



THE FAVORITE BANK IN FRANCE

Posternak IFOP



2016 BEST BANKING GROUP, FRANCE

World Finance : 2014, 2015 & 2016



ONE OF THE SAFEST BANKS

In the Eurozone excluding banks with an implicit government support - ECB's review (AQR and Stress test adverse scenario)



INVESTOR PRESENTATION

Half Year 2016

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- A limited review report has been issued by the auditors in respect of the interim financial statements as at and for the six months ended June 30, 2016.
- Credit Mutuel-CM11 Group ("CM11 Group" or "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 et Anjou, and their common Caisse fédérale (CF de CM), and Banque Fédérative du Crédit Mutuel, its main subsidiaries (ACM, BECM, Euro Information, CIC, Targobank Germany, Cofidis, CIC Iberbanco...)
- Unless otherwise noted, the changes indicated in this presentation are at "constant scope", i.e. after adjusting for the first-time consolidations between July 1, 2015 and June 30, 2016: CM-CIC Bail Espagne (retail banking segment), AMGEN (insurance segment), Fivory SAS and EAC (logistics segment).
- Unless otherwise noted the changes indicated in this presentation reflect a restatement related to the difference in the length of consolidation of Banif Mais, a Cofidis subsidiary (retail banking segment) between the two periods: one month in the first half of 2015 and six months in the first half of 2016.
- Unless otherwise noted the changes indicated in this presentation reflect a restatement related to the change in consolidation method for Targobank Spain (retail banking segment): equity method in the first half of 2015 and full consolidation in the first half of 2016.
- H1 2016 financial data has not been audited, and has only undergone limited review.



Activity and results

Asset portfolio : a moderate risk profile

High level of capitalization

Proven and solid liquidity

Ratings and Awards

Ratings of the French major banks without implicit government support

	MOODY'S	STANDARD & POOR'S	FitchRatings
BANQUE FÉDÉRATIVE Crédit Mutuel	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

Most Relevant Awards



#1 2015 Clients Relationship Banking awards
TNS – Sofres : 2014, 2015 & 2016



#1 French Bank among « The World's Best Developed Markets Banks »
Global Finance : 2014 & 2015



Best Banking Group in France
World Finance : 2014, 2015 & 2016



French Bank of the Year
The Banker : 2014



Best ESG risk management team in France
Capital Finance International : 2015

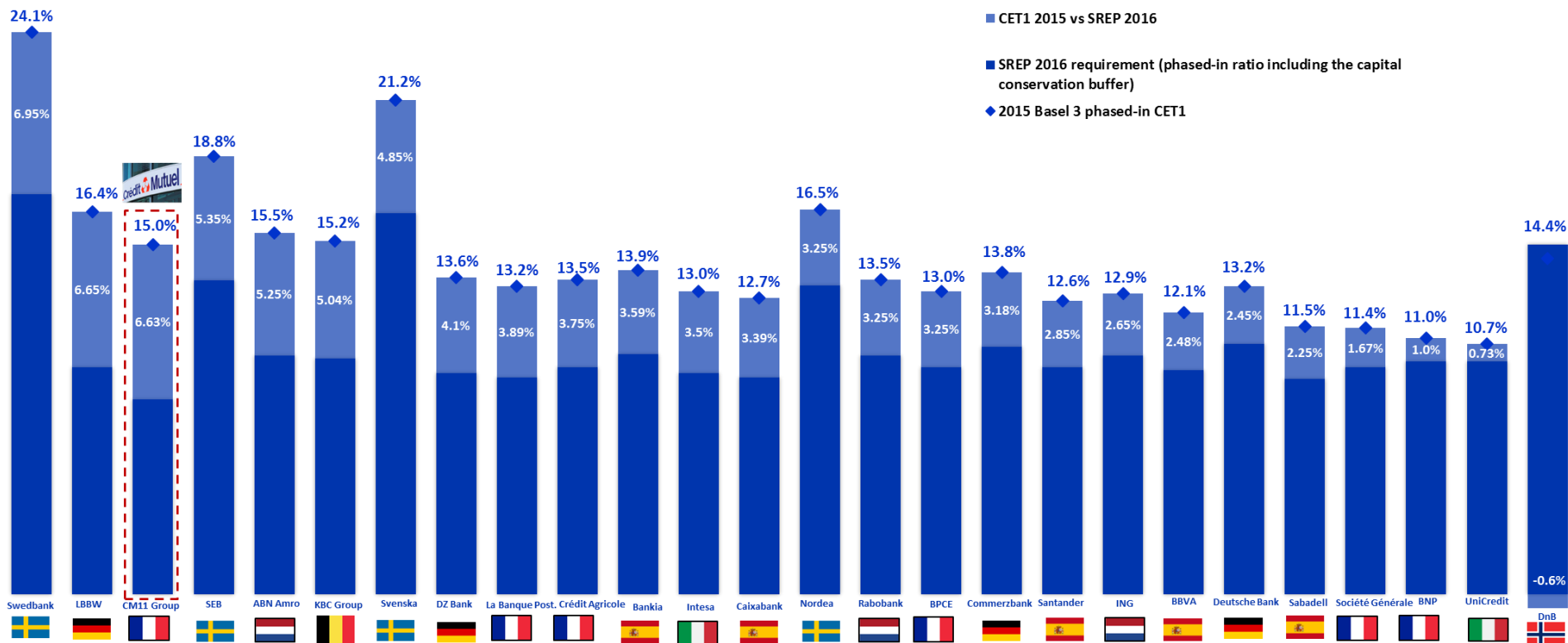


One of the safest banks

“Well above” SREP requirements



Basel 3 phased-in CET1 ratio vs 2016 CET1 ratio requirement



As at December 2015



A Sound Business Model



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



Electronic banking



- Acquiring activities
- State of the art Internet and mobile phone banking apps
- Distributing mobile phones
- NFC mobile payments
- Providing technical services to other banks and major corporations...

Lending



- Home loans
- Consumer loans : direct and POS financing
- Debit and credit cards
- Leasing and renting
- Factoring
- SME & Corporate...

Protecting

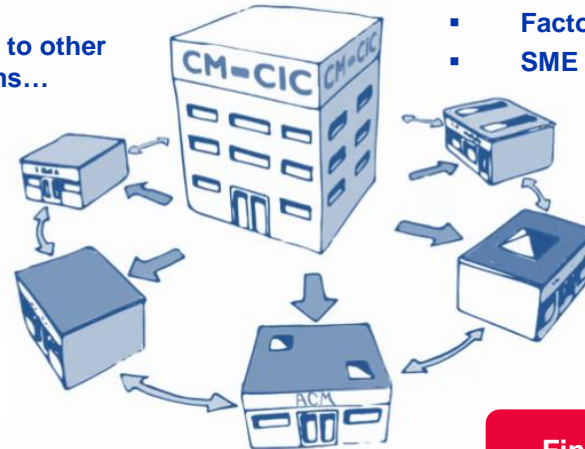


- Non-life Insurance
 - Automobile
 - Property and casualty
 - Health
 - Personal protection
 - Borrower
- Home automation devices and residential surveillance
- Crop protections
- Mutual health funds...

Financial Services



- Life insurance
- Current and saving accounts
- Brokerage
- Asset management
- Private banking
- Wealth management...

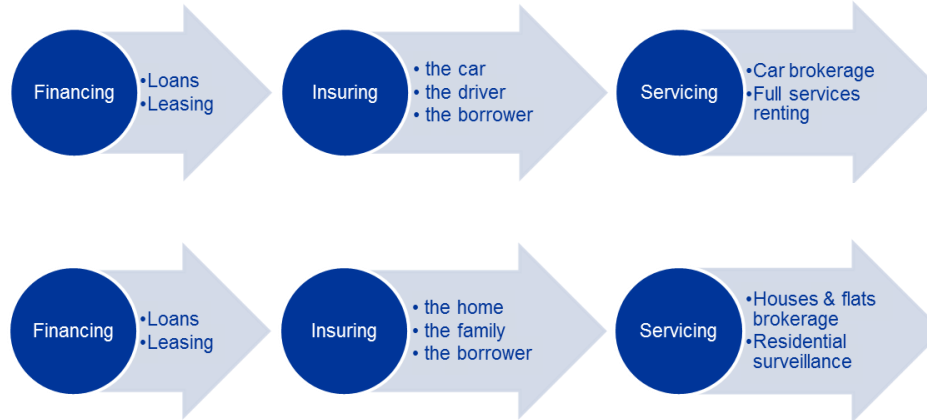


Innovative products meeting the changing expectations of our customers

Innovative additional sales from our traditional product lines



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Mobile phones (in France) : servicing and payments

Crédit Mutuel Mobile



#1 Full 4G MVNO in France



A value added distribution network with 4,016 branches*



1.5 million clients

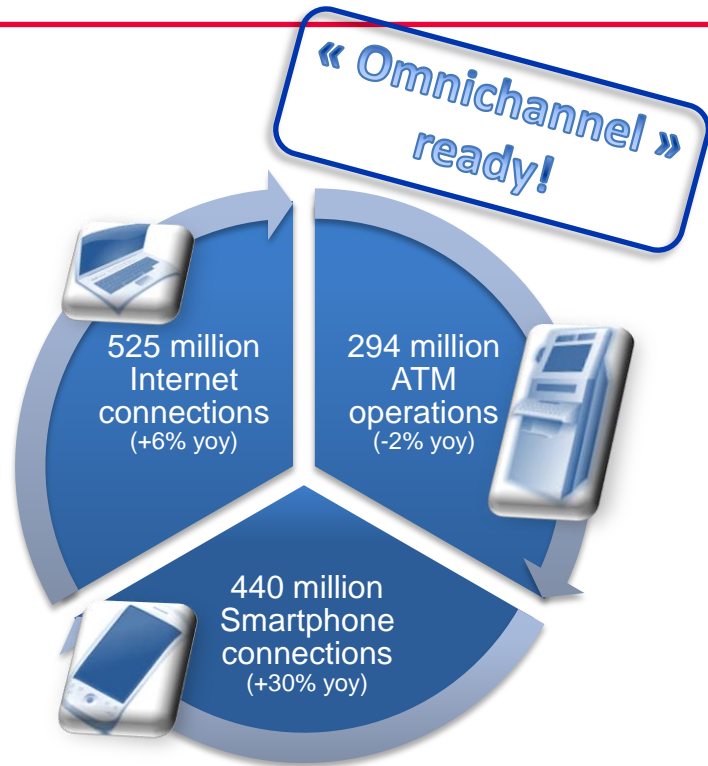


Crédit Mutuel
Groupe CM11

Our digital strategy



At the branches*



Anywhere*



Our account managers are the center of the relationship



*As at end 2015



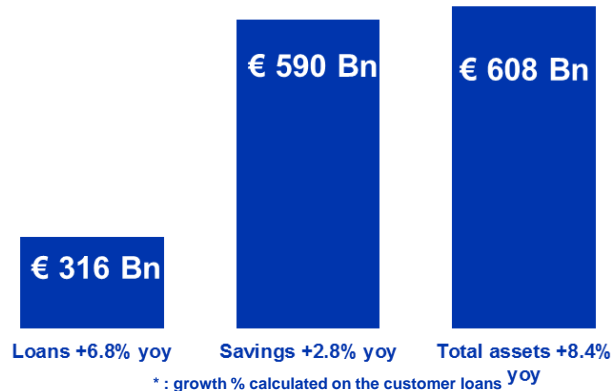


H1 2016 Key Highlights



Key highlights for H1 2016

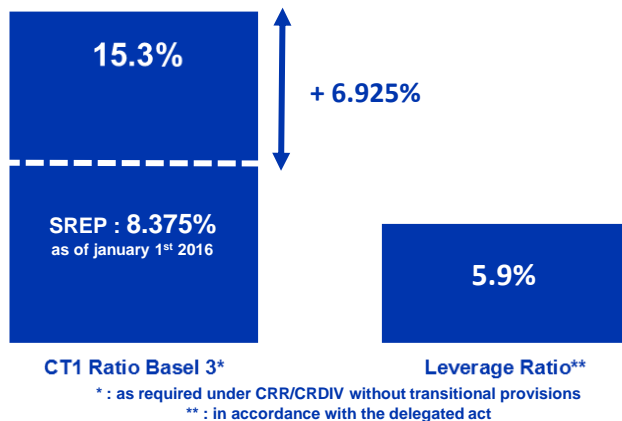
Sustained commercial activity



Earnings (for the six months ended June 30, 2016)



Increased financial strength (as at H1 2016)



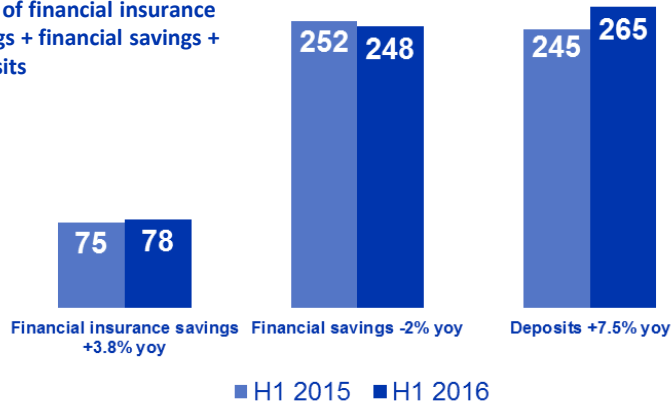
Credit Mutuel-CM11 Group

- Showed strong retail banking activity and positive earnings resilience
- Actively contributed to the financing of the economies in the regions
- CM11 has continued to expand and implement its policy of diversification. This resulted in growth of respectively +6.8% and +2.8% in outstanding loans and savings.

114,000 new clients, up to 23.9 million (total)

Savings : € 590 Bn*

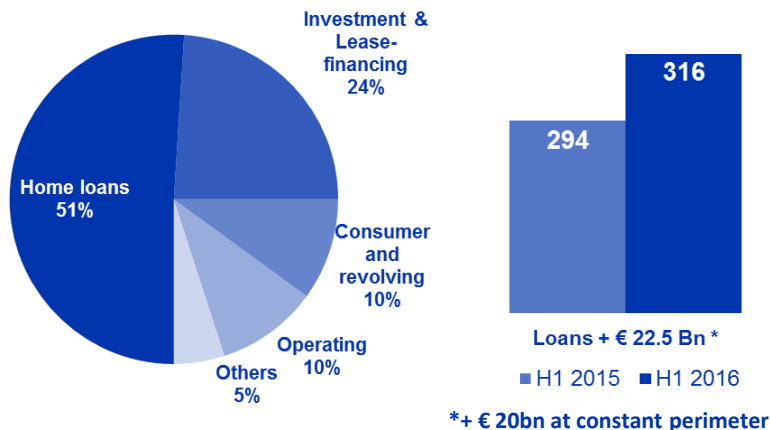
*sum of financial insurance savings + financial savings + deposits



Savings : +2.8% yoy

- Continuous growth for the financial insurance savings
- A slight decrease in the financial savings due to market conditions
- Deposits + € 18.3 Bn :
 - Current accounts : + € 12.7 Bn (+15.2%)
 - Home purchase savings : + € 3.1 Bn (+11.6%)

Loans : € 316 Bn

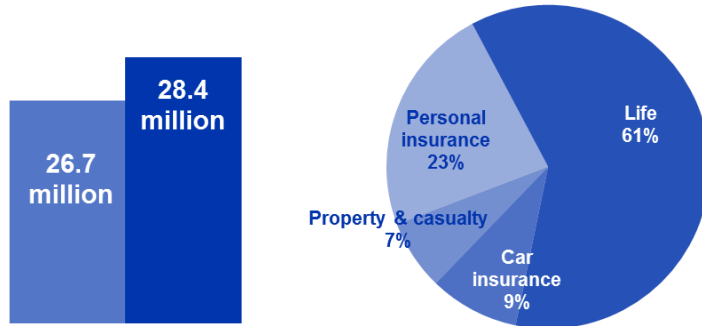


Loans : +6.8% yoy

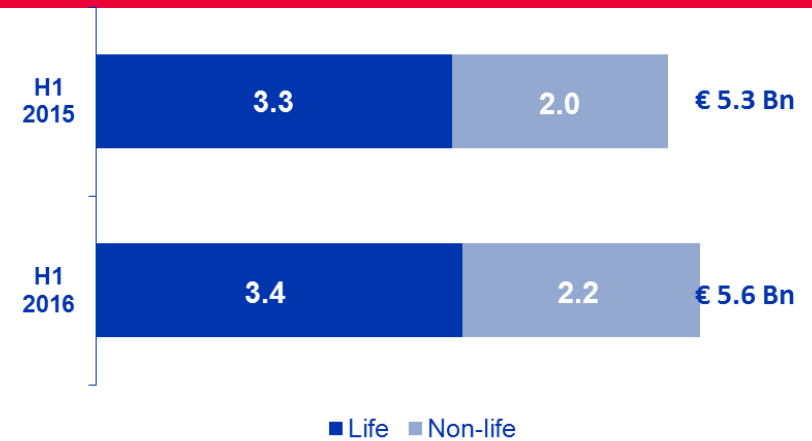
- Credit Mutuel-CM11 Group is actively supporting economic activity :
 - + € 22.5 Bn of outstanding loans
 - Home loans : + € 8.5 Bn
 - Treasury loans : + € 1.3 Bn
 - Equipment loans : + € 12.7 Bn
- Loan to deposit ratio : 119.2%

Insurance : the second business line

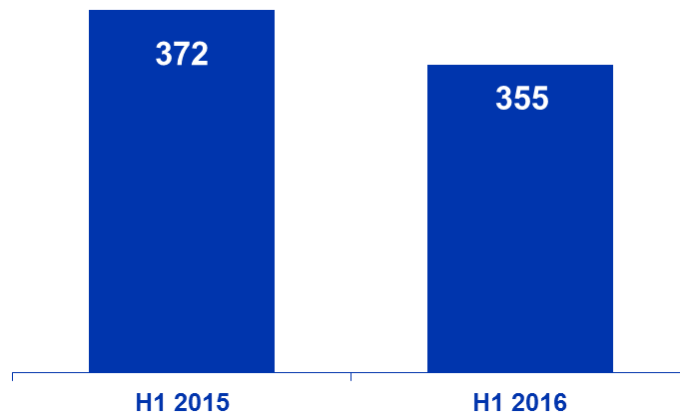
Commercial activities



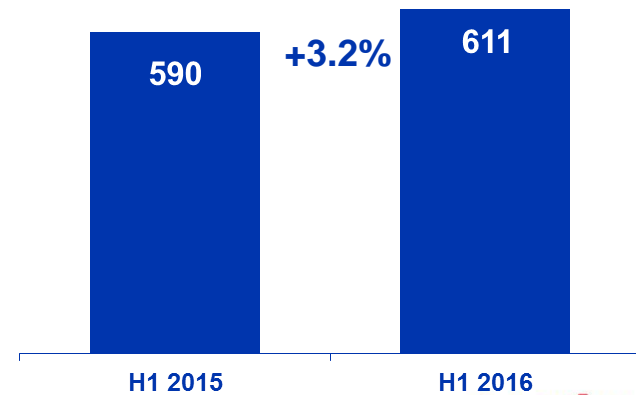
Turnover : € 5.6 Bn (+6.4%)



Net result of insurance activities - € Mn



Net commissions paid to the network - € Mn



Innovative services contributing to the growth

#1 in Residential Video Surveillance*

* : as at 31/12/2015

- Euro Protection Services launched in 1986
- 390 000 subscribers (+ 6.9% yoy)
- 31% market share among individuals



#1 Full MVNO in France*

* : # of clients and turnover

- EI Telecom has 1.5 million clients
- +10% new telephone subscriptions since end of December 2015
- Clients satisfaction rate : 91.5%



Property sales*

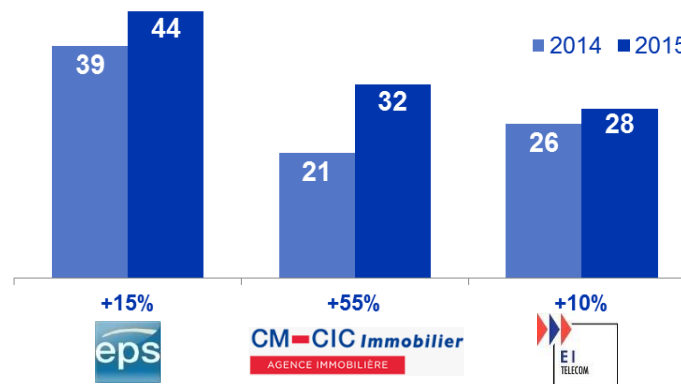
* : as at 31/12/2015

- CM-CIC Agence immobilière sells properties to build to individuals
- 6,600 new properties booked in 2015 (+31% yoy)



A € 104 Mn (+23% yoy) contribution* to results**

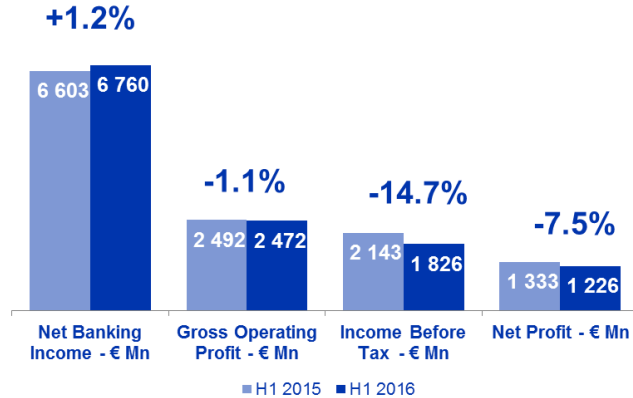
* : Stand alone net results and fees paid to the Network



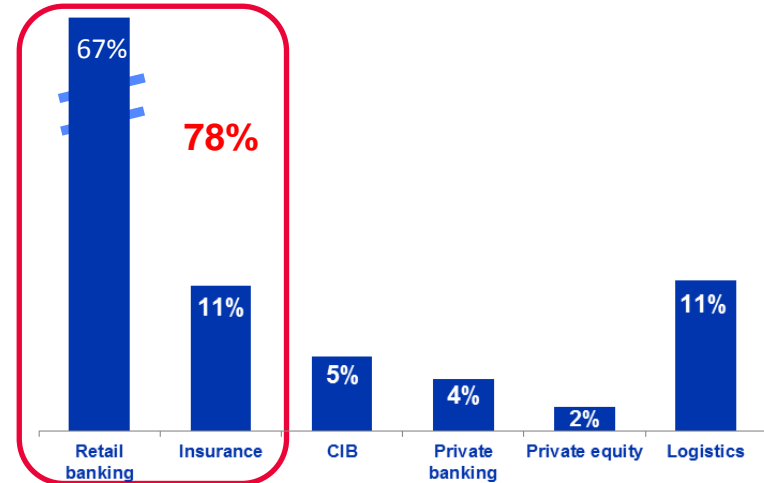
** : for the twelve months ended

Sustained sound results

Recurring business results despite an increase in taxes



Operational business lines' contribution to H1 2016 NBI



General comments

The Crédit Mutuel-CM11 Group's overall net banking income was €6.760 billion in the first half of 2016 compared to €6.603 billion a year earlier, up to 1.2% at constant scope.

This slight increase resulted from several factors, including:

- a slight fall in net banking income from retail banking in a low interest rate environment that negatively impacted net interest margin.
- a decrease in revenue from the capital markets and insurance activities due to the downturn in the financial markets since the beginning of the year,
- an increase of 1.8% in net banking income from private banking and of 3.2% from private equity activities, and
- a €307.8 million capital gain for the Group resulting from the acquisition of Visa Europe by Visa Inc.



Activity, results and risks

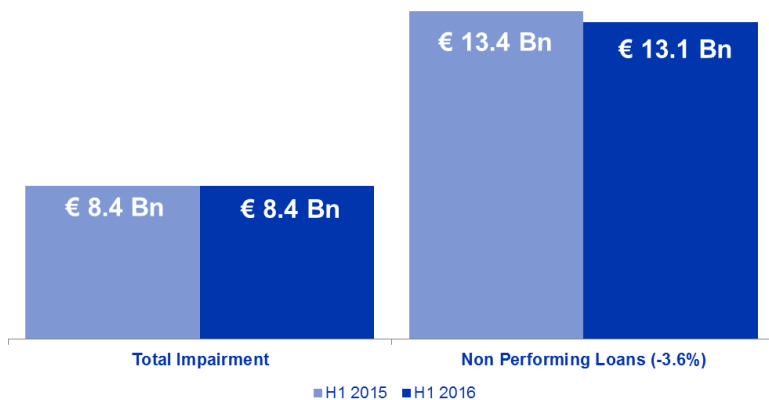
Asset portfolio : a moderate risk profile

High level of capitalization

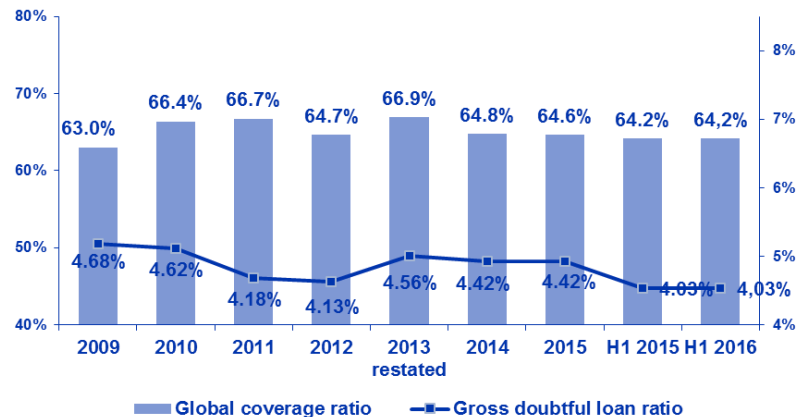
Proven and solid liquidity

Monitoring the credit risks

Non Performing Loans and impairment



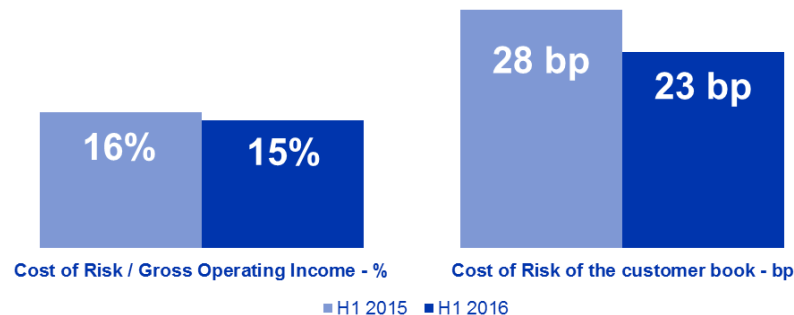
Gross doubtful loans and global coverage ratios (%)



Improving Cost of Risk

- Overall H1 2016 cost of risk dropped by € 49 Mn (-16%) to € 359 Mn
- All of the Credit Mutuel-CM11 Group's business lines contributed to this improvement

Improving Risk Ratios





Activity, results and risks

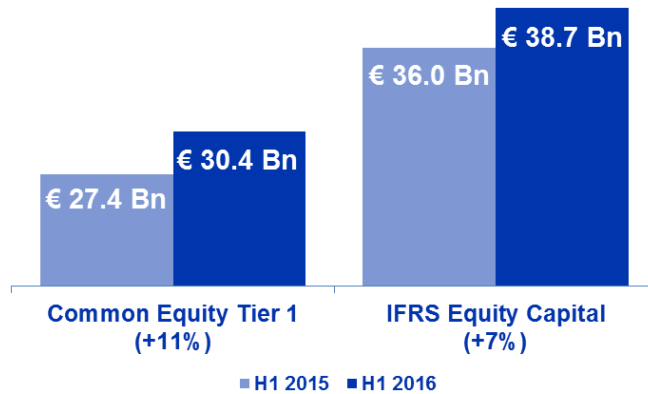
Asset portfolio : a moderate risk profile

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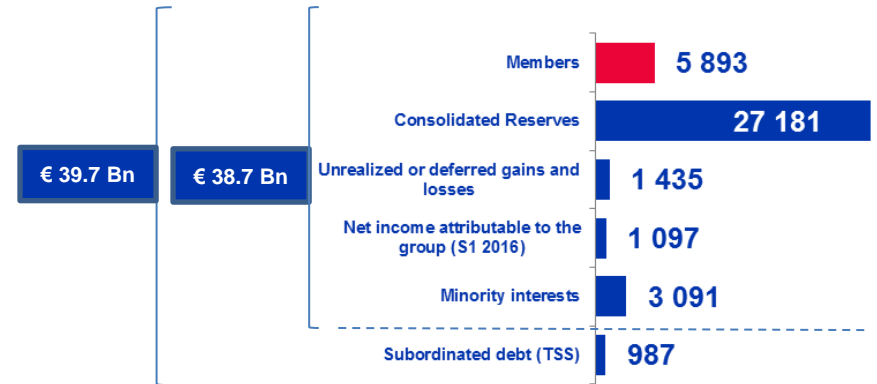
Proven and solid liquidity

High level of capitalization as at June 2016

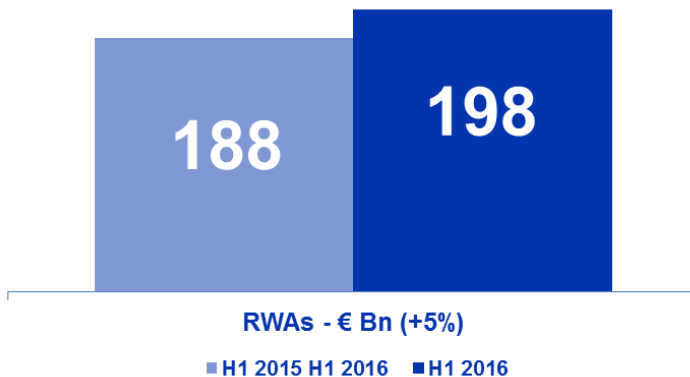
Common Equity Tier 1 and IFRS Equity Capital



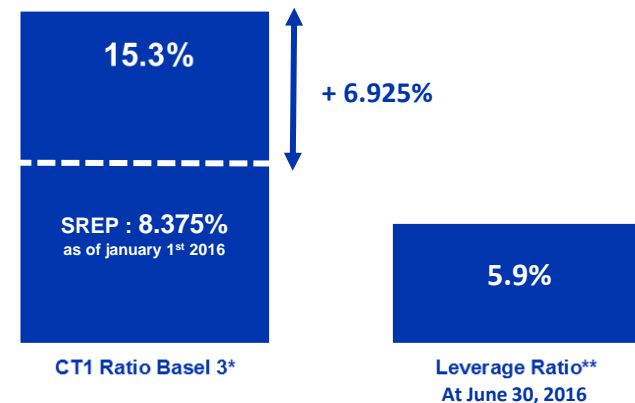
€ 39.7 Bn IFRS Equity Capital and sub. debt breakdown



Total RWAs



Ratios



* : as required under CRR/CRDIV without transitional provisions

** : in accordance with the delegated act



Activity, results and risks

Asset portfolio : a moderate risk profile

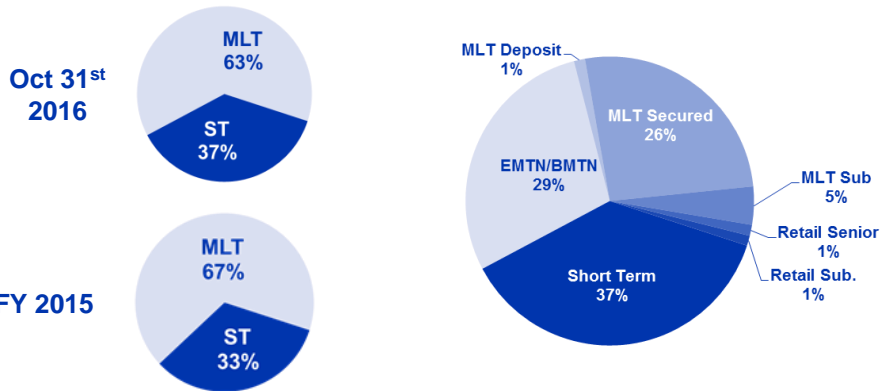
High level of capitalization

Proven and solid liquidity

€ 133.4 Bn Central Funding* as of October 31st 2016

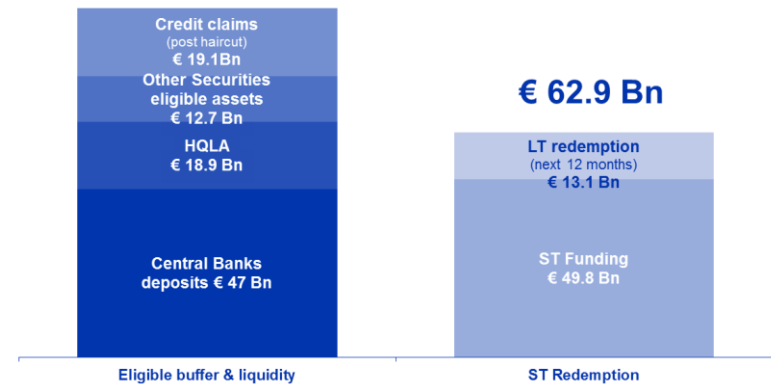
* : Including TLTRO and excluding Targobank Germany, Banque du Luxembourg and the CIC New York and Singapore branches

Funding breakdown



Eligible Buffer / ST Redemption = 155%

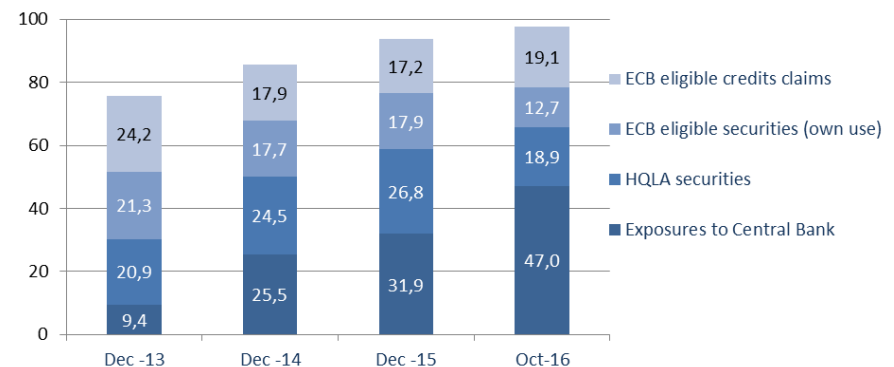
€ 97.7 Bn



Additional comments

- LCR ratio: 135% as at September 2016

Liquidity reserves (€ Bn)



2015 and 2016 MLT funding issues

2015 MLT funding program*

- € 11 Bn matured in 2015
- € 12.1 Bn raised**
- 5.7 years average maturity
- 17% - Secured – 83% Unsecured
- 82% in EUR – 8% in USD – 7 % in JPY – 3% others

*Excluding TLTRO

**Including a LT2 issue

2015 major public issues

Type	Issued in	Size - € Mn	Currency	Years to maturity	Maturity
Unsecured	Jan-15	1,250	EUR	10	Jan-25
Unsecured	Mar-15	1,750	EUR	2	Mar-17
Unsecured	Oct-15	890	USD	5	Oct-20
Unsecured	Oct-15	810	JPY	3/5/7	Oct-18/20/22
LT2	Sept-15	1,000	EUR	10	Sept-25
Covered	Jan-15	1,000	EUR	7	Jan-22
Covered	Dec-15	1,000	EUR	10+	Apr-26

2016 MLT funding program*

- € 11.6 Bn maturing in 2016
- € 12 Bn raised**
- 5.7 years average maturity
- 13% Secured – 87% Unsecured
- 78% in EUR – 13% USD – 9%YEN

*Excluding TLTRO

**Including LT2 issues

2016 major public issues (as of December, 1st 2016)

Type	Issued in	Size - € Mn	Currency	Years to maturity	Maturity
Unsecured	Jan-16	1 250	EUR	10	Jan-26
Unsecured	Mar-16	1 500	EUR	3+	June-19
Unsecured	June-16	1 000	EUR	4	June-20
Unsecured	Apr-16	680	USD	3	Apr-19
Unsecured	Apr-16	900	USD	5	Apr-21
Covered	Jan-16	1 500	EUR	6+	Sept-22
Samurai	Oct-16	1 045	YEN	5/7/10	Oct-21/23/26
LT2	Mar-16	1 000	EUR	10	Mar-26
LT2	Nov-16	700	EUR	10	Nov-26



CM-CIC Home Loan SFH

Executive Summary

Banque Fédérative du Crédit Mutuel – (“BFCM” or the “Borrower”)

- 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 (ACP)
- 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

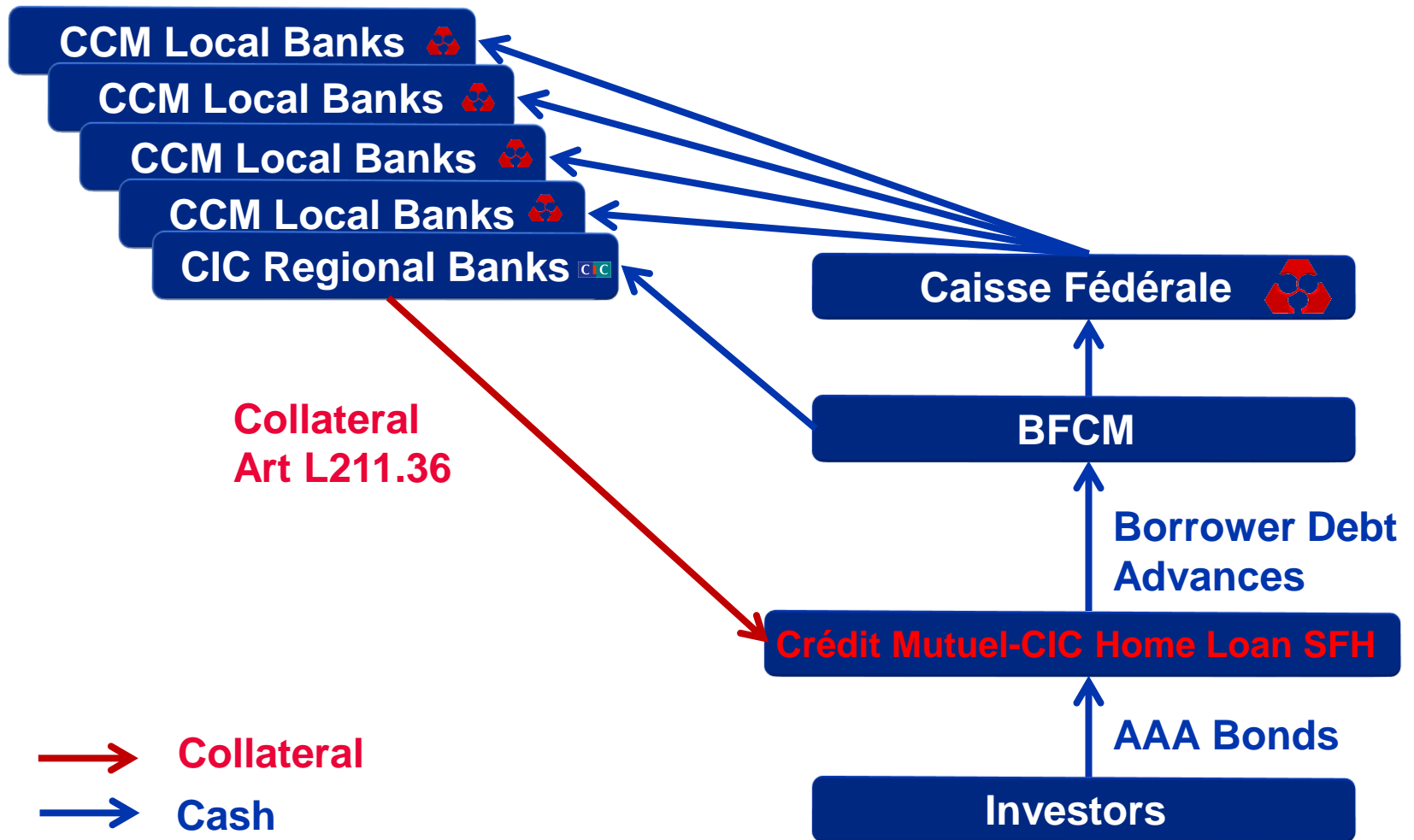


French Home Loan Cover Pool

- 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 70 months*

* : source : Investors report as at September 2016

Structure overview of the SFH Program



The AAA issuer of Group CM11

The AAA Issuer

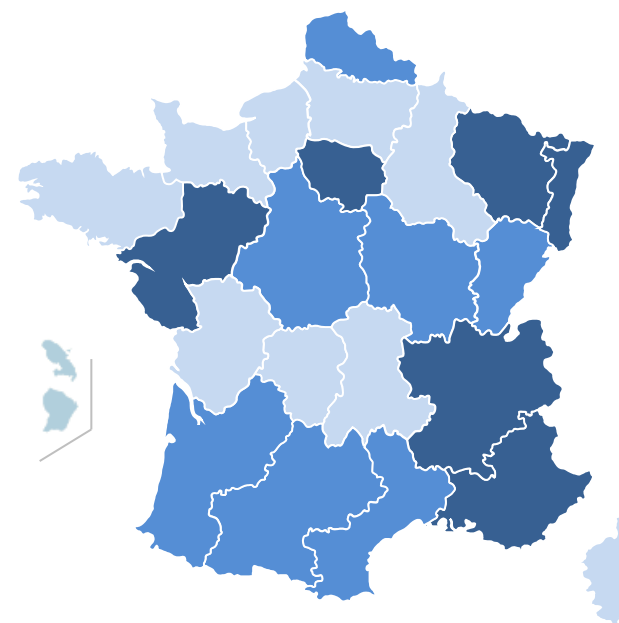
- **Crédit Mutuel-CIC Home Loan SFH**
 - A French credit institution, licensed and supervised by the Autorité de Contrôle Prudentiel (ACP), the French Banking Supervisory Authority
 - Audited by Price Waterhouse Coopers and Ernst & Young
- **Crédit Mutuel Home Loan SFH is subject to a statutory limitation of activities**
 - Issuer's single purpose is to issue covered bonds and 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 L211-36 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).**

Cover Pool as at October, 2016

Cover Pool

- **Prime residential mortgages and guaranteed home loans only (no RMBS, no securitization, no substitution assets)**
- **Underlying properties exclusively located in France**
- **Residential loans under French law**
- **Only loans originated by the group's networks are eligible**
 - Mastering the underwriting procedures
 - Unique IT system to support the different processes
- **No loans in arrears in the cover pool**
- **Restrictive eligibility criteria**
- **Home Loan origination**
 - Present in the whole country
 - The cover pool's geographical distribution reflects CM's extensive footprint

Cover pool % by region



% of CM-CIC SFH HL's Cover Pool



Key Terms

Issuer	Crédit Mutuel-CIC Home Loan SFH
Program size	EUR 30 bn
Ratings	AAA (S&P) / Aaa (Moody's) / AAA (Fitch Ratings)
Risk Weighting	ECBC Label and CRR/CRD4 compliant
Maturity Type	Hard bullet
Currency	Any
Listing	Paris
Governing Law	French
Maximum LTV	100% (with LTV cap at 80% for ACT)

Asset Quality

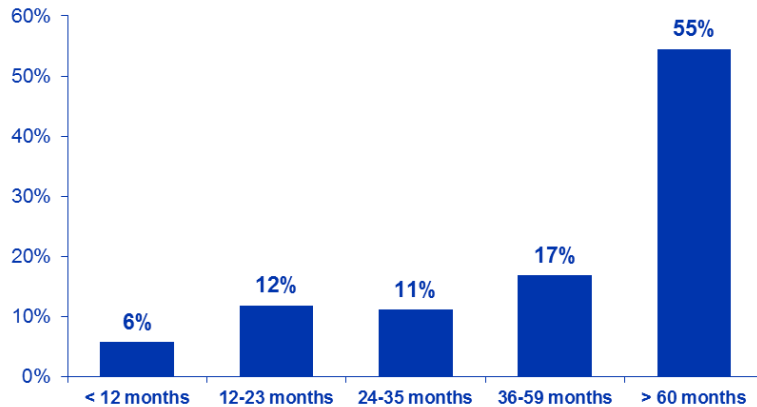
Strongly rated instrument	AAA / Aaa / AAA by S&P, Moody's and Fitch Ratings Exposure to the high quality French home loan market
Full support of the CM11 Group	Third largest retail bank in France. A (negative) / Aa3 (stable) / A+ (stable) expected ratings from S&P, Moody's and Fitch Ratings A stable 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 October, 12th 2016

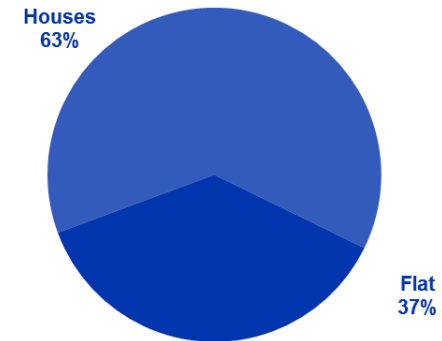
Pool Notional	EUR 30 Bn
Type	Prime French residential mortgages and guaranteed home loans
Number of loans	385 144
WA Current LTV	63%
WA Indexed LTV	63%
Seasoning	70 months
Rate Type	88% Fixed, 12% Floating and Indexed
Max loan amount	EUR 1 Mn
Breakdown of cover pool outstanding	73% Mortgages & 27% guaranteed

Cover Pool as at October, 12th 2016

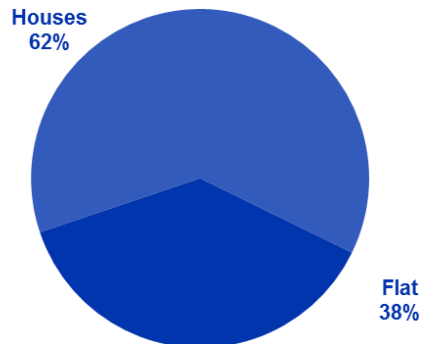
Seasoning (months)



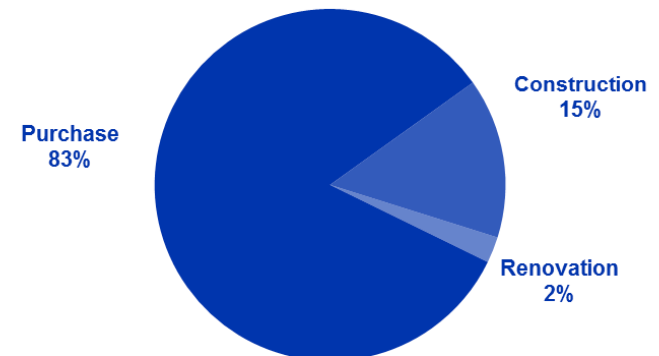
Property type



Occupancy by category

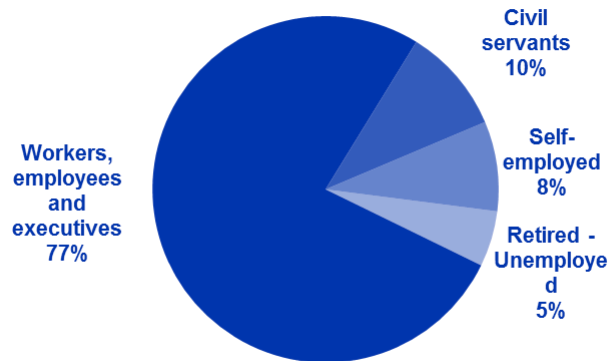


Loan Purpose

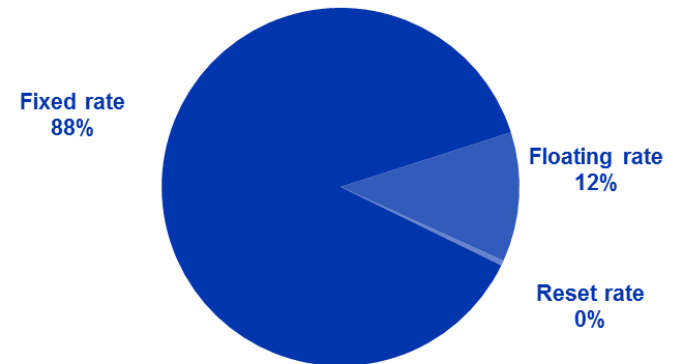


Cover Pool as at October, 12th 2016

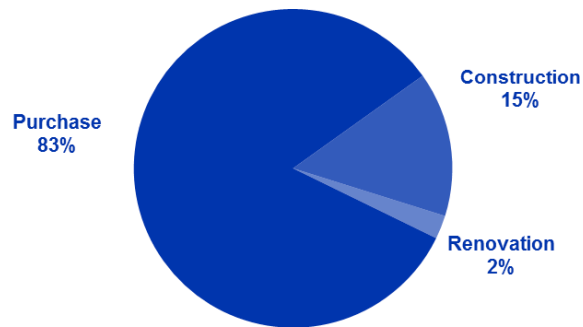
Employment type



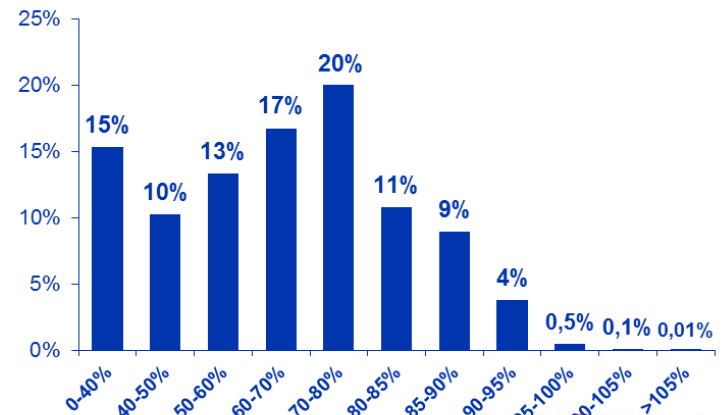
Rate type



Mortgage Vs. Guarantee



Unindexed LTV



A sound French housing market

A low home ownership ratio

French home loan market structurally is a sound and strong market because of a home ownership ratio among the lowest in Europe

Favorable structural factors

- A Growing population
- The French housing market is characterized by inadequate growth in supply *vis à vis* strong and structural demand.
- The shortage of housing supply drives the evolution of prices in France

Market Indicators (September 2016)

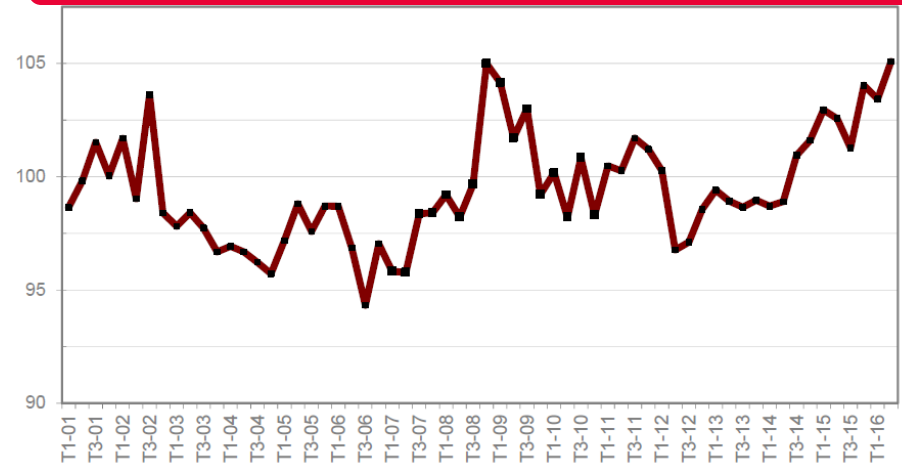
Rate	Maturity	Activity
Average interest rate 1.41%	Average maturity loans 17.58 (211 months)	Production (amount) +3.01% Année glissante
Accession old 1.38% Accession new 1.45%	Average cost 4.03 Years of incomes	Production (volume) -4.2% yoy

A sound French housing market

A sound French Housing Market

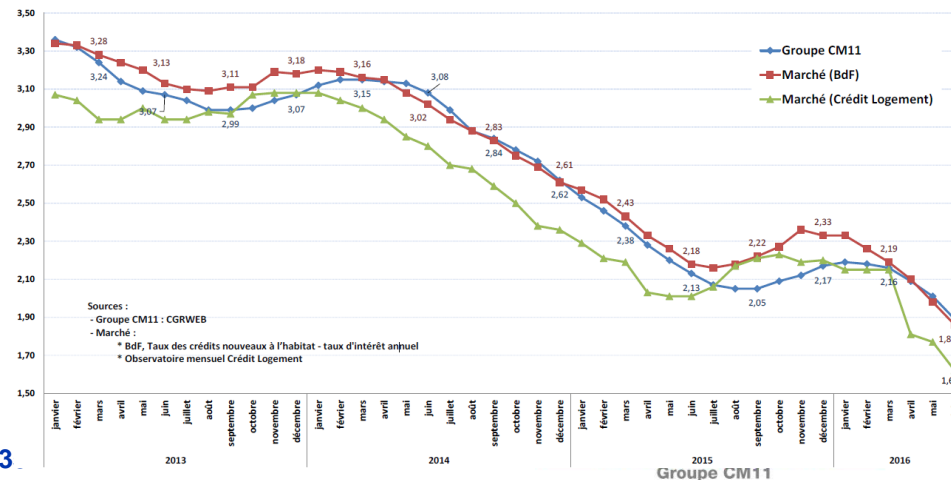
- Low risk with only prime home loans and conservative origination policy
 - Borrowers' repayment cannot exceed 33% of the disposable income (31 % average debt ratio)
 - Close analysis of the client (work status, regularity of income, credit history)
 - Home loans are attributed to the client and not to the asset
 - Sustainable maturity production (*) 221 months 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 (1,41% (**)in Sept vs 1,62% in June 2016)

Indicator of borrowers' solvability indicator



Src Observatoire du CL/CSA

Home loans of individuals in France & CM11: interest rate of production



Src: Credit Mutuel, BdF, Observatoire du Crédit Logement

*Obs. Crédit Logement /CSA- As at September 2016
 ** insurance & sureties excluded

Framework European Peer Comparison



	Société de Financement de l'Habitat (SFH)	Germany - Issuer of Hypothekendarlehen
Legal Over-Collateralization	105%	102%
Underlying Real Estate property prudent re-appraisal	Yes	Yes
Maximum Loan-to-value	80%	60%
Includes Commercial Real Estate	No	Yes
Location of real estate property	UE, EEA, non EEA AAA-AA	UE, EEA, non EEA AAA-AA (max 10%)
Replacement securities /substitutional assets	15%	20%
Regulatory oversight	Yes, role played by the Specific Controller	Yes, role played by the 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



Appendices

Origins of Crédit Mutuel

Co-operatives 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 creation 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 the Crédit Mutuel is founded

- 1882, creation of the first Caisse de Crédit Mutuel in Alsace (North-Eastern part of France)
- 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 still apply today

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

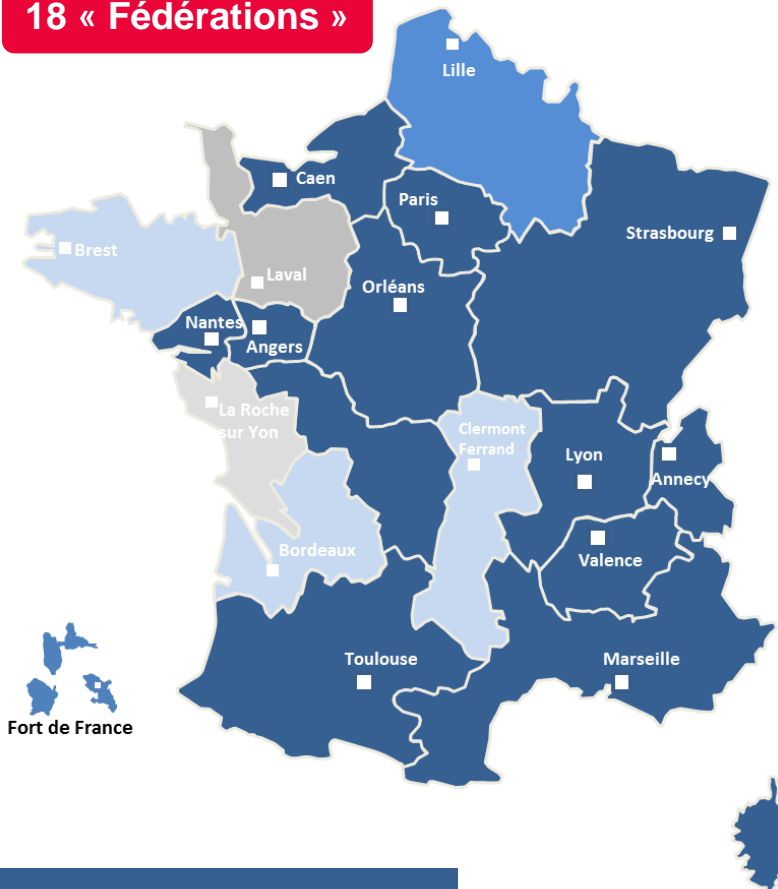


Crédit Mutuel

A cooperative group based on the « One Person, One Vote » principle



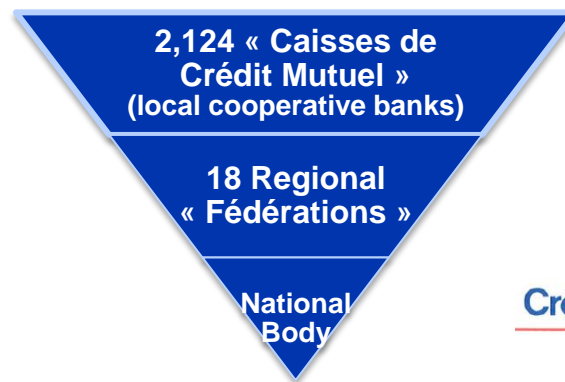
18 « Fédérations »



Credit Mutuel-CM11 Group



Crédit Mutuel structure



Governance of Crédit Mutuel

- 7.7 million members.
- 24,000 non executive directors.
- 78,800 employees.

Banking

- 1882 : First Caisse de Crédit Mutuel in « La Wantzenau (Alsace) »
- 1919 : Creation of **Banque Fédérative du Crédit Mutuel (BFCM)**
- 1992-2012 : from Crédit Mutuel Centre Est Europe (Alsace + Lorraine + Bourgogne-Champagne) to The Group : Lyon (1993), Paris (2002), Annecy (2006), Toulouse (2009), Nantes, Orléans, Caen, Valence, Marseille (2011) and Angers (2012)
- 1998 : BFCM buys 67% of **CIC** for € 2 Bn (100% in 2001)
- 2008 : BFCM acquires 100% of **Citibank Germany, renamed Targo Bank**
- 2008 – 2013 : BFCM gradually increases its share in the capital of **Cofidis** from 33% to 54.6%
- 2010 : Creation of a franchise in **Spain** with **BPE : Targo Bank**
- 2011 : 50/50 agreement for **Banque Casino** (French distributor)
- 2013 : Creation of **Monetico**, a world leader in payment solutions with **Desjardins**
- 2013-2014 : Increase in the share capital of **Banque de Tunisie** to 34%
- 2015 : Cofidis Participations acquires 100% of **Banco Banif Mais, a Portuguese consumer finance entity**
- 2016 : Targo Bank Spain : BFCM increased its share in the capital from 50% to 51%
- 2016 : BFCM completes the acquisition of General Electric's leasing and factoring business in France and Germany

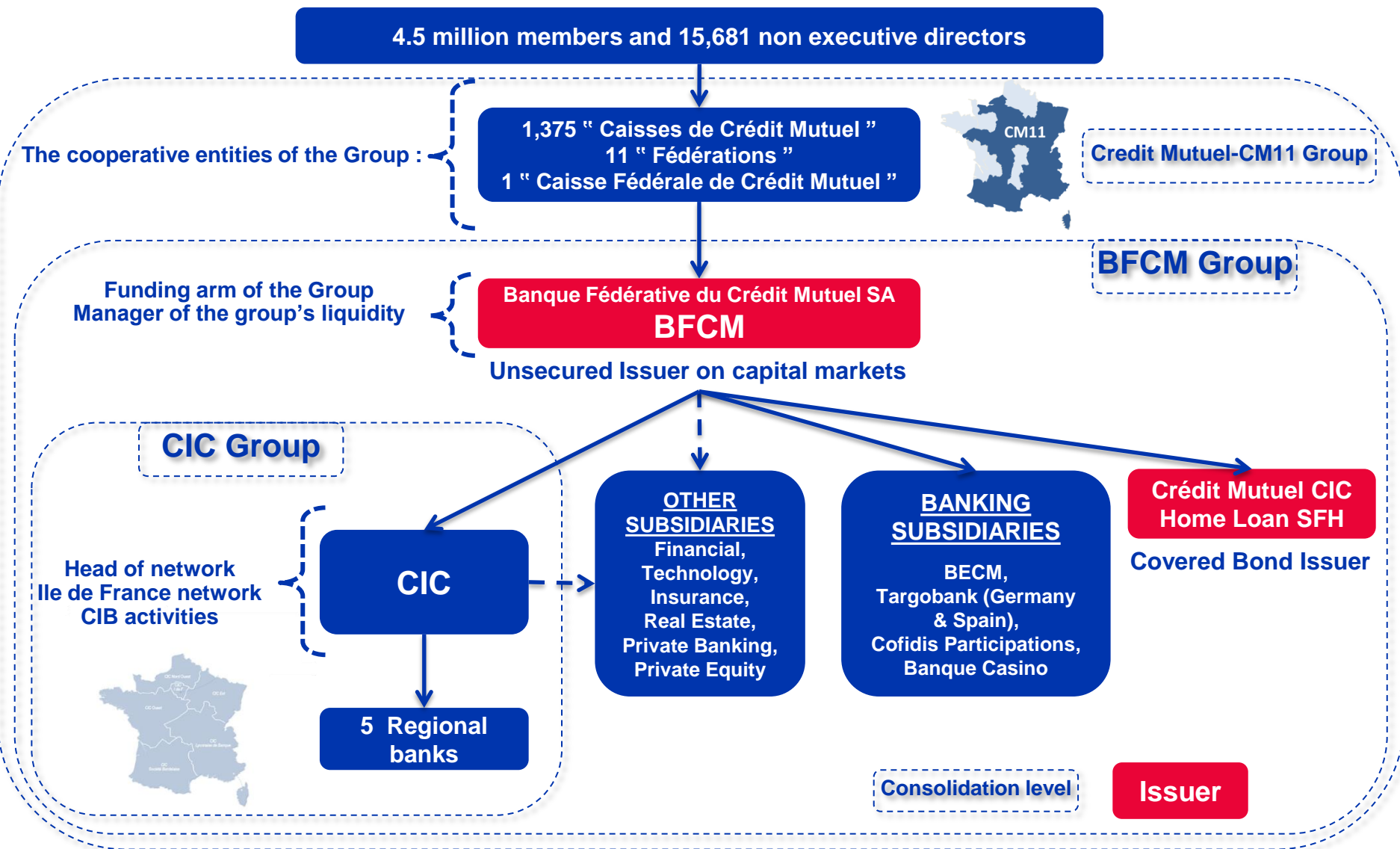


Insurance

- 1971 : Creation of **Assurances du Crédit Mutuel (ACM)**
- 1989-2014 : **ACM has 10% of each Desjardins' insurance companies** and is involved in the "**State FarmMD Canada**" transaction
- 2008-2015 : creation of a joint venture with **RACC Seguros** - Spain (49%) and **full ownership in 2015**
- 2012-2013 : ACM buys 60% of **Agrupacio Mutua (AMCI)** - Spain
- 2015 : Acquisition of **Atlantis Seguros** (100%) - Spain



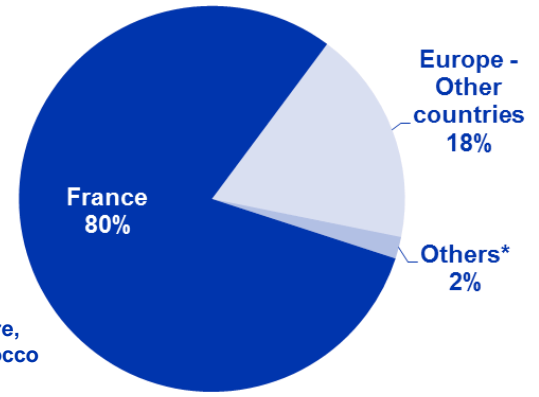
Credit Mutuel-CM11 Group : a cooperative banking Group with two issuers – H1 2016



Credit Mutuel-CM11 Group : Sustainable gradual European growth



% NBI – H1 2016



* : USA, Singapore, Tunisia and Morocco



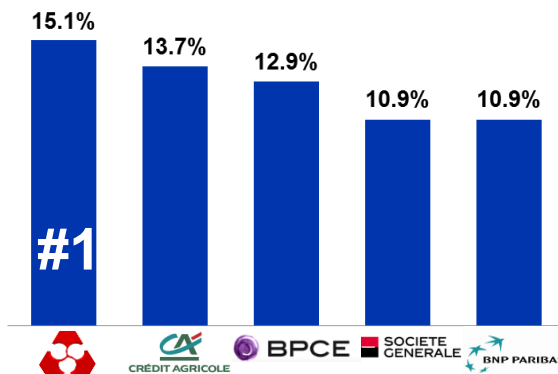
2015 Comparative results of the French banks – press releases*

* : as at March 21st, 2016

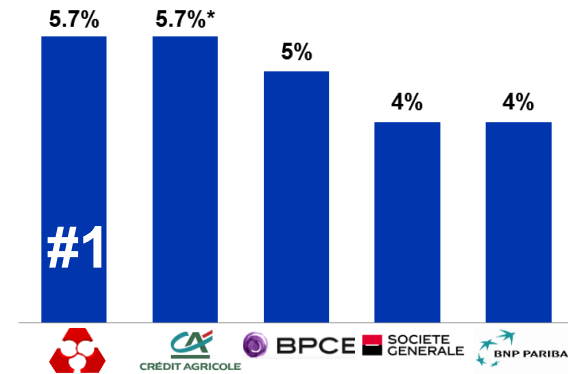
Credit Mutuel-CM11 Group is #1 in

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

Basel 3 Fully Loaded CET1 Ratio

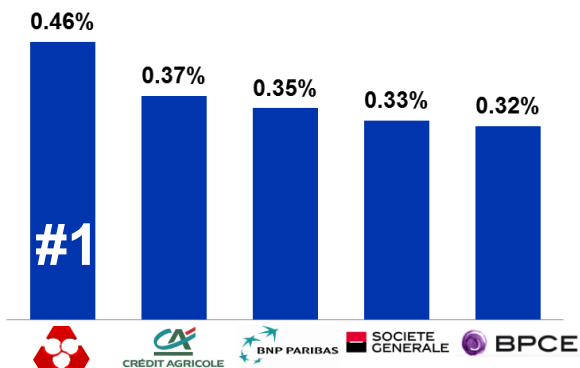


Fully loaded Leverage ratio

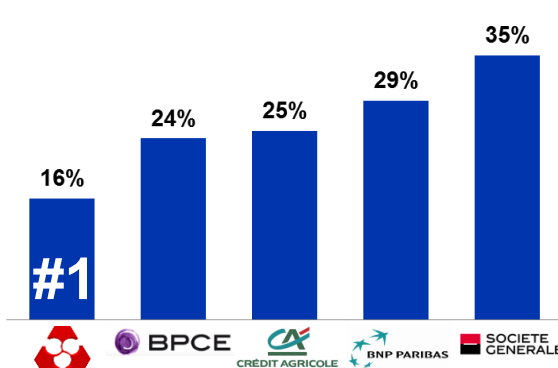


* : Not Fully loaded – Transitional measures

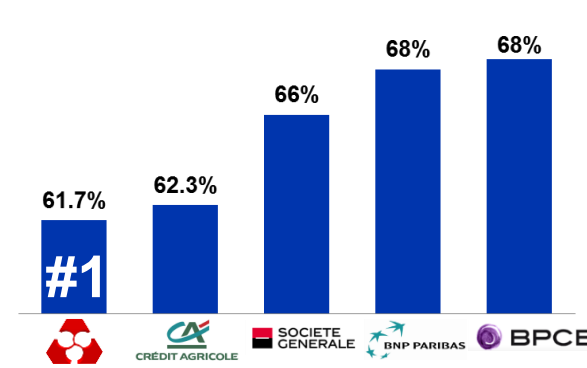
ROAA



Cost of Risk / GOP



Cost to income ratio



BFCM - INVESTOR PRESENTATION



www.bfcm.creditmutuel.fr



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