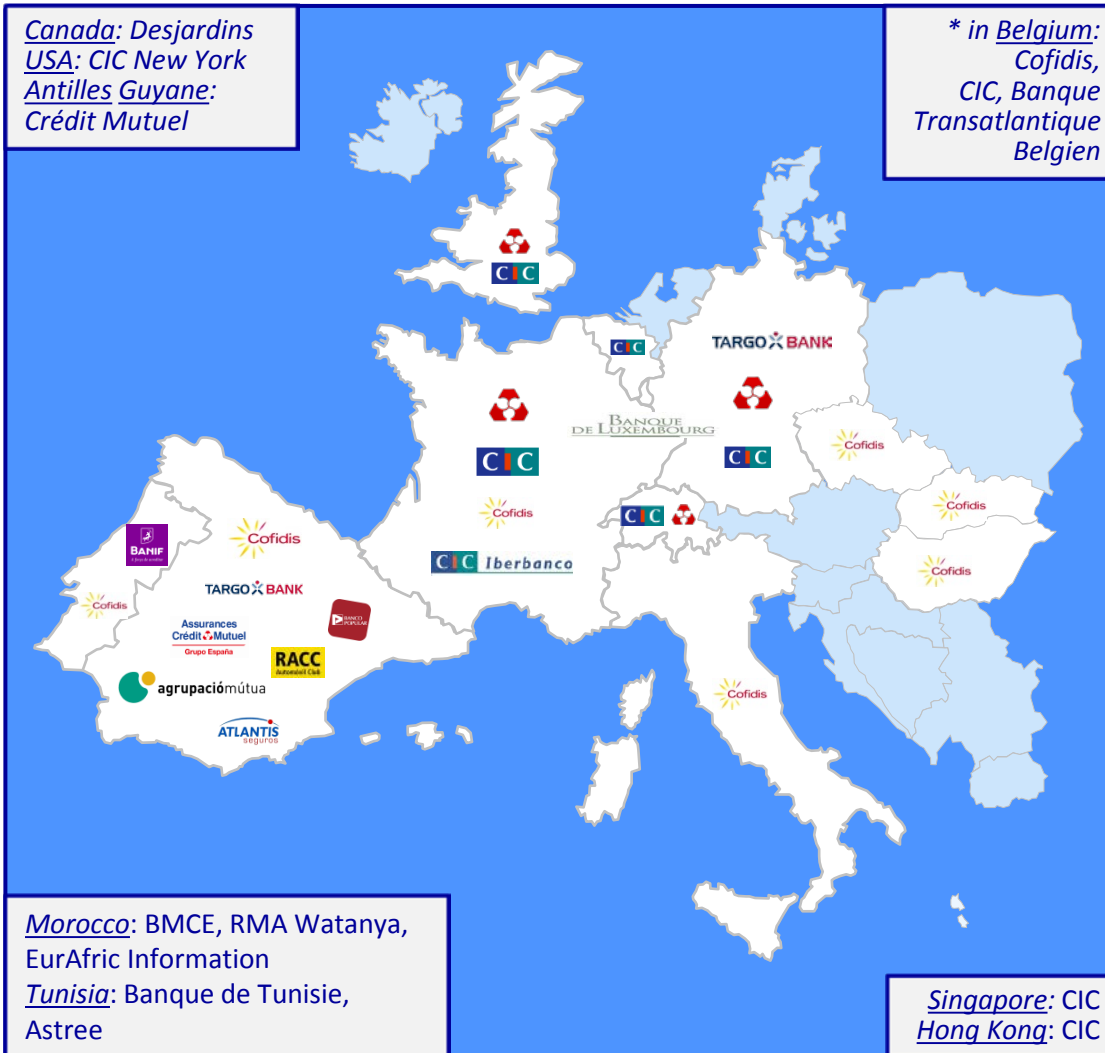
Acquisition of General Electric's factoring and lease financing activities in France and Germany



* Source: Statistisches Bundesamt End of 2013

** Source: Statistics of ASF End of 2015



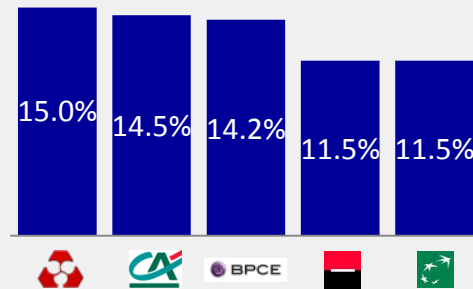


2016 Comparative results of the French banks: press releases

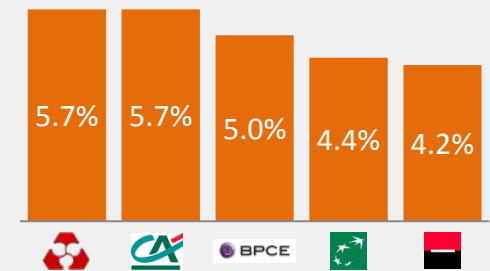
Groupe Cr dit Mutuel-CM11
is n 1 on . . .

- Basel 3 CET1 ratio Fully loaded
- Leverage Ratio
- ROAA
- Cost of Risk / Gross Operating Profit
- Cost to Income Ratio

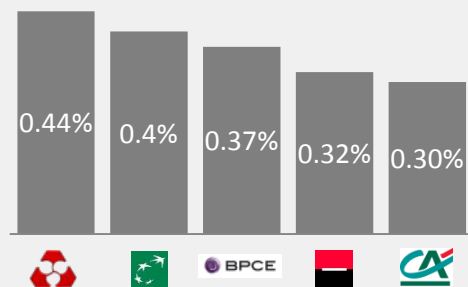
Basel 3 CET1, Fully Loaded



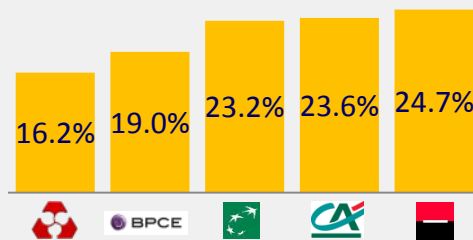
Leverage Ratio, Fully Loaded



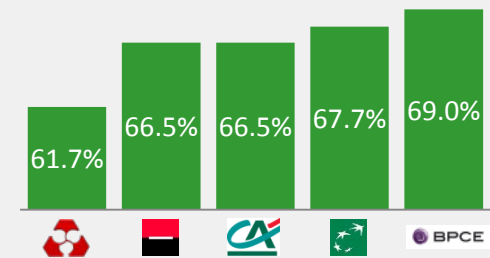
ROAA



Cost of Risk / GOP



Cost to Income Ratio



sources: as at End 2016

Your contacts at BFCM and CM-CIC Home Loan SFH



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