

# Crédit Mutuel Alliance Fédérale

---

*2023 Half-Year Results*

*January 2024*

## Disclaimer

This document has been prepared by Banque Fédérative du Crédit Mutuel ("BFCM") exclusively for use in this presentation.

This document may contain some statements that are not historical facts, including statements about Crédit Mutuel Alliance Fédérale and BFCM's assumptions and expectations. These statements may constitute forward-looking statements. Forward-looking statements are based on current plans, estimates and objectives, which are subject to uncertainty and may prove to be untrue. Therefore undue reliance should not be placed on them.

Forward-looking statements are only made as of the date of this presentation, and neither the Group nor BFCM undertake any obligation to update publicly any of them in light of new information or future events.

This presentation is not to be reproduced by any person other than its original recipient. Crédit Mutuel Alliance Fédérale and BFCM take no responsibility and assume no liability for the use of these materials by any such person.

This presentation and subsequent discussion do not constitute a public offer for the purposes of any applicable law or an offer to sell or solicitation of an offer to purchase any securities or other financial instruments and no part of it shall form the basis of or be relied upon in connection with any investment.

Crédit Mutuel Alliance Fédérale ("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 Nord Europe, Centre Est Europe, Sud-Est, Ile de France, Savoie-Mont Blanc, Midi-Atlantique, Loire-Atlantique & Centre-Ouest, Centre, Normandie, Dauphiné-Vivarais, Méditerranée and Anjou, Massif Central, Antilles Guyane and their common Caisse fédérale (CF de CM), and of the Banque Fédérative du Crédit Mutuel, its main subsidiaries: ACM, CIC, Targobank Germany, Targobank Spain (sold in October 2023), Cofidis, BECM, EI and others.

**Changes in scope:** exits of MTRL, Sérénis Assurance, Partners Assurances, ICM Life and ACM Courtage; entry of Crédit Mutuel Capital Privé (asset management), ACM Deutschland (ACM tier) and KCIOP (press); GACM España and Targobank Spain classified under IFRS5

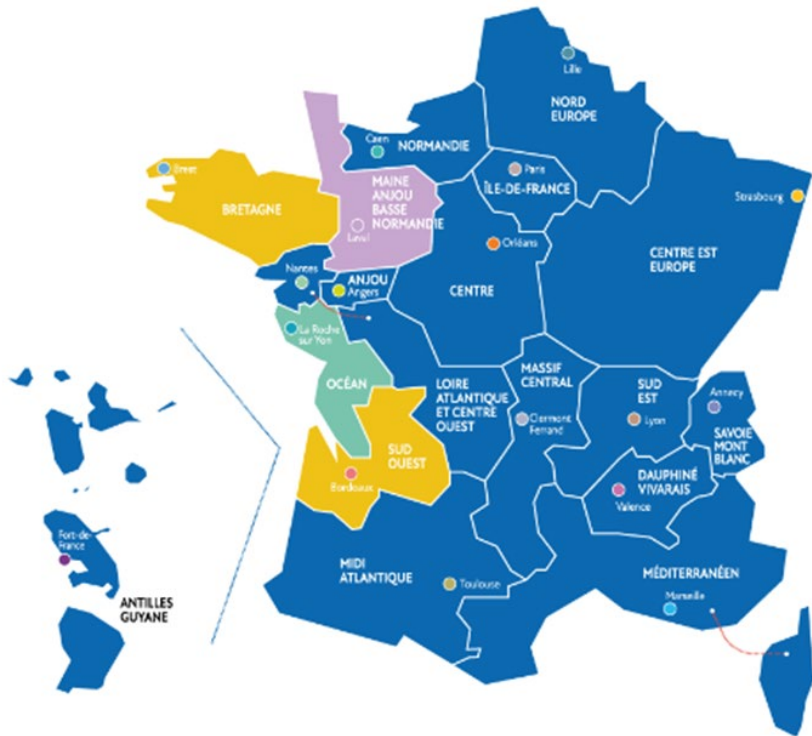
**Restated results for the first semester of 2022:** Starting from January 1, 2023, Crédit Mutuel Alliance Fédérale applies the IFRS 17 accounting standard for "insurance contracts" at the group level, as well as the IFRS 9 standard for "financial instruments" for its insurance entities. To have a consistent reference, the data for the first semester of 2022 has been restated.

## — Table of contents

<b>1</b>	<b>Crédit Mutuel Alliance Fédérale Organization</b>	<b>p. 4-5</b>
<b>2</b>	<b>Ratings</b>	<b>p. 6</b>
<b>3</b>	<b>Executive summary</b>	<b>p. 7</b>
<b>4</b>	<b>Strategic developments</b>	<b>p. 8</b>
<b>5</b>	<b>2023 1H Key takeaways</b>	<b>p. 9</b>
<b>6</b>	<b>Financial results</b>	<b>p. 10-14</b>
<b>7</b>	<b>Capital and Liquidity</b>	<b>p. 15-19</b>
<b>8</b>	<b>Funding</b>	<b>p. 20-21</b>
<b>9</b>	<b>Strategic Plan</b>	<b>p. 22-27</b>
<b>10</b>	<b>Social Mutalist Responsibility and Societal dividend</b>	<b>p. 28-30</b>
<b>11</b>	<b>Appendices</b>	<b>p. 31-61</b>

# – Crédit Mutuel Group

## Structure & Governance



- Caisse Interfédérale **Crédit Mutuel Arkéa**
- Caisse fédérale de **Crédit Mutuel Alliance Fédérale**
- Crédit Mutuel **Maine-Anjou, Basse-Normandie**
- Crédit Mutuel **Océan**

**c.1,990**  
Crédit Mutuel Local Banks

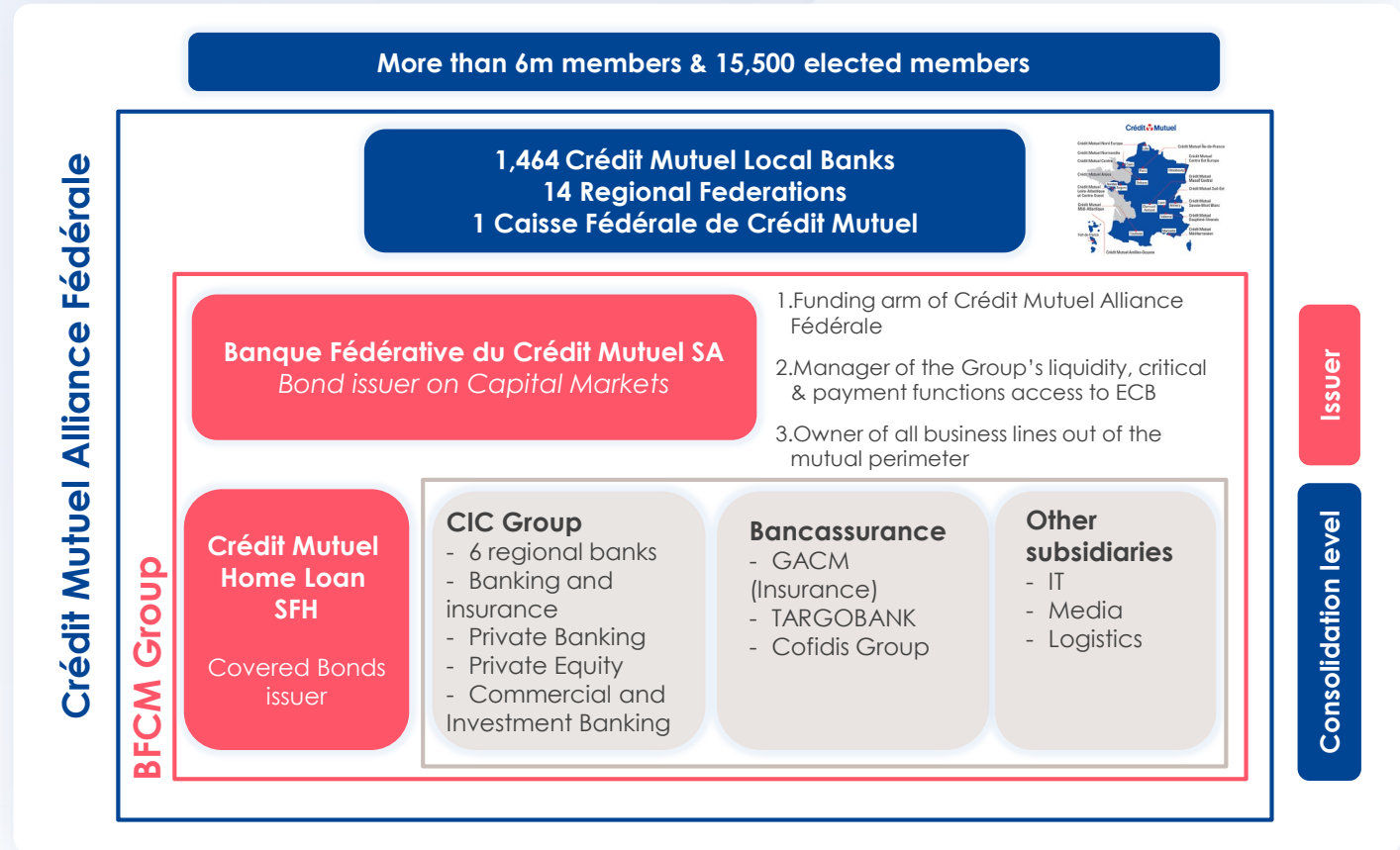
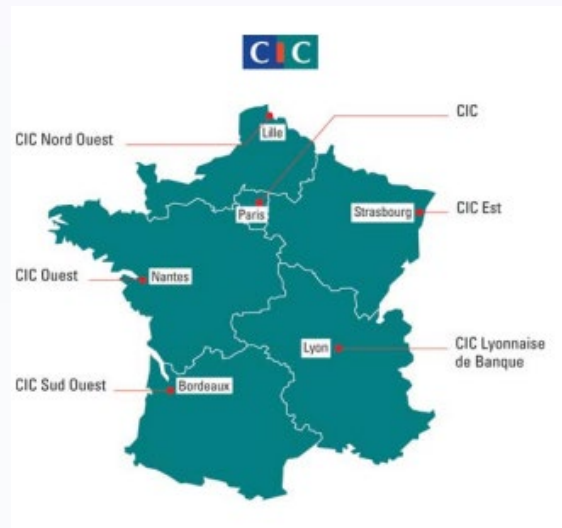
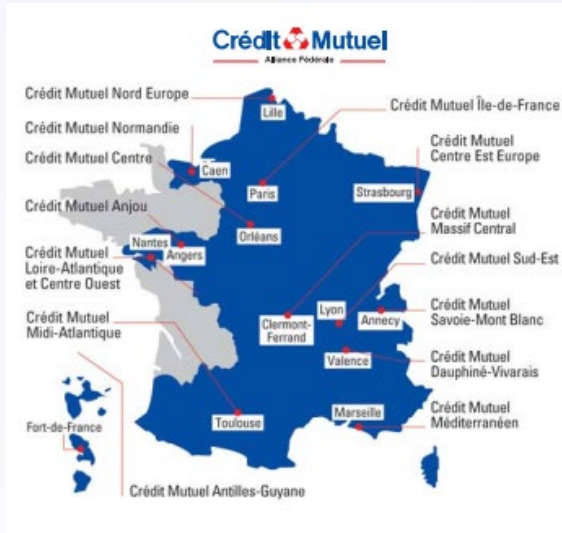
**18**  
Regional Federations

**4**  
« Caisse Fédérale »

**NATIONAL BODY**  
**Confédération Nationale du Crédit Mutuel**

# – Crédit Mutuel Alliance Fédérale

2 issuers on the capital markets



# – Ratings

Among the best ratings compared with our French and European peers

FINANCIAL RATINGS			
	MOODY'S	S&P <sup>(3)</sup>	FITCH RATINGS <sup>(2)</sup>
Senior-Preferred-Unsecured	Aa3	A+	AA-
Outlook <sup>(1)</sup>	Stable	Stable	Stable
Senior-Non-Preferred	A3	A-	A+
Tier 2	Baa1	BBB+	A-
Senior-Preferred-Short-Term Debt	P-1	A-1	F1+

Intrinsic Rating	Adjusted Baseline Credit Assessment (Adj BCA)	Stand Alone Credit Profile (SACP)	Viability Rating (VR)
	a3	a	a+

**Moody's: rating for Crédit Mutuel Alliance Fédérale/BFCM and CIC**

**Standard & Poor's: rating for Group Crédit Mutuel**

**Fitch Ratings rates Crédit Mutuel Alliance Fédérale (as a core part of the wider Crédit Mutuel Group)**

(1) Senior preferred

(2) September 18th 2023, Fitch Ratings affirms Credit Mutuel Alliance Fédérale ratings and Stable Outlook

(3) October 13th 2023, S&P affirms Credit Mutuel ratings and Stable Outlook

EXTRA-FINANCIAL RATINGS				
	MOODY'S ESG	SUSTAINALYTICS <sup>(*)</sup>	MSCI	ISS ESG
2023	64	19.7	AA	C
2022	65	21.2	AA	C
2021	65	21.8	AA	C
2020	63	28.2	AA	C-
Remarks	Low ESG risk			Prime <sup>(**)</sup>

**Non-financial rating agencies rate the BFCM and CIC entities taking into account the full scope of Crédit Mutuel Alliance Fédérale.**

\* The rating scale of Sustainalytics has been modified with a view to favoring a risk analysis methodology (0 to 10: negligible; 10 to 20: low; 20 to 30: medium; 30 to 40: high; >40: severe).

\*\*Companies are categorized as Prime if they achieve/exceed the sustainability performance requirements (Prime threshold) defined by ISS ESG for a specific industry (absolute best-in-class approach) in the ESG Corporate Rating. Prime companies are sustainability leaders in their industry and are better positioned to cope with material ESG challenges and risks, as well as to seize opportunities, than their Not Prime peers.

# Executive summary

Crédit Mutuel Alliance Fédérale a “Bancassurance” business model with a sound risk profile

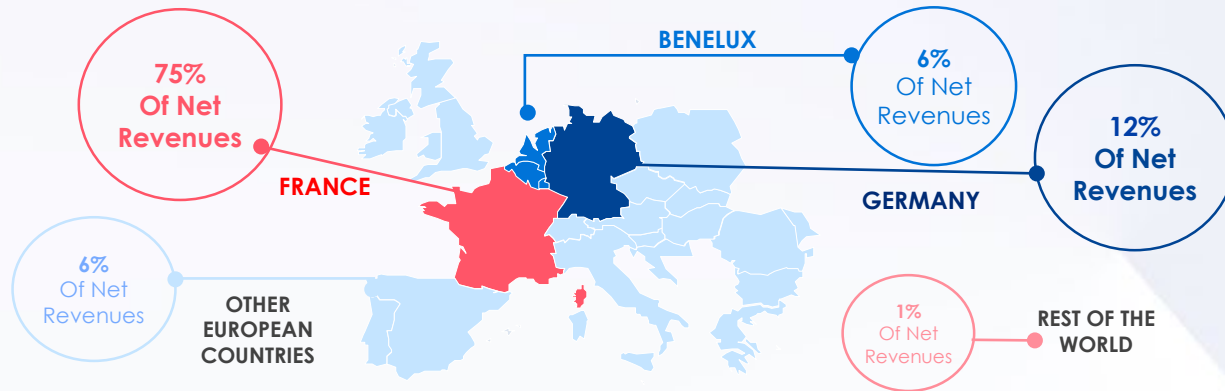
A real cooperative group belonging to its customers, with a cross selling business

- 30.8 million customers
- 6.2 million members
- 15,500 elected members
- c. 4,500 branches, through powerful brands



## Breakdown of Net Revenues :

87% of Net Revenues in France and Germany



## Contribution by Business lines to the Net Income :

71 % of the Net Income provides from Retail banking and Insurance activities

- Retail Banking: 50%
- Insurance: 21%
- Specialized business lines: 27% (Asset Management & Private banking, Corporate banking, Market activity and Private equity)
- Others: 2% (IT & Media)



## Best rating among French & European Banks

Recognition of the financial stability & pertinence of the business model

Financial ratings reaffirmed  
**Moody's** Aa3 / P-1 / stable  
**Standard & Poor's** A+ / A-1 / stable  
**Fitch Ratings** AA- / F1+ / stable

Extra-financial ratings:  
**ISS ESG:** C  
**MSCI:** AA  
**Moody's ESG:** 64  
**Sustainalytics:** 19.7

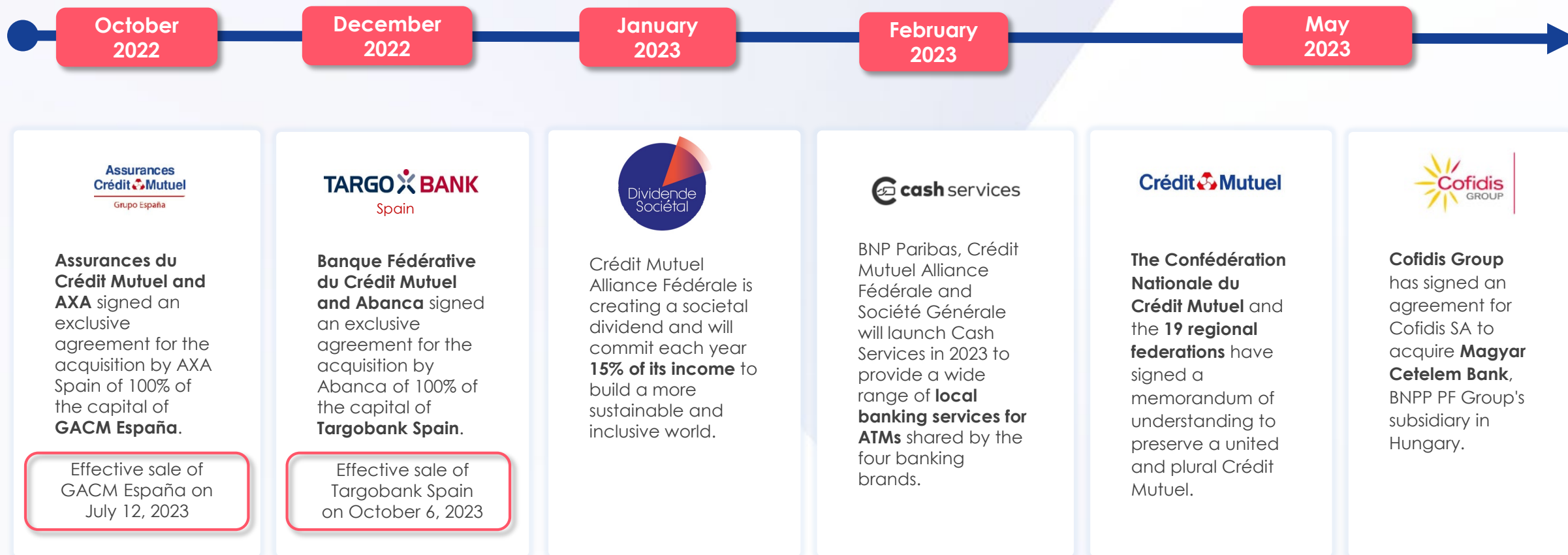
## Strong capitalization and best solvency ratio in Europe

- CET1 18,5% (above strategic plan targets)
- Recurring and stable results reinvested in capital
- Best ranking among universal banks in 2023 EU wide stress tests

## Leading player in the environmental and social transition

- Creation of the **Societal Dividend** in January 2023
- First bank to adopt the status of a **benefit corporation** in 2020
- Stringent policies** to exit coal and unconventional oil and gas sectors

# – Strategic Developments in 2022-2023





# – 2023 Half-Year Results - Key Takeaways<sup>(1)</sup>

## Net revenue

€7,9 bn / €7.6 bn<sup>(1)</sup> +€304 mn  
+4%

### Increase in net revenue due in particular to a solid performance by the specialized business lines

- Performance of specialized businesses accounted for almost ¾ in net revenues increase (Private banking +41.2%, Corporate finance +38.1%, market activities +63.3%)
- Steady net revenues for the networks side and mixed performance for the consumer finance subsidiaries
- Net insurance income under IFRS 17 rose by 13.0%

## Operating expenses

€4.6 bn / €4.4 bn<sup>(1)</sup> +€291 mn  
+6.7%

### Rising general expenses

- Higher employee benefits expenses due to 2022 & January 1, 2023 wages policy, accounting for 53% of the total increase
- Impact of the increase in energy costs
- Lower supervisory costs and contribution to the Single Resolution Fund (-€87 mn or -24%)
- Recognition of the full sponsorship envelope (€79 mn) stemming from the Societal Dividend
- Increase of Cost/income ratio by 1.5 points to 58.2%, but still below the 61% target set in the 2019-23 strategic plan

## Cost of risk

€679 mn / €470 mn<sup>(1)</sup> +€209 mn  
+44.4%

### Overall cost of risk returns to pre COVID level

- Proven cost of risk rose sharply (+86.4% or +€303 mn), partly due to the downgrading of a large corporate accounts
- Increase observed across all business lines reflecting the macro-economic environment
- Unproven cost of risk amounts to a -€26 mn; related to buckets transfert effects & Dec.2022 assumptions scenarios maintained

## Other items

- €18 mn on net gains and losses on other assets and ECC, which consisted entirely of the equity consolidated companies net income shares.
- In HY-2022 (€46 mn), this item included the gain on the disposal of FLOA to BNP Paribas

## Net income

€2 bn / €2.1 bn<sup>(1)</sup> -€155 mn  
-7,3%

**Net income down 7.3%** to nearly €2 bn in a difficult economic environment

## Financial strength

- **CET1 ratio** <sup>(2)</sup>: 18.5% vs. 18.2% on Dec 2022
- **LCR ratio** (average): 164.4 % vs 153.3 % on Dec 2022
- **LDR ratio**: 110.8% vs. 109.9% on Dec 2022

Results of the 2023 EU-wide stress test  
**Crédit Mutuel ranks best  
among the French Universal Banks**

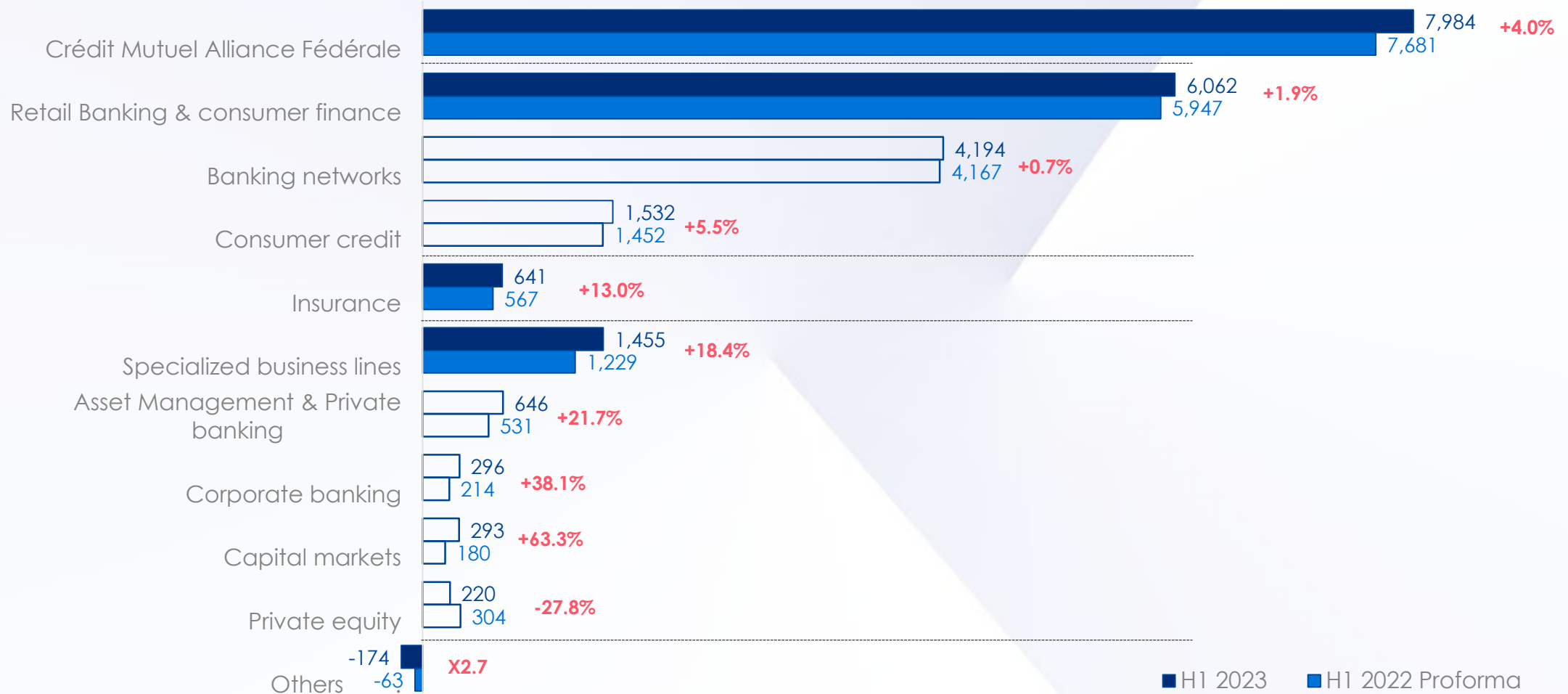
(1) Compared to IFRS17/9 proforma results as at June 30, 2022

(2) The incorporation of the net income into the regulatory capital is subject to ECB approval.

# 2023 Half-Year Results – Contribution by Business Units to Net Revenues

Net revenues around **€8 bn** with a **4%** growth driven by strong performances in specialized businesses

## Net revenues breakdown



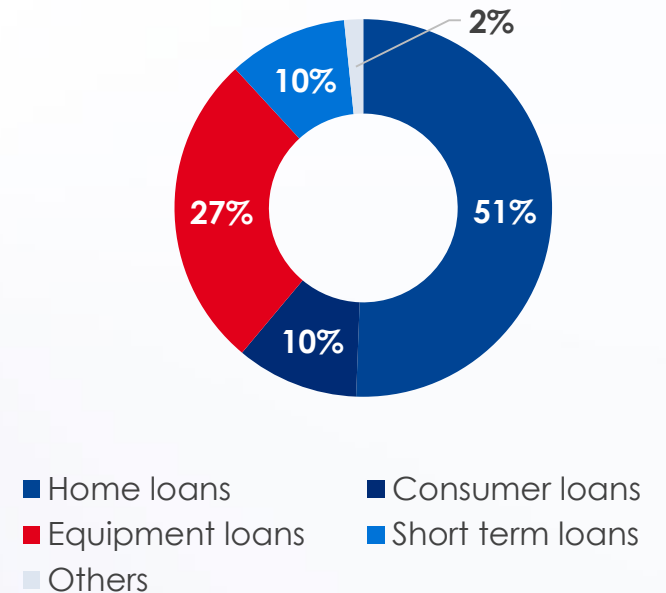
# — Customers Loans

*A dynamic performance despite the rising interest rates environment*

- Outstanding loans exceed €510 bn, **5.0% increase** y-o-y
  - Composed of **51% Home loans**, 27% Equipment loans, 10% Consumer loans, 10% Short term loans and 2% others
  - Despite interest rates hikes, favorable growth in most loan categories
    - + **4.1%** for home loans
    - + **9.6%** for consumer loans
    - + **8.3%** for equipment loans and leasing

€ bn	June 2023	June 2022	Change in %	Dec. 2022
Home loans	258.1	248.0	+4.1%	254.4
Consumer loans and leasing	53.5	48.8	+9.6%	51.0
Equipment loans	138.0	127.4	+8.3%	134.8
Short term loans	52.1	55.4	-5.9%	54.5
Others	8.3	6.4	+30.5%	7.4
<b>Total outstanding</b>	<b>510.1</b>	<b>485.9</b>	<b>+5.0%</b>	<b>502.1</b>

**Loan portfolio breakdown by product**



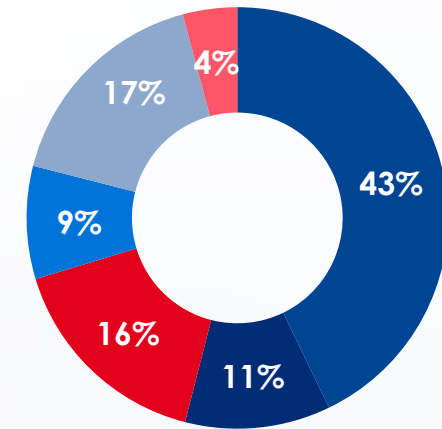
## – Customer deposit portfolio

*Steady growth with reallocation between products*

- **2.2% increase** in outstanding deposits y-o-y
  - Significant inflows in **Livrets Bleu & A (+14.4%)** and **Term deposits (+84.6%)** due to continued favorable measures for regulated savings, resulting in higher interest rates on savings accounts
  - Organic deposit increase driven by significant inflow in **regulated savings products (+ €48bn)** somewhat offset by current accounts outflows of - €10bn

€ bn	June 2023	June 2022	Change in %	Dec. 2022
Current accounts	197.2	231.8	-14.9%	221.7
Livrets Bleu & A	51.4	44.9	+14.4%	47.6
Other saving accounts	75.2	78.0	-3.6%	78.0
Mortgage savings	39.9	41.8	-4.6%	42.0
Term deposits	77.6	42.0	+84.6%	52.4
Others	19.2	12.2	+57.0%	15.3
<b>Total outstanding</b>	<b>460.5</b>	<b>450.7</b>	<b>+2.2%</b>	<b>457.0</b>

**Breakdown by product**



- Current accounts
- Livrets Bleu & A
- Other saving accounts
- Mortgage savings
- Term deposits
- Others saving accounts

## – 2023 Half-Year Results – Cost of Risk

Risk indicators deteriorate versus the end-2022, but still within 2019 levels

- **Rise in proven cost of risk (+€303 mn)** reflecting the uncertain macroeconomic environment
  - Networks and consumer finance clients
  - Corporate Banking: Downgrade of large corporate accounts
- **Non proven cost of risk: reversal of provision** due to transfers from performing to non performing loans
- Increase in doubtful loans by 5.7% over the semester which results in **slight deterioration of the NPL ratio (2.7%)**

in % <sup>(1)</sup>	June 2023	June 2022	2019
Non proven cost of risk	0.01%	0.04%	0.03%
Proven cost of risk	0.23%	0.15%	0.24%
<b>Customer Cost of Risk</b>	<b>0.24%</b>	<b>0.19%</b>	<b>0.27%</b>

in € millions	June 2023	June 2022	2019
Gross loans	519,956	495,603	392,979
Non Performing Loans (S3)	13,938	12,363	12,079
<b>NPL ratio</b>	<b>2.7%</b>	<b>2.5%</b>	<b>3.1%</b>

in € millions	June 2023	June 2022	2019
Total loss provisioning	(9,866)	(9,670)	(8,444)
Loss provisioning (S3)	(6,546)	(6,199)	(6,471)
Loss provisioning (S1 & 2)	(3,320)	(3,471)	(1,973)
Non Performing Loans (S3)	13,938	12,363	12,079
<b>Coverage ratio of proven risk</b>	<b>47.0%</b>	<b>50.1%</b>	<b>53.6%</b>
<b>Overall coverage ratio</b>	<b>70.8%</b>	<b>78.2%</b>	<b>69.9%</b>

(1) In % of outstanding loans – annualized.

# – 2023 Half-Year Results – Contribution by Business Units to Net Income

Retail banking and Insurance represent  
**71 %** of the net income

Contribution to Net Income by  
operational business units<sup>(1)</sup>

## Retail Banking

“Bancassurance” networks

Crédit Mutuel, CIC, BECM, Beobank

Consumer credit

Cofidis Group, Targobank Germany

Others

Leasing, Factoring, Real Estate, others



## Insurance

Groupe des Assurances du Crédit Mutuel



## Specialized business lines

Asset Management & Private banking

Corporate banking

Market activity

Private equity



## Others

IT & Media



in € millions

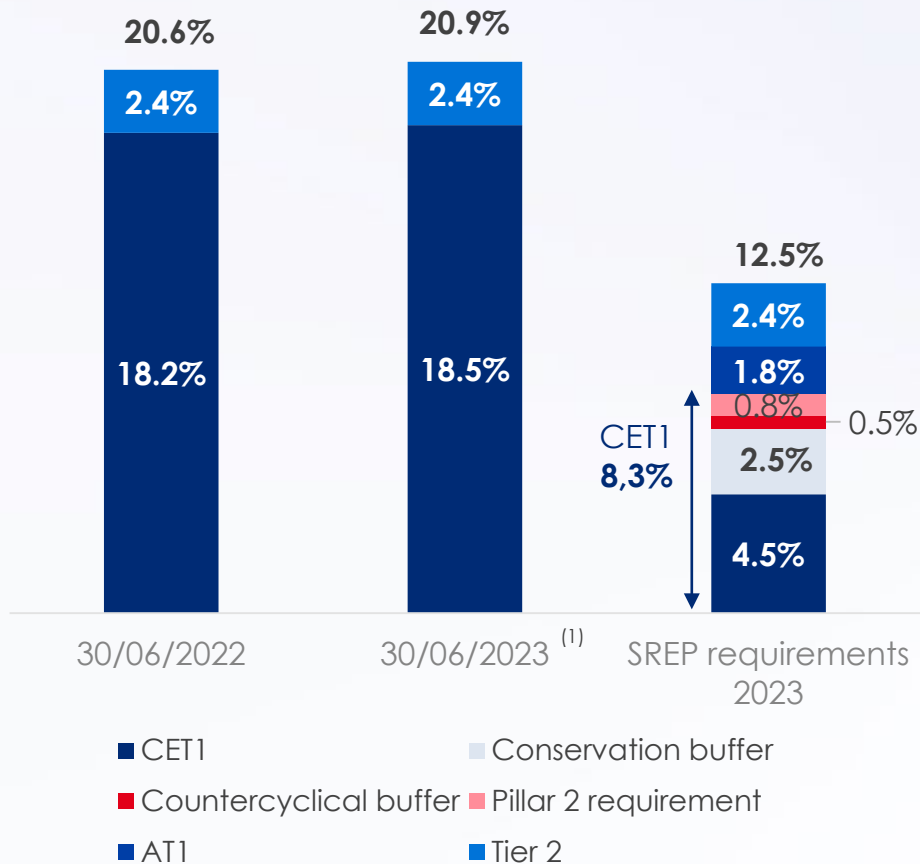
	June 2023	June 2022 Proforma	Change in %
<b>Retail Banking</b>	<b>1,032</b>	<b>1,167</b>	<b>-11.6%</b>
<b>Insurance</b>	<b>443</b>	<b>406</b>	<b>+9.0%</b>
<b>Specialized business lines</b>	<b>559</b>	<b>492</b>	<b>+13.6%</b>
Asset Management & Private banking	161	116	+38.6%
Corporate banking	105	90	+16.6%
Capital markets	112	35	X 3.1
Private equity	181	251	-27.9%
<b>Others (IT, Logistic, Media &amp; others)</b>	<b>(70)</b>	<b>52</b>	<b>ns</b>
<b>Net Income</b>	<b>1,962</b>	<b>2,117</b>	<b>-7.3%</b>

<sup>(1)</sup> Excluding “Holding company services” business line

# Capital

Among the highest solvency ratios in Europe driven by recurring and stable results

## Capital requirements



## Regulatory ratios well above requirements and Strategic Plan target (between 17% and 18% by 2023)

- **€60.5 bn** of own funds (+€2 bn compared to 12/2022 proforma)
- Estimated impact of IFRS17/IFRS9 at **20 bp** as at 12/31/2022, compared with a first-time application impact of 5 bp on January 1, 2022
- Leverage ratio of **6.9%**

Results of the 2023 EU-wide stress test

*Crédit Mutuel ranks best among the French Universal Banks*

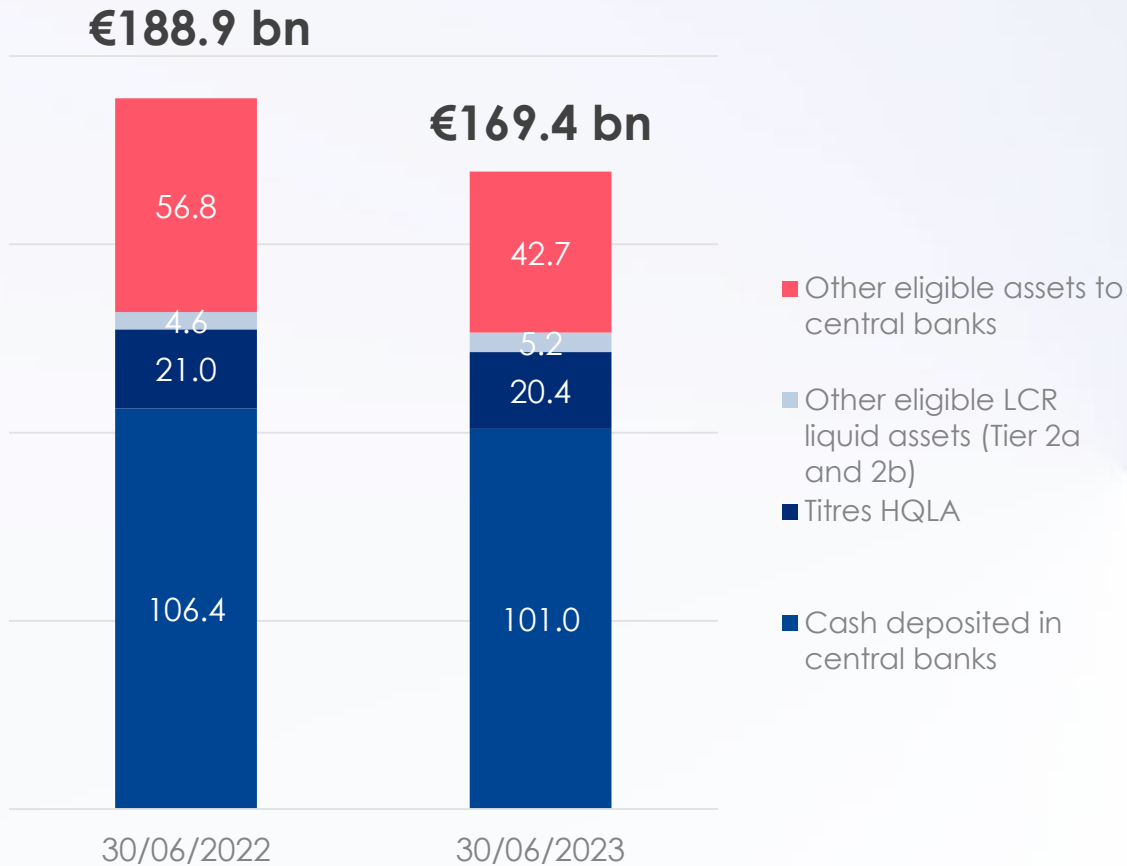
Realized <sup>(2)</sup> 31/12/2022	Baseline scenario 31/12/2025	Adverse scenario 31/12/2025
18.8%	19.5%	11.4% (-7.3 pp)

(1) The incorporation of the net income into the regulatory capital is subject to ECB approval

(2) CET1 ratio at Credit Mutuel Group level

# Liquidity

Strong liquidity reserve, adapted to comply with regulatory ratios and withstand severe stress



Average LCR liquidity buffer of **€128.1 bn** of which

- 81% of Central Bank deposits (mainly ECB) and 12% of highly liquid assets (HQLA)

Total liquidity reserve of **€169.4 bn** which covers more than 12-months redemptions

## HQLA portfolio

- Securities **fully eligible** for Central Bank operations
- Securities classified at **fair value through equity** (Held-to-Collect-and-Sell business model)

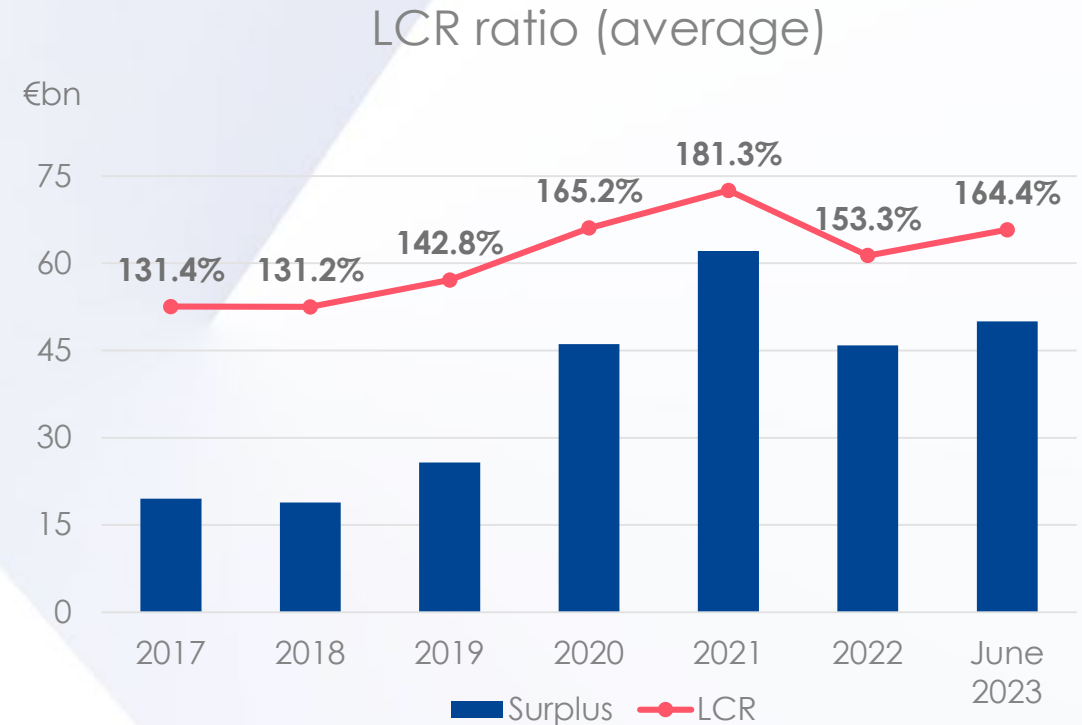


## — Liquidity

A solid LCR ratio of over 150%, still above its pre-crisis Covid-19 level

### Average LCR ratio of **164.4%** at June 2023

- Slight increase due to dynamic raise of short-term resources during the first semester
- Average surplus of **€50 bn** at June 2023 compared to minimum regulatory requirements
- In 2022, decrease in average LCR due to partial repayments on TLTRO and dynamics of commercial activity



## — Liquidity

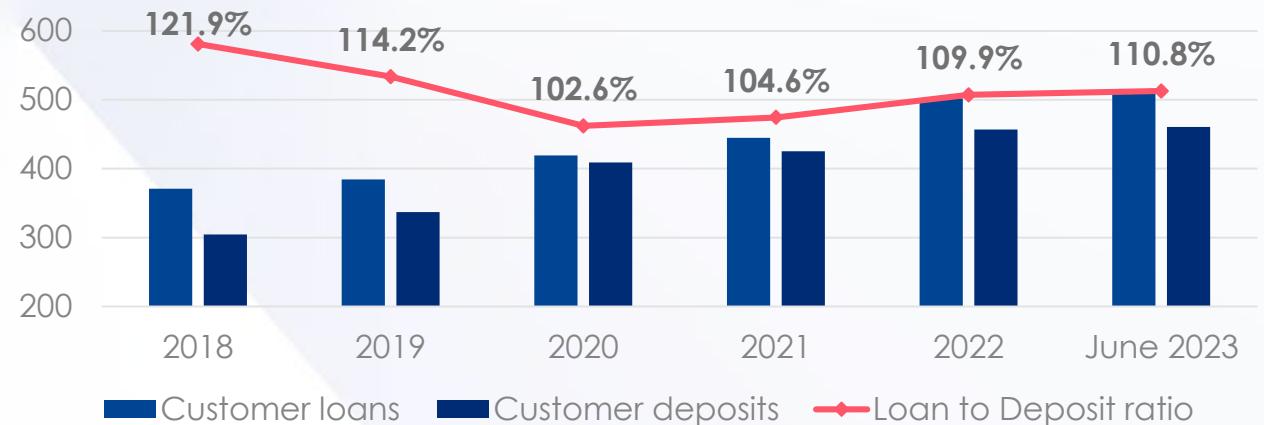
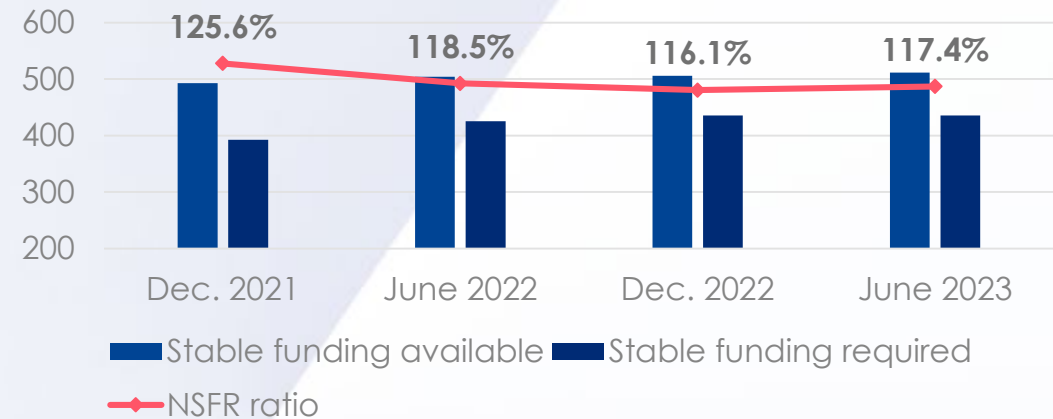
Other Liquidity indicators: NSFR and Loan-to-Deposit

NSFR of **117.4%**

- Surplus of stable resources of **€75 bn**

Loan-to-Deposit ratio of **110.8%**

Changes due to **strong loan evolution** (+5.0% y-o-y against +2.2% for deposits), particularly in **consumer loans** (+9.6%) and **equipment loans** (+8.3%)



## – Minimum Requirement Eligible Liabilities – MREL<sup>(1)</sup>

The MREL is set for the Crédit Mutuel Group on a consolidated basis for the resolution group<sup>(2)</sup>

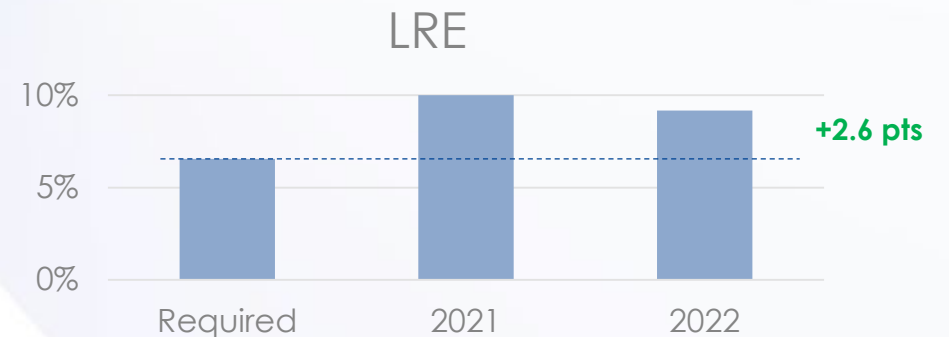
The Group received its MREL notification applicable on a **consolidated basis** at the level of the **resolution group**.

Crédit Mutuel's external MREL requirement is set at **20.99%** of the Group's risk-weighted assets (the "RWA") and at **6.54%** of the leverage ratio exposure.

The subordinated MREL requirement is set at **14.35%** of RWA and at **6.54%** of the leverage ratio exposure.

Crédit Mutuel is **well above** the requirements as of December 2022:

- Subordinated MREL ratio **22.8%** of the Group's RWA
- **9.18%** of the leverage ratio



(1) As an D-SIB, Crédit Mutuel is not subject to the TLAC requirements defined by the Financial Stability Board

(2) Applicable on a consolidated basis at the level of the resolution group, which is composed of the central body (Confédération Nationale du Crédit Mutuel), its affiliated entities including Banque Fédérative du Crédit Mutuel, and all their subsidiaries.

# Funding program 2023

**c.€20 bn MLT** to be raised

- SNP/Tier 2 : c.€4 bn target (achieved)
- Green / Social / Sustainability bonds
- Senior and SFH public & private issues (EMTN, US 144A, Samurai)

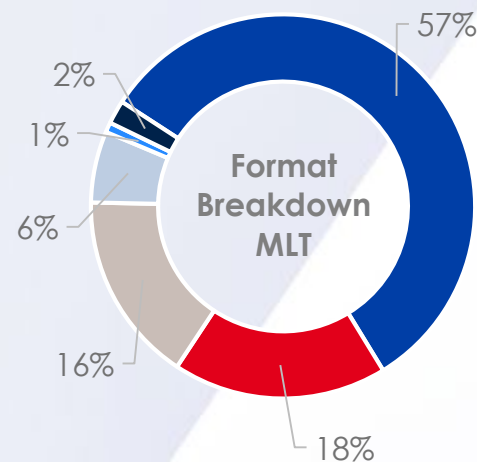
**As of 31 December 2023, €21.7 bn has been raised in MLT issues with an average maturity of 5.8 years**  
of which €1.25 bn SNP of prefunding for 2024

**Format of 2023 public issues** (€18,9 bn ~ 90% of issuances)

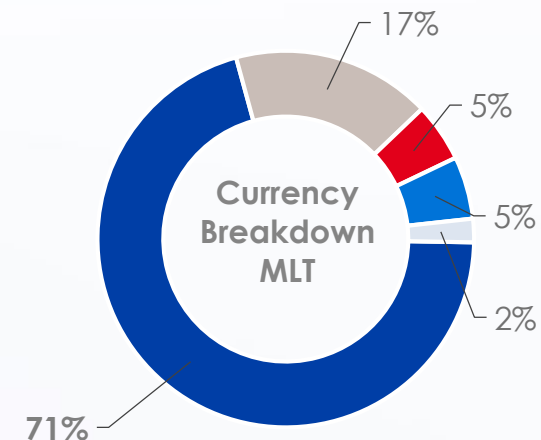
- €3.5 bn of Covered bonds – average spread of 0.314%
- €10.1 bn of Senior Preferred - average spread of 1.085%
  - of which **€750 mn of social bonds**
- €4 bn of Senior Non Preferred (SNP) – average spread of 1.462%
- €1.25 bn of Tier 2 – average spread of 2.190%

## 2023 US MTN 144A

- 3yr FXD – \$1.250bn – T+118
- 3yr FXD – \$1.4 bn – T+130
- 3yr FRN – \$0.350 bn – SOFR+140
- 5yr FXD – \$0.750 bn – T+155



- Senior preferred
- Covered Bonds
- Senior-NEU MTN
- SNP
- Tier 2
- CRH



- EUR
- USD
- GBP
- JPY
- CHF

# Funding program 2024

**c.€15 bn MLT** to be raised

- SNP/Tier 2 : c.€4 bn <sup>(1)</sup> target
- Green / Social / Sustainability bonds
- Senior and SFH public & private issues (EMTN, US 144A, Samurai)

**As of 22 January 2024, €6.55 bn has been raised in MLT issues**  
 (i.e. 44% of target achieved)  
**with an average maturity of 7.05 years**

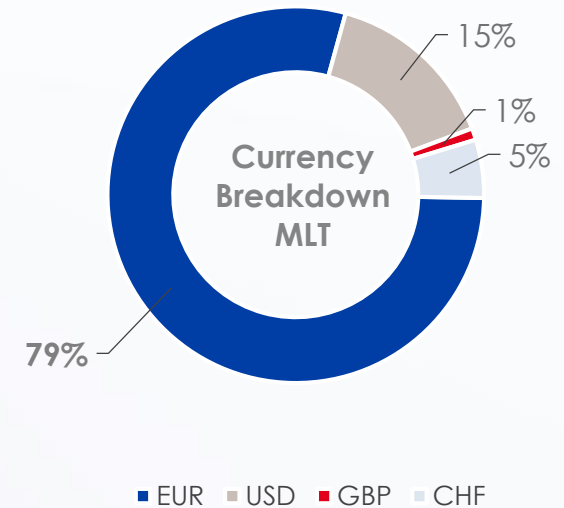
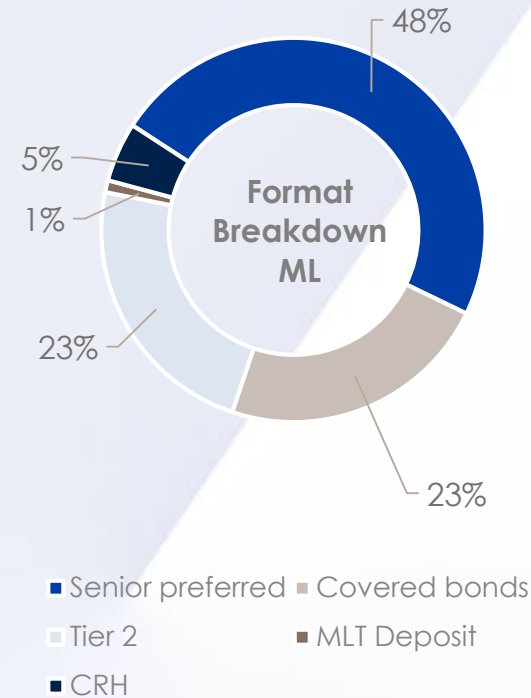
### Format of 2024 public issues:

- Tier 2 - €1.5 bn – 4.375% - 01/2034 - MS+195
- Senior preferred – €1 bn – 3.75% - 02/2034 – MS+125
- Senior preferred – CHF 310mn – 2.223% - 01/2032 – SARON+96
- Covered bonds - €1.5 bn – 3% - 02/2032 – MS+40

### 2024 US MTN 144A

- 3yr FXD/FRN – \$1 bn – T+97/SOFR +113

(1) Of which €1.250 bn of Senior non preferred has been raised in 2023

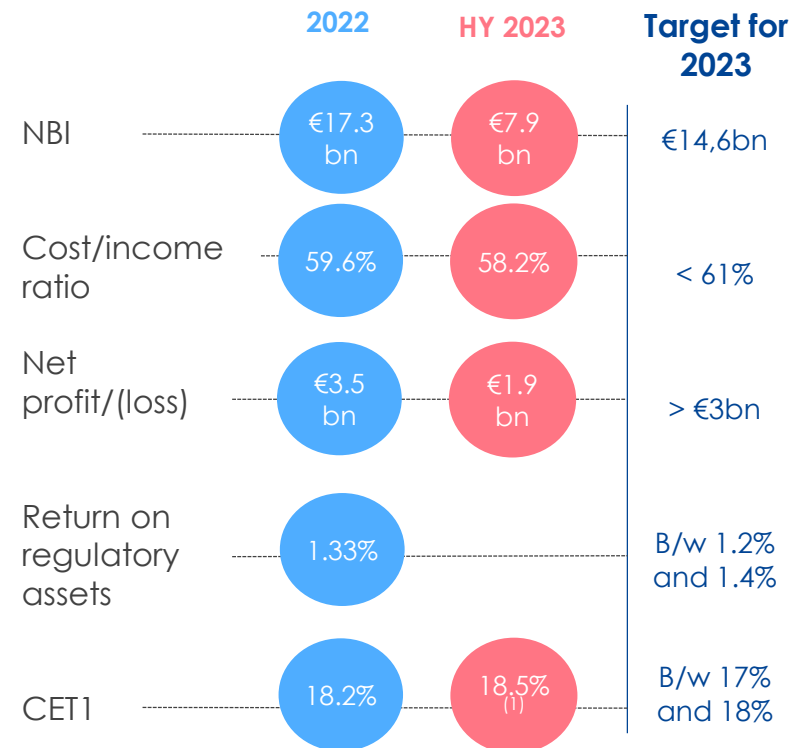


# 2019-2023 Strategic Plan

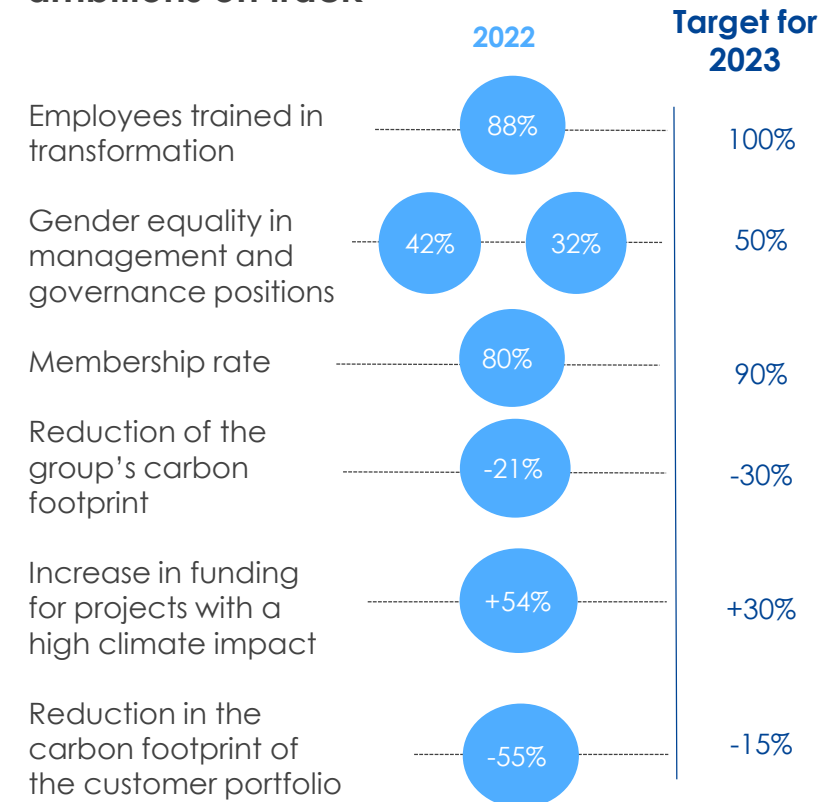
The 2019-2023 strategic plan, revised in 2020 in the context of the health crisis, is a major catalyst for development and transformation to achieve sustainable and responsible performance.



## Financial objectives: 2022 performance above 2023 targets



## Human and mutualist development ambitions on track



(1) The incorporation of the net income into the regulatory capital is subject to ECB approval.

— **2024-2027 strategic plan**  
3 strategic areas

**OUR  
PRIORITY:**

**A spirit of  
conquest  
& initiative**

**OUR  
COMMITMENT:**

**Be at  
the forefront  
of ecological  
& societal  
transformation**

**A winning  
trio:**

**Employees  
& Elected  
members,  
Technology**

# — 2024-2027 strategic plan

Focus on performance indicators

ENSEMBLE

**> 75%**  
employees and elected members who are proud of their company

**50%**  
women managers in the Group

**50%**  
women in Group governance bodies<sup>(1)</sup>

**> 30%**  
work-study trainees recruited from priority neighborhoods or rural areas

PERFORMANT

**€19 bn**  
Net banking income

**54%**  
cost/income ratio

**€5 bn**  
Net income

**€0.5**  
Net income for every €100 of assets

**≤ 110%**  
Loans to deposits ratio

**>15 M**  
Bancassurance customers<sup>(2)</sup> and 8 million in Insurance<sup>(3)</sup>

SOLIDAIRE

**15%**  
of Group net income invested each year in the societal dividend

**20%**  
reduction in the carbon footprint of the balance sheet<sup>(4)</sup>

**100%**  
of employees and elected members committed to ecological transformation

<sup>(1)</sup> Group management committees, boards of directors and supervisory boards of the umbrella structures of Crédit Mutuel Alliance Fédérale. Average target for the Group. The individual objectives of each entity take into account the reality of the labor market for that activity

<sup>(2)</sup> Scope of French network

<sup>(3)</sup> Customers with a major product

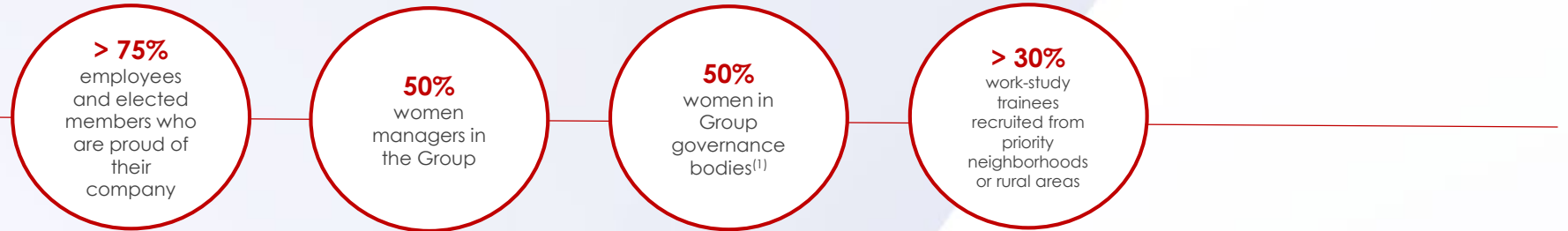
<sup>(4)</sup> Scope: all loan and investment portfolios



# — 2024-2027 strategic plan

*A winning trio: employees, elected members and technology*

ENSEMBLE



- Develop the **Mutualist University**, powerful stimulus for action by the elected members in partnership with the University of Strasbourg
- Enhance of the **expertise of the networks** with the goal of 80% of the Crédit Mutuel local banks and CIC branches having at least seven employees
- **Innovate constantly** to remain at the **leading edge of upcoming technologies** and ensure they can **protect the sovereignty** of the Group
  - Speeding up investment in technology, particularly in new datacenters, the private cloud and highly resilient systems
  - Rolling out leading edge cognitive, OCR (optical character recognition) and voice recognition technologies
- **Reduce significantly the times to market its new solutions** in all of its business lines across all customer segment

# — 2024-2027 strategic plan

*A spirit of conquest & initiative*

## PERFORMANT

€19 bn  
Net banking  
income

54%  
cost/income  
ratio

€ 5 bn  
Net income

€ 0.5  
Net income  
for every €100  
of assets

≤ 110%  
Loans to  
deposits ratio

>15 M  
Bancassurance  
customers<sup>(2)</sup>  
and 8 million in  
Insurance<sup>(3)</sup>

- **Surpass 15 million customers** in its Crédit Mutuel and CIC networks in France representing nearly one million new members
- **Enhance the digital pathway** with sales growth of 20% through this channel
  - Reach 100% autonomy for interested existing and prospective customers
  - Already, 30% of our sales comprise an artificial intelligence component
- **Change dimension on the corporate and investment banking (CIB)** business in France and abroad, in the CIC networks, and at Banque Européenne du Crédit Mutuel (BECM)
- Quality **insurance** solutions remains the Group's **priority** and long-standing **expertise**
  - Surpass 8% market share in PC insurance on the individual market and to have more than 8M insurance customers
  - Develop its bancassurance activities in Europe: in Germany, Targobank and ACM Deutschland, in Belgium, Beobank and the new insurance subsidiary
- Launch its **new asset management business line** organized around Groupe La Française

# — 2024-2027 strategic plan

*Be at the forefront of ecological & societal transformation*

# SOLIDAIRE

**15%**  
of Group net  
income  
invested each  
year in the  
societal  
dividend

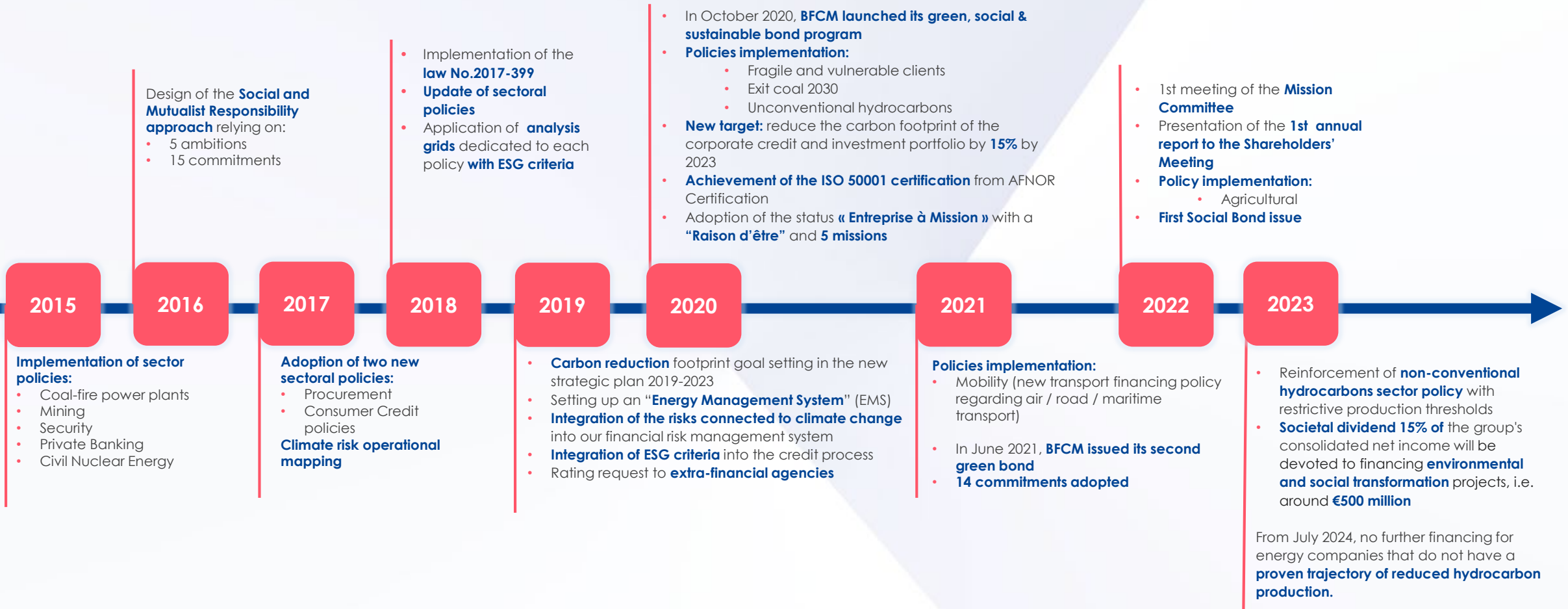
**20%**  
reduction in  
the carbon  
footprint of  
the balance  
sheet<sup>(4)</sup>

**100%**  
of employees  
and elected  
members  
committed to  
ecological  
transformation

- « **Institut Mutualiste pour l'Environnement et la Solidarité** » will be the Group's center of expertise in environmental, social and governance matters
- Support the **ecological transformation** of all our customers and businesses
  - Eco-renovation: 100,000 customers to be supported by 2027
- **Strengthen its commitments to a low-carbon economy** and set stricter requirements for companies' carbon emissions)
- Create and share value through the **societal dividend**: 15% of net income, channeled into **ecological transformation** and social and regional **solidarity** projects
  - **€2.5 bn target by 2027**
  - Mainly allocated through **impact investments** with the aim to support changes in production models, improve infrastructures and help preserve nature, biodiversity, the water cycle and forests

# — Timeline of our SMR Policy Implementation

Leading player in the shift towards a low-carbon economy



# – Crédit Mutuel Alliance Fédérale : the 1<sup>st</sup> “Entreprise à Mission” (benefit corporation bank) “Listening and acting together”



**Support our customers and members**



**Reject any discrimination**



**Technology and innovation to serve people**



**Contribute to regional development**



**Work for a fairer and more sustainable society**

In 2020, Crédit Mutuel Alliance Fédérale adopted a “**raison d’être**” in line with its values and became the **1<sup>st</sup> Entreprise à Mission** (mission-oriented corporation bank) with:

- **5 long-term missions**, aimed to assert its identity and its values
- **14 evidence-based, concrete commitments** to be achieved in the short term, aimed at improving the mutualist group’s impact on the environment around it

The monitoring of the execution of these commitments is entrusted to a **Mission Committee**

# Societal Dividend

Putting financial performance to work for the benefit of the whole society



Allocation target **€2.5 bn by 2027**

Launch year achievements : **€430 M allocated i.e. 80% of the goal for 2023**

€363 M

## Impact investments

1.5Md€ allocation target by 2027



colonies



### Focus on the acquisition of the Dambach forest

- One of the biggest carbon sinks in the Grand Est region
- Enabling 23,000 tons of carbon to be sequestered a year
- Resources to be deployed to protect it from the consequences of global warming (forest fires, proliferation of parasites, etc.)

€67 M

## Services that benefit the community

- **0% bicycle loan** for all (without fee)
- **100% solidarity banking package** to support local cultural and sport associations
- **Facil'accès** for customers in financial difficulty, with an account at €1 net per month and no incident fees

## Sponsorship



- To fight against precariousness
- To fight against inequalities
- To preserve nature and the living world



Banques Alimentaires

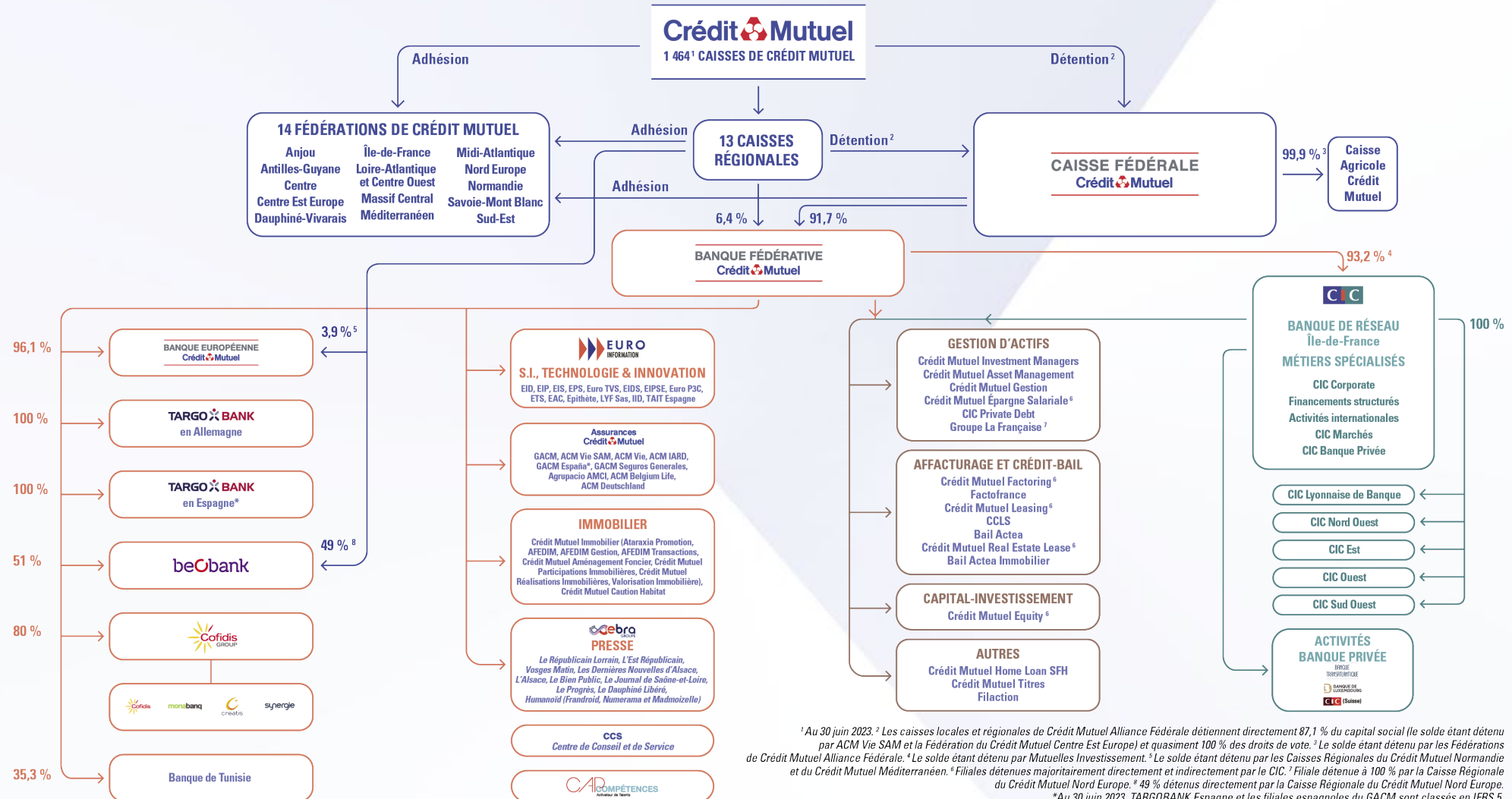


## — Appendices

<b>1</b> Organization chart	p. 32
<b>2</b> Implementation of IFRS 17 and IFRS 9	p. 33-34
<b>3</b> Business line results	p. 35-44
<b>4</b> Exposure at default	p. 45
<b>5</b> RSM & Green, social, and sustainability bonds framework	p. 46-58
<b>6</b> Awards and recognitions	p. 59
<b>7</b> Macroeconomic environment	p. 60-61

# Crédit Mutuel Alliance Fédérale Organization

Organization chart as of June 2023



<sup>1</sup> Au 30 juin 2023. <sup>2</sup> Les caisses locales et régionales de Crédit Mutuel Alliance Fédérale détiennent directement 87,1 % du capital social (le solde étant détenu par ACM Vie SAM et la Fédération du Crédit Mutuel Centre Est Europe) et quasiment 100 % des droits de vote. <sup>3</sup> Le solde étant détenu par les Fédérations du Crédit Mutuel Alliance Fédérale. <sup>4</sup> Le solde étant détenu par Mutuelles Investissement. <sup>5</sup> Le solde étant détenu par les Caisses Régionales du Crédit Mutuel Normandie et du Crédit Mutuel Méditerranéen. <sup>6</sup> Filiales détenues majoritairement directement et indirectement par le CIC. <sup>7</sup> Filiale détenue à 100 % par la Caisse Régionale du Crédit Mutuel Nord Europe. <sup>8</sup> 49 % détenus directement par la Caisse Régionale du Crédit Mutuel Nord Europe. <sup>9</sup> Au 30 juin 2023, TARGOBANK Espagne et les filiales espagnoles du GACM sont classés en IFRS 5.



# — Implementation of IFRS 17 and IFRS 9

## *Note on methodology*

### Restated results for the 1<sup>st</sup> semester of 2022:

As of January 1, 2023, Crédit Mutuel Alliance Fédérale applies IFRS 17 “Insurance Contracts” at the Group level as well as IFRS 9 “Financial Instruments” for its insurance entities.

To have a consistent reference, the data for the **first half of 2022** has been **restated on a pro forma basis**.

### Two business lines affected:

- **Insurance**, with two main effects:
  - Amortization over the contract life of the **expected future profits** (CSM - Contractual Service Margin) from multi-year contracts (life, creditor, long-term care and burial and funeral insurance)
  - Reclassification of **expenses related to insurance contracts** from general operating expenses to net revenue
- **“Other business lines”**, with **expenses incurred by the network** for the distribution of insurance contracts reclassified as net revenue
  - To avoid skewing the analysis of the businesses’ performance, these expenses were reclassified under “other business lines”

In addition, the restated 2022 half-year financial statements were impacted by two factors:

- The **deconsolidation**, effective January 1, 2022, of several subsidiaries of Groupe des Assurances du Crédit Mutuel (GACM), including MTRL, Sérénis Assurance, ACM Belgium (formerly Partners Assurances), ICM Life and ACM Courtage
- The recognition of banking network net revenue as **“development plans”** expenses, previously being classified under “other business lines”

## – Implementation of IFRS 17 and IFRS 9

*Positive impact from the application of the standards at Crédit Mutuel Alliance Fédérale level*

### Impact on equity

- +€0.4 bn as of January 1, 2022
- +€1.7 bn as of December 31, 2022

### Prudential impact

- +20 bp on the CET1 solvency ratio as of December 31, 2022

### Operating ratio

- Improved by 4.5 points
- Cost/income ratio at 58.2% pro forma vs 56.7% proforma June 2022

# — 2023 Half-Year Results of Crédit Mutuel Alliance Fédérale

## Comprehensive Income Statement as of June 2023

	HY 2023	HY 2022 pro forma	Change
<b>Net revenue</b>	<b>7,984</b>	<b>7,681</b>	<b>+4.0%</b>
General operating expenses	(4,649)	(4,358)	+6.7%
<b>Gross operating income</b>	<b>3,335</b>	<b>3,322</b>	<b>+0.4%</b>
Cost of risk	(679)	(470)	+44.4%
<i>proven cost of risk</i>	(653)	(350)	+86.4%
<i>unproven cost of risk</i>	(26)	(120)	-78.5%
<b>Operating profit/(loss)</b>	<b>2,656</b>	<b>2,852</b>	<b>-6.9%</b>
Net gains/(losses) on other assets and ECC <sup>(1)</sup>	18	46	-60.6%
<b>Income before tax</b>	<b>2,674</b>	<b>2,898</b>	<b>-7.7%</b>
Income tax	(711)	(781)	-8.9%
<b>Net income</b>	<b>1,962</b>	<b>2,117</b>	<b>-7.3%</b>
Minority interests	87	99	-11.8%
<b>Net income attributable to the group</b>	<b>1,875</b>	<b>2,019</b>	<b>-7.1%</b>

<sup>(1)</sup> ECC = equity consolidated companies = share of net profit/(loss) of equity consolidated companies.

# – 2023 Half-Year Results – Retail Banking & Consumer Finance

A global stability of results, despite a high cost of risk

## Territorial coverage of CIC & Crédit Mutuel networks

- Crédit Mutuel networks : **8.7 mn customers** (+90,000 / +1%)
- CIC networks : **5.6 mn customers** (+44,000 / +1.1%)

- More than **4,500** points of sales
- **c.90 %** loans approvals locally

## Diversified distribution strategy

- **19.5 mn** risk insurance contracts (excluding creditor insurance)
- **1,420,000** subscriptions in mobile telephony
- **341,000** residential remote surveillance subscriptions

## Performance drivers

- Excluding Beobank, the **interest margin fell** by 3.1%
- The **overall cost of risk rose sharply** especially on the proven cost of risk side (+39.3% for Crédit Mutuel networks and x4 for CIC)
- **Beobank** achieves **very good results** in most product lines with a net income of almost 28 million (x 2.2 compared with results to end June 2022)

in € millions	HY 2023	HY 2022 Pro forma	Change <sup>(1)</sup>
<b>Net revenue</b>	<b>6,062</b>	<b>5,947</b>	<b>+1.9%</b>
General operating expenses	(3,962)	(3,798)	+4.3%
<b>Gross operating income</b>	<b>2,100</b>	<b>2,149</b>	<b>-2.2%</b>
Cost of risk	(614)	(461)	+33.1%
cost of proven risk	(548)	(336)	+63.0%
cost of non-proven risk	(66)	(125)	-47.4%
<b>Operating profit/(loss)</b>	<b>1,486</b>	<b>1,687</b>	<b>-11.9%</b>
Net gains/(losses) on other assets and ECC <sup>(2)</sup>	2	2	ns
<b>Income before tax</b>	<b>1,488</b>	<b>1,689</b>	<b>-11.9%</b>
Income tax	(456)	(523)	-12.7%
<b>Net income</b>	<b>1,032</b>	<b>1,167</b>	<b>-11.6%</b>

(1) At constant scope

(2) ECC = equity consolidated companies = share of net profit/(loss) of equity consolidated companies

# – 2023 Half-Year Results – COFIDIS

Results went down compare to HY 2022 despite good commercial performance



## RESOURCES AND ASSETS

Production of €4,8 bn

c.5,800 employees

Partnership channel:  
**+17%**

E-commerce activity:  
**+16%**

Over 10 m customers

## MAIN BRANDS

### Cofidis:

A European online consumer loan specialist based mainly in France, Belgium, Italy, Spain and Portugal

### Monabanq:

An online bank

### Creatis:

A loan consolidation specialist

monabanq



## KEY INDICATORS

Outstanding loans increased by **12%** compared to June 2022 to reach €18.8 bn

The ongoing rise in refinancing rates, notably impacting the net banking income. Nonetheless, the substantial growth in assets and increased commissions help **limit the decline, resulting in a net banking income of €678.8 mn**

**Cost of risk** remains under control at 2.5% of the outstandings (+30 bp vs June 2022)

**Net income of €23,1 mn**

## BUSINESS MODEL

The COFIDIS Group grew its business based on **a unique concept, remote lending**

This robust business model calls for **constant innovation**, combining new products and services, close customer relations and new technologies

The COFIDIS Group pursues a **development strategy** to support its growth in France and internationally

# – 2023 Half-Year Results – Targobank Germany

Strong performance both in consumer finance and factoring/leasing



## RESOURCES AND ASSETS

**c.3.7 mn**  
private, business & corporate customers

**More than 330**  
Points of sales

## COMMERCIAL BANKING

**TARGOBANK operates in:**  
Equipment finance, Factoring, Credit & financing, Accounts & cards, Wealth management, Protection, Car loans, Commercial loans, Leasing, Factoring, Investment loans...

**A branch network spread over 250 largest cities in Germany** with a countrywide distribution system

## KEY INDICATORS

**The Net Revenue** recorded a substantial growth of **14%**

Contribution to the **net income** of the consumer credit business at Crédit Mutuel Alliance Fédérale is €181 mn, a 29% improvement compared to the same period last year.

## VALUE CREATION

**Significant increase in loans production** to **€3 bn** in June 2023

**Outstanding loans** in retail banking grew by **10%** to **€20.8 bn**

**Deposit outstanding** **€25.5 bn**

Corporate activities<sup>(1)</sup> are clearly recovering with an **increase in the factoring and leasing businesses**

(1) classified in the "banking network" and "business line subsidiaries" sectors

# – 2023 Half-Year Results – Insurance

Solid performance due to more favorable climatic and market environment

## Strong inflows in Life Insurance

- Following the trend of 2022, maintained momentum in the life insurance activity with **gross inflows of €4.2 bn** (+16.7%)
- Most inflows are recorded on **Euro funds** and from **France**

## Increase in all Risk Insurance portfolios

- Property and automotive insurance **+4,8%**
- Personal insurance **+4.9%**

## International activities

- On July 12, 2023, **sell of the capital of GACM España** to Axa for approximately €310 mn<sup>(2)</sup>

## Net income drivers

- **Rise in equity markets** leads to an increase in financial income
- Decrease in **expenses related to weather-related claims** compared to 2022 (of an unprecedented scale)
- GACM's net income reached **€453 mn**:
  - 8.9% increase compared to June 2022 (IFRS 17/9 pro forma: €416 mn) and
  - 4.7% increase compared to June 2022 (IFRS 4: €433 mn)

in € millions

	HY 2023	HY 2022 Pro forma	Change
<b>Net insurance income</b>	<b>641</b>	<b>567</b>	<b>+13.0%</b>
General operating expenses	(58)	(51)	+14.8%
<b>Gross operating income</b>	<b>583</b>	<b>517</b>	<b>+12.8%</b>
Net gains/(losses) on other assets and ECC <sup>(1)</sup>	(5)	(1)	x 5.6
<b>Income before tax</b>	<b>578</b>	<b>516</b>	<b>+12.0%</b>
Income tax	(135)	(110)	+23.1%
<b>Net income</b>	<b>443</b>	<b>406</b>	<b>+9.0%</b>

## Policies portfolio

**37 mn contracts**  
+1.6% vs. 12/2022

## Commissions paid

**€1 bn**  
Of which €0,8 bn for  
Crédit Mutuel  
Alliance Fédérale

(1) ECC = equity consolidated companies = share of net profit/(loss) of equity consolidated companies.

(2) Expected to be recorded in our financial statements in the second semester of 2023

# – 2023 Half-Year Results – Asset Management & Private Banking

Increase in net revenues, driven by private banking subsidiaries

## Asset Management

- **Stable net revenue** (+0.9 %) in a context of fast evolving regulation (SFDR, CSRD, taxonomy, etc.)
- **€170 bn in AUM** and a total net inflows of €1.8 bn<sup>(1)</sup>
- Among all asset managers, **164 responsible funds**
  - 137 funds classified as Article 8
  - 27 funds classified as Article 9

## Private Banking

- +41.2% in Net revenue and **net income multiplied by 2.8** due to sustained commercial activity and rising interest rates boosting interest margin
- **Robust gross money inflows** in the first half, rising by €3.3 bn compared with 2022, to €60.6 bn in outstanding savings
- **Sustained outstanding loan production** since the beginning of the year, even on home loans (+10% in number and 3% in volume)

in € millions	HY 2023	HY 2022 Pro forma	Change
<b>Net Revenue</b>	<b>646</b>	<b>531</b>	<b>+21.7%</b>
General operating expenses	(430)	(392)	+9.6%
<b>Gross operating income</b>	<b>214</b>	<b>139</b>	<b>+55.9%</b>
Cost of risk	(2)	(3)	-48.0%
<b>Résultat d'exploitation</b>	<b>215</b>	<b>136</b>	<b>+58.2%</b>
Net gains/(losses) on other assets and ECC <sup>(2)</sup>	2	15	-87.1%
<b>Income before tax</b>	<b>217</b>	<b>150</b>	<b>+44.1%</b>
Income tax	(56)	(35)	+62.4%
<b>Net Income</b>	<b>161</b>	<b>116</b>	<b>+38.6%</b>

(1) Excluding monetary funds

(2) ECC = equity consolidated companies = share of net profit/(loss) of equity consolidated companies.



# – 2023 Half-Year Results – Corporate banking

Strong growth in revenue from corporate and structured finance activities



## Structured finance

- Significant **increase in credit production** (€1.6 bn in the first semester) carried by project and asset financing activities
- **Rise in net income** by 29% compared to H1 2022, with marginal cost of risk and increased refinancing costs

## CIC Corporate

- Continuation of **clients' investment operations** and **medium-term projects** despite difficult market and macroeconomic situation
- **Revenue surge** due to favorable interest rates, strong credit production, and increased commissions from transactions

## International Activities Department (DAI)

- Intensification of its **support to exporting companies** in a uncertain environment
- Adaptation of its products to help clients **tackle environmental and societal challenges**: 139 companies advised during this first semester

in € millions	HY 2023	HY 2022 Pro forma	Change
<b>Net Revenue</b>	<b>296</b>	<b>214</b>	<b>+38.1 %</b>
General operating expenses	(87)	(82)	+6.2 %
<b>Gross operating income</b>	<b>209</b>	<b>132</b>	<b>+58.0 %</b>
Cost of risk	(64)	(13)	x 4.7
<i>cost of proven risk</i>	(97)	(22)	x 4.4
<i>cost of non-proven risk</i>	34	9	x 3.8
<b>Income/(loss) before tax</b>	<b>145</b>	<b>119</b>	<b>+22.2 %</b>
Income tax	(40)	(29)	+40.0 %
<b>Net Income</b>	<b>105</b>	<b>90</b>	<b>+16.6 %</b>

# – 2023 Half-Year Results – Capital markets

Favorable market conditions and strong commercial momentum



CIC Market Solutions

- The results of capital markets have significantly increased between the 1st quarter of 2022 and 2023, with a **net income that has tripled**
- **CIC Market Solutions: IFRS net revenue of €113.7 mn** (vs. €54,6 mn in June 2022) driven by all businesses within the scope
- The **Investment activity<sup>(1)</sup>: Net Revenue** of €156.6 mn (vs. €112.3 mn in June 2022)
  - Favorable results with the net banking revenue from both domestic and international desks being significantly positive

in € millions	HY 2023	HY 2022 Pro forma	Change
<b>Net Revenue</b>	<b>293</b>	<b>180</b>	<b>63.3 %</b>
General operating expenses	(139)	(129)	8.2 %
<b>Gross operating income</b>	<b>154</b>	<b>51</b>	<b>x 3</b>
Cost of risk	(1)	(0)	ns
<b>Income/(loss) before tax</b>	<b>153</b>	<b>51</b>	<b>x 3</b>
Income tax	(41)	(15)	x 2.7
<b>Net Income</b>	<b>112</b>	<b>35</b>	<b>x 3.1</b>

(1) Fixed income-equity-loans business line

# — 2023 Half-Year Results – *Private equity*

*Strong net income based on a good portfolio quality and long term investments*

## Crédit Mutuel Equity

- Long-term commitment alongside company managers
  - a quarter of its investments held for more than 10 years
  - In H1 2023, over **€140 mn** cautiously invested amidst geopolitical uncertainties
  - Over four years, more than €2 bn euros invested (new projects and support to existing clients)
- **€3.4 bn** invested portfolio
  - Revenue remained strong at €220 mn, primarily from portfolio gains, reflecting excellent investment management and solid overall performance

## CIC Conseil

- Strong momentum this semester following an already exceptional performance in 2022

in € millions	HY 2023	HY 2022 Pro forma	Change
<b>Net Revenue</b>	<b>220</b>	<b>304</b>	<b>-27.8 %</b>
General operating expenses	(40)	(38)	+6.0 %
<b>Gross operating income</b>	<b>180</b>	<b>267</b>	<b>-32.6 %</b>
<b>Income before tax</b>	<b>180</b>	<b>267</b>	<b>-32.6 %</b>
Income tax	1	(16)	ns
<b>Net Income</b>	<b>181</b>	<b>251</b>	<b>-27.9%</b>

## – 2023 Half-Year Results – Others (IT, Logistic, Media and others)

*Net loss of €174mn despite strong IT and press activity*

- Negative operating gross profit (€-107 mn) resulting from
  - An increase in net expenses for the holding activity
  - A slight deterioration for the "press" activity due to the rising costs in commodities and energy
  - A decrease in logistics reflecting the increasing IT costs and important investments
- During this semester, the EBRA group continued to increase its portfolio of digital subscribers with an annual growth target of +30% compared to last year

## – Exposure At Default (EAD)

Zoom on Ukraine and Russia as of December 2022

In million of euros	Ukraine			Russia		
	EAD before substitution	Guarantee received <sup>1</sup>	EAD	EAD before substitution	Guarantee received	EAD
Retail customers	4	-	4	17	-	17
Corporates	-	-	-	-	-	-
Central governments and similar, and central banks	69	66	36	-	-	-
Institutions (banks)	-	-	-	4	-	4
Equities	-	-	-	-	-	-
Other assets	-	-	-	-	-	-
<b>Total exposure</b>	<b>73</b>	<b>66</b>	<b>7</b>	<b>20</b>	<b>-</b>	<b>20</b>

<sup>1</sup> Banque Publique d'Investissement (BPI France) garante

**Exposures to these two countries are not material compared to  
Crédit Mutuel Alliance Fédérale's overall exposure**

# Commercial Real Estate (CRE)

Commitments concentrated on the French market

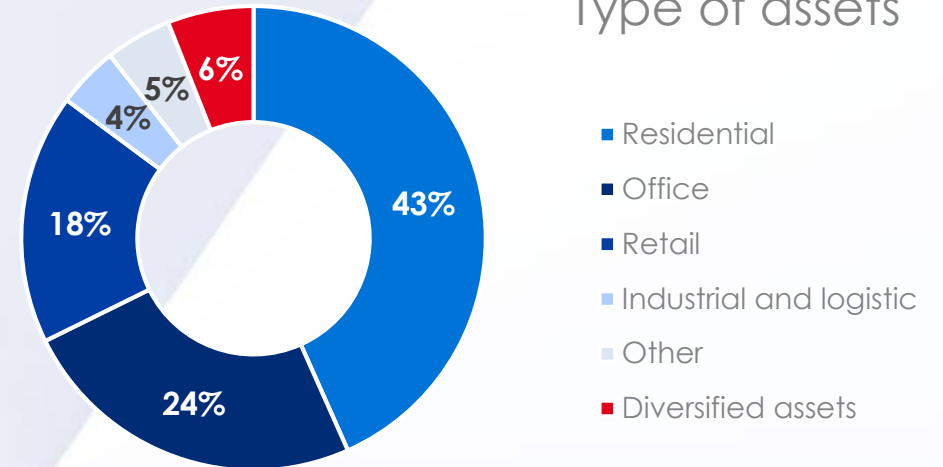
- c. **€30 bn** of commitments (65% on balance sheet and 35% off-balance sheet) on real estate professionals
- **77%** of exposure and commitments concentrated in the **French market** and 18% in the EU
- Residential (43%) mainly **development with VEFA<sup>(1)</sup> Law** (risk transferred to householders)
- Other type of assets : **income producing** and stabilized asset

## Portfolio characteristics as of 12/31/2022

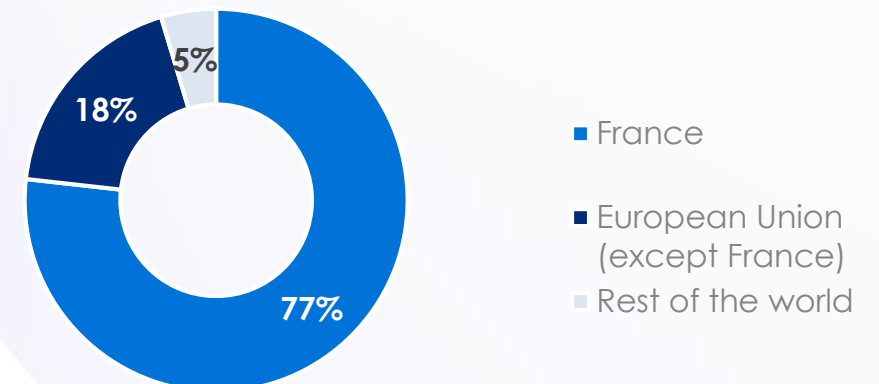
- Average maturity: 4.2 years for loans and 3.1 years for financing commitments
- Share of non-performing commitments : 0.7 %
- Average LTV on non recourse deals (in fine) 46%

(1) VEFA : Vente en l'état futur d'achèvement (off-plan sale)

## Type of assets



## Geographic breakdown



# – Social & Mutualist Responsibility

Targeted at 6 SDGs<sup>(1)</sup> where significant leverage is possible

As a committed and socially responsible player, Crédit Mutuel Alliance Fédérale develops a **CSR policy** in line with its identity, consisting of **democracy, proximity, local economic and social development, mutual assistance and solidarity**.

The **Social Mutualist Responsibility** policy is focused on 5 goals including 15 commitments. This strategy supplements the group's development goals by **incorporating social, societal and environmental** issues into the activities of each of its entities.

To consolidate the group's SMR strategy, work was undertaken to draw a **parallel** between these 5 ambitions and the **UN's Sustainable Development Goals (SDGs)** adopted in 2015.



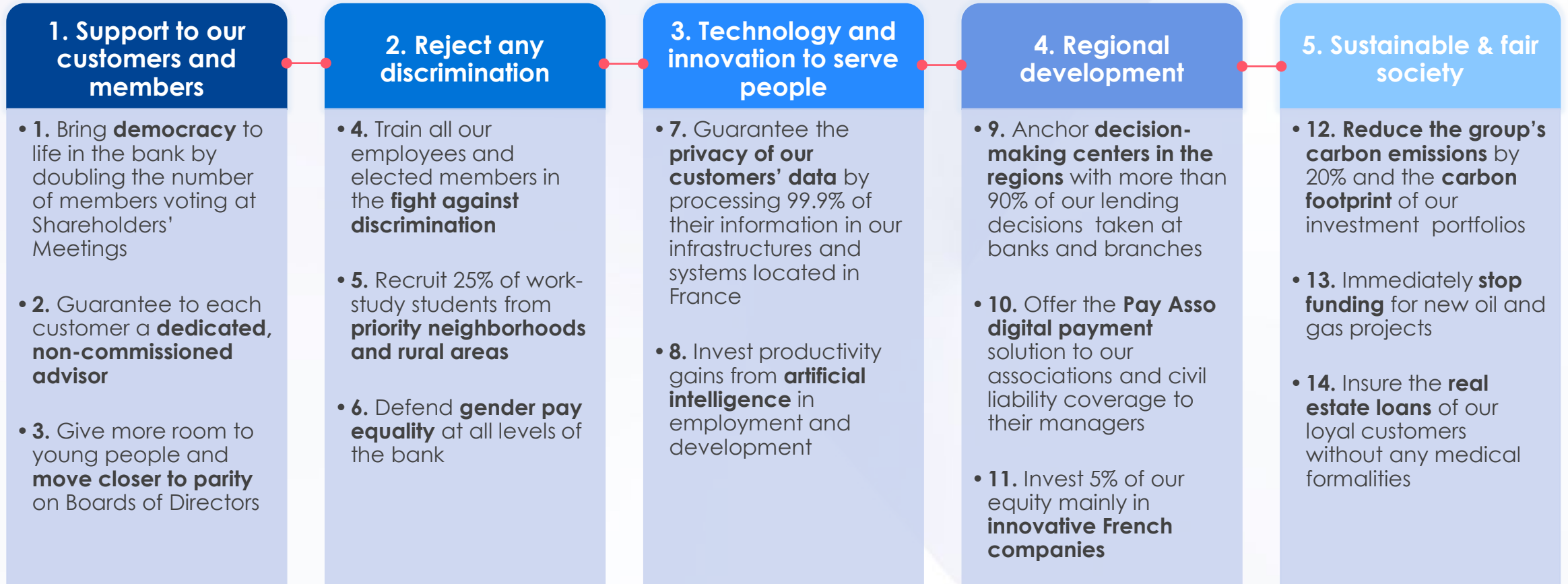
**Common decision amongst all Crédit Mutuel Alliance Fédérale entities**



(1) United Nations Sustainable Development Goals adopted in 2015

# — Crédit Mutuel Alliance Fédérale, the first bank « Entreprise à Mission »

A mutualist, ethical, supportive and responsible bank with **5** missions and **14** concrete commitments





# – Sustainable finance (1/2)

Active responsible investment strategy through our asset management entities

	<b>Forum pour l'investissement responsable (FIR)</b> Promote and develop responsible investment and its best practices in France	2004	
		2007	
	<b>Principles for Responsible Investment</b> Encourage the implementation of "Responsible Investment Practices" by the asset management industry, under the auspices of the United Nations	2010	
		2012	
		2017	
	<b>CDP- Carbon Disclosure Project</b> Encourage companies to be transparent in environmental matters in order to create a common database	2010	
		2013	
	<b>Observatoire de l'Immobilier Durable (OID)</b> Independent exchange platform for actors in the real estate sector on sustainable development	2012	
	<b>Climate action 100+</b> Ensure that the world's largest emitters of greenhouse gases implement the actions necessary to combat climate change	2017	
	<b>Institut de la finance durable</b> Federate and accelerate the actions undertaken by the financial institutions of the market and French companies to achieve the energy and environmental transition	2019	
		2022	

## – Sustainable finance (2/2)

Active responsible investment strategy through our asset management entities

 <p>SCIENCE BASED TARGETS <small>DRIVING AMBITION TO CLIMATE ACTION</small></p>	<p><b>Science Based Target initiative (SBTi)</b> Support companies in reducing greenhouse gas (GHG) emissions by setting a "science-based" GHG reduction target and providing technical support</p>	2019	 <p>LA FRANÇAISE <small>INVESTING TOGETHER</small></p>
 <p>30% Club <small>GROWTH THROUGH DIVERSITY</small></p>	<p><b>30% Club France Investor Group</b> Promote parity in the management bodies of the SBF 120 (at least 30% of women on executive committees by 2025)</p>	2020	
<p>NET ZERO ASSET MANAGERS INITIATIVE</p>	<p><b>Net Zero Asset Manager Alliance</b> Support the goal of zero net CO2 emissions by 2050 (or earlier) and support investments aligned with this goal</p>	2021	 <p>LA FRANÇAISE <small>INVESTING TOGETHER</small></p>
	<p><b>Finance for Biodiversity Pledge</b> Commitment to integrate biodiversity into asset management</p>	2021	
	<p><b>Business for Nature's call to Action</b> Calling on governments to adopt policies that protect nature</p>	2021	
	<p><b>Global Impact Investing Network</b> Developing impact investment</p>	2022	

# – Green Social and Sustainability Bonds Framework

Crédit Mutuel Alliance Fédérale is regularly present on the Green Social and Sustainability bond market with **green bonds issued in 2020 and 2021** and **social bond in 2022 and 2023**.

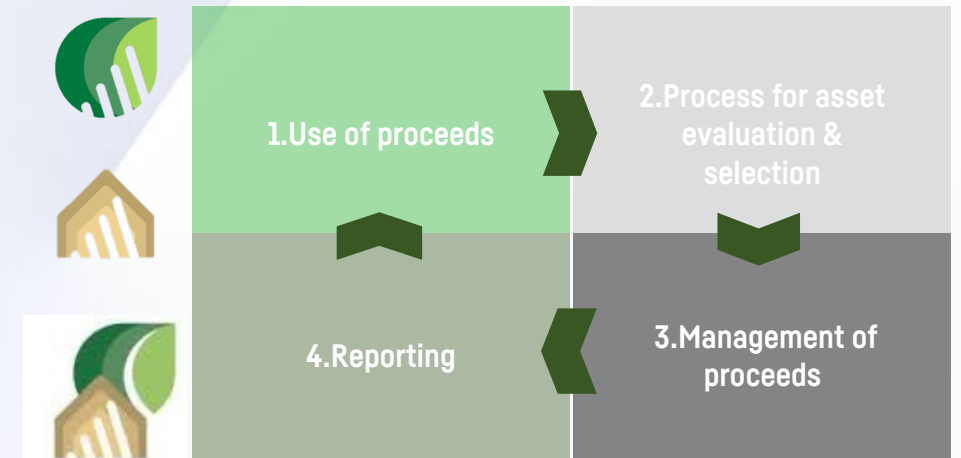
## Crédit Mutuel Alliance Fédérale issuers are committed to develop the Green, Social and Sustainability Bond market:

- Integrating green debt financing instruments to support the just transition to a low carbon and sustainable economy
- Building a more sustainable portfolio
- Contributing to the achievement of the United Nations Sustainable Development Goals

## Crédit Mutuel Alliance Fédérale's Framework is established in accordance with:<sup>(1)</sup>

- the ICMA Green Bond Principles 2021, Social Bond Principles 2021 and Sustainability Bond Guidelines 2021
- the recommendation of the Technical Expert Group final report on the EU Taxonomy

**Moody's ESG Solutions** (ex Vigeo Eiris) was commissioned to provide a Second Party Opinion to confirm the alignment with the ICMA principles <sup>(2)</sup>









MOODY'S | ESG

(1) The Green, Social and Sustainability Bond Framework as at March 2022 is available on [BFCM website](#)

(2) The Second Party Opinion as at June 2022 is available on [BFCM website](#)

# Green Social and Sustainability Bonds Framework






Financing green and social activities in line with its DNA<sup>(1)</sup>

Category	Description
<b>Green Buildings</b>  	<ul style="list-style-type: none"> <li>Green prime residential buildings ✓</li> <li>Green commercial buildings</li> <li>Building renovation</li> </ul>
<b>Renewable Energy</b>  	<ul style="list-style-type: none"> <li>On- and offshore wind energy ✓</li> <li>Solar Energy</li> </ul>
<b>Low Carbon Transport</b>  	<ul style="list-style-type: none"> <li>Infrastructure for low carbon land transport</li> <li>Infrastructure for low carbon water transport</li> <li>Low-carbon vehicles and rolling stock</li> </ul>

## Exclusion criteria

- Loans to Enterprises operating in the business sectors listed in the Exclusion list hereto, such as, but not limited to, tobacco, gambling, weapons and munitions, alcohol (excluding beer and wine),
- Loans related to projects located in non-designated countries,
- Loans financed by any other type of funding,
- Loans originated more than 3 calendar years prior to the year of identification of a portfolio of Eligible Loans in a given category,
- Non-performing loans.

(1) The Green, Social and Sustainability Bond Framework as at March 2022 is available on [BFCM website](#)

Category	Description
<b>Local Development SME financing</b> 	<ul style="list-style-type: none"> <li>SMEs located in regions of France where the unemployment rate per inhabitant is higher than the national average ✓</li> <li>SMEs impacted by the consequences of extreme events</li> </ul>
<b>Affordable Housing</b>  	<ul style="list-style-type: none"> <li>Prêt d'accès sociale - PAS (Social ownership loan)</li> </ul>
<b>Access to Essential Services Healthcare</b> 	<ul style="list-style-type: none"> <li>Purchase of heavy medical equipment (e.g. X-ray machines, MRI scanner, CT scanner) by health professionals in France</li> </ul>
<b>Access to education and professional training</b> 	<ul style="list-style-type: none"> <li>Finance higher education, vocational training, and apprenticeship to all, including individuals, farmers or professionals ✓</li> </ul>

Social Bond ✓

Green Bonds ✓

# – Second Party Opinion (Moody's ESG Solutions)

on the sustainability of the Green Social and Sustainability bond framework <sup>(1)</sup>

Moody's ESG Solutions consider that Crédit Mutuel Alliance Fédérale's Green, Social and Sustainability Bond Framework is aligned with the four core main components of the ICMA's Green Bond Principles ("GBP") and Social Bond Principles ("SBP") 2021

## Framework

Contribution to Sustainability:



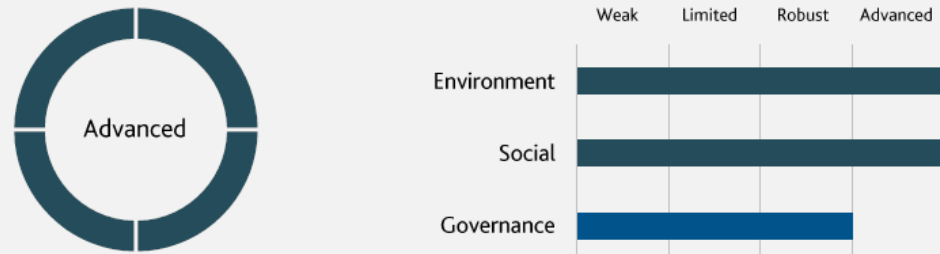
- Advanced
- Limited
- Robust
- Weak

SDG Mapping



## Issuer

ESG Performance as of April 2022



- Advanced
- Limited
- Robust
- Weak

ESG Controversies

Number of Controversies	4
Frequency	Occasional
Severity	High
Responsiveness	Reactive

Controversial Activities

The Issuer appears to be involved in one of the 17 controversial activities screened under our methodology:

- Alcohol
- Animal welfare
- Cannabis
- Chemicals of concern
- Civilian firearms
- Fossil fuels industry
- Coal
- Gambling
- Genetic engineering
- High interest rate lending
- Human embryonic stem cells
- Military
- Nuclear power
- Pornography
- Reproductive medicine
- Tobacco
- Unconventional oil and gas

## Coherence

Coherent
Partially coherent
Not coherent

Moody's ESG Solutions considers that the contemplated Framework is coherent with Crédit Mutuel Alliance Fédérale's strategic sustainability priorities and sector issues and that it contributes to achieving the Issuer's sustainability commitments.

Extracts from Moody's ESG Solutions Second Party Opinion dated 13 June 2022

[1] The Second Party Opinion as at June 2022 is available on [BFCM website](#)

# – Green Social and Sustainability Bonds reportings – December 2022

## Overview

BFCM discloses a **green and social bonds report** every year covering **all green, social and sustainable bond issues** and containing information about the **allocation of the proceeds** of these bonds. The latest report as of December 2022 covers the following:

TYPE	GREEN BOND
Issuer	BFCM
Category	Green Senior Preferred Bond
Amount outstanding of the Green Bond proceeds	€ 750,000,000
Settlement date	October 8th, 2020
Maturity date	October 8th, 2027
Coupon (annual)	0,100% fixed
Listing	Euronext Paris
ISIN	FR00140003P3

TYPE	GREEN BOND
Issuer	BFCM
Category	Green Senior Preferred Bond
Amount outstanding of the Green Bond proceeds	€ 750,000,000
Settlement date	June 29th, 2021
Maturity date	June 29th, 2028
Coupon (annual)	0,250% fixed
Listing	Euronext Paris
ISIN	FR0014004750

TYPE	SOCIAL BOND
Issuer	BFCM
Category	Social Senior Preferred Bond
Amount outstanding of the Green Bond proceeds	€ 750,000,000
Settlement date	November 21st, 2022
Maturity date	November 21st, 2029
Coupon (annual)	4,0% fixed
Listing	Euronext Paris
ISIN	FR001400DZN3

Overall, green and social bonds portfolios have a total **outstanding** amount of **€ 5,883 million** at 12/31/2022 for a total **issue amount** of **€ 2,250 million**

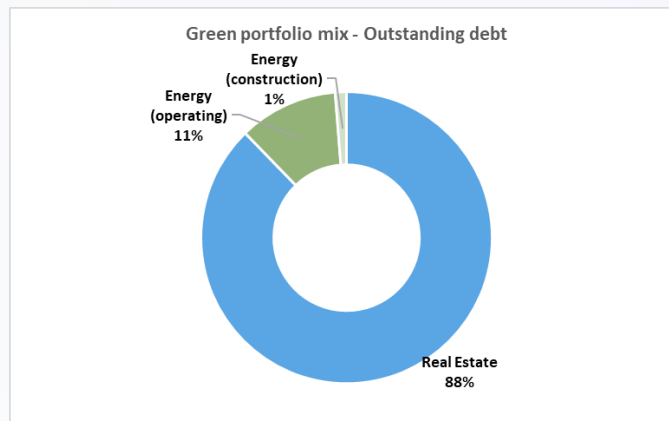
Portfolio of eligible assets	Outstanding debt (€)	Number of files	Issue amount
<b>Total green and social Portfolio</b>	<b>5 883 213 484</b>	<b>89 375</b>	<b>2 250 000</b>
<b>Total green portfolio</b>	<b>4 279 118 184</b>	<b>28 718</b>	<b>1 500 000</b>
<i>Green building</i>	<b>3 753 844 977</b>	<b>28,550 loans</b>	
<i>Renewable energy</i>	<b>525 273 207</b>	<b>168 projects</b>	
<b>Total social portfolio</b>	<b>1 604 095 301</b>	<b>60 657</b>	<b>750 000</b>
<i>Local development and employment preservation through farmers, professionals and SMEs financing</i>	<b>956 461 478</b>	<b>13 568 loans</b>	
<i>Access to education and professional training</i>	<b>647 633 823</b>	<b>47 089 loans</b>	

# – Green Social and Sustainability Bonds reportings – December 2022

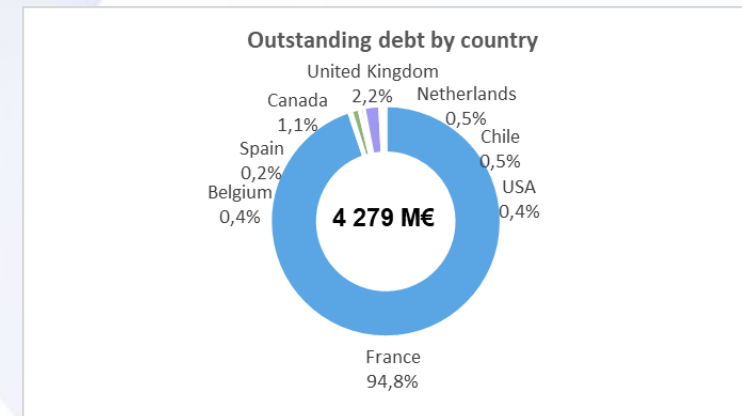
## Overview of the green portfolio of eligible loans

Overall, green bond portfolio have a total **outstanding amount of €4,279 million** at 12/31/2022, financing assets mainly located in **France** (95% of total value)

Type of asset	Outstanding debt (€)	Number of files
Green building	3 753 844 977	28,550 loans
Renewable energy	525 273 207	168 projects



Country	2022	
	Outstanding debt (€)	%
France	4 056 844 531	94,8%
Belgium	15 104 791	0,4%
Canada	47 414 064	1,1%
Spain	7 559 585	0,2%
Netherlands	22 430 738	0,5%
United Kingdom	94 539 095	2,2%
USA	15 552 031	0,4%
Chili	19 673 349	0,5%
<b>Total Portfolio (€)</b>	<b>4 279 118 184</b>	<b>100,0%</b>



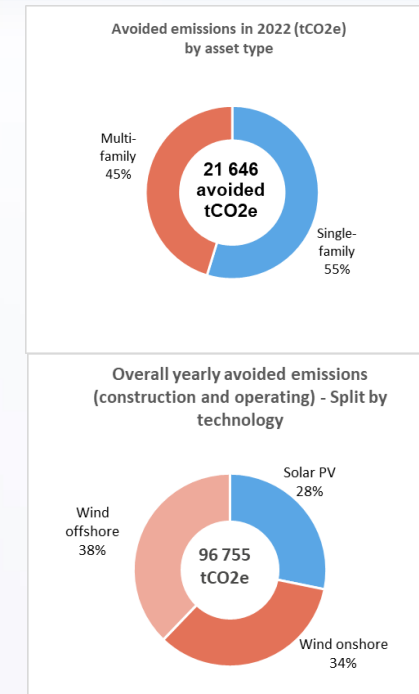
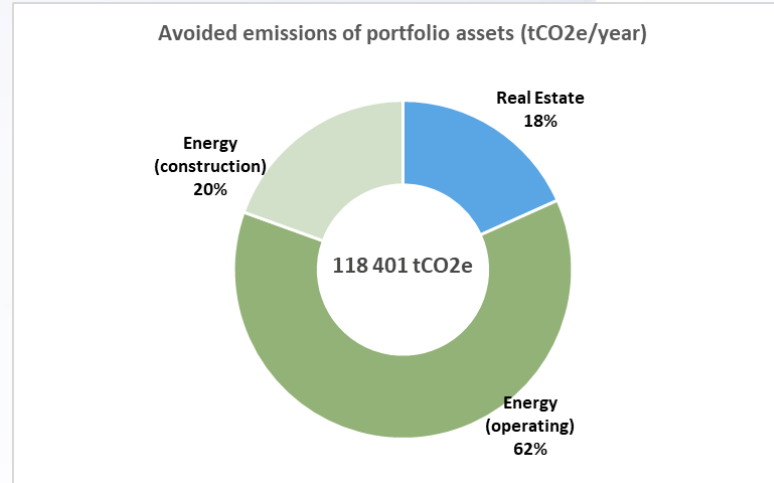
All figures are as of december 31, 2022. The loans included in the portfolio concern family homes and multi-family buildings subject of a building permit application or a prior declaration filed before January 1, 2022 and therefore comply with the RT 2012 regulation.

# Green Social and Sustainability Bonds reportings – December 2022

## Impact reporting of the eligible green portfolio

- In 2022, the portfolio, comprising **real estate** and **renewable energy production** assets, contributed to avoid **95,338 tCO2e** of emissions. Annually, the green bond could contribute to avoid in total **118,401 tCO2e** of emissions by including renewable energy **projects** still under construction during the reporting period
- The portfolio of **renewable energy production projects** alone accounts for **82%** of avoided emissions (including potential emissions from projects under construction)

Type of asset	Avoided emissions of portfolio assets (tCO2e/year)
Real Estate	21 646
Energy (operating)	73 692
Energy (construction)	23 063
<b>Total Portfolio</b>	<b>118 401</b>



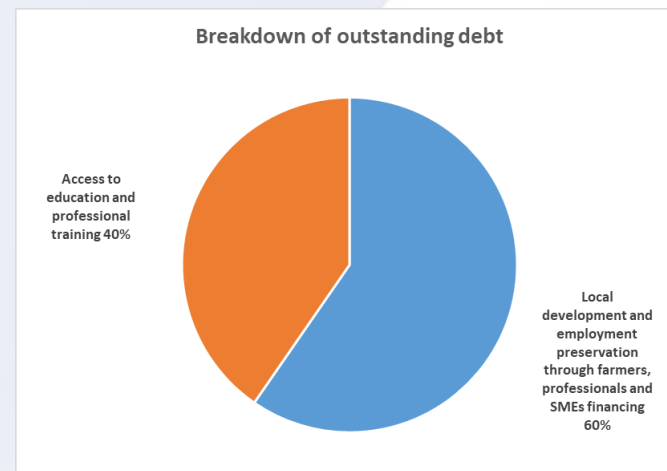
All figures are as of december 31, 2022.



# – Green Social and Sustainability Bonds reportings – December 2022

## Overview of the social portfolio of eligible loans

- Overall, social bond portfolio have a total **outstanding** amount of **€1,604 million** at 12/31/2022
- The 1st issue took place on november 21, 2022 for an amount of €750 million. The average remaining duration is 7.1 years



Portfolio of eligible assets	Outstanding debt (€)	Number of loans
<b>Total social portfolio</b>	<b>1 604 095 301</b>	<b>60 657</b>
<b>Local development and employment preservation through farmers, professionals and SMEs financing</b>	<b>956 461 478</b>	<b>13 568</b>
<b>Access to education and professional training</b>	<b>647 633 823</b>	<b>47 089</b>

All figures are as of december 31, 2022. Loans made available from 1 October 2019.

# – Green Social and Sustainability Bonds reportings – December 2022

## Impact reporting of the eligible social portfolio

Overall, the loans eligible for the social bond have benefited **10,955 SMEs** in the context of local development, employment preservation, and **46 047 individual** clients for financing their higher education, apprenticeship or training.

Portfolio of eligible assets	Outstanding debt (€)	Type of beneficiary	Beneficiaries
<b>Total social portfolio</b>	<b>1 604 095 301</b>		<b>57 002</b>
<b>Local development and employment preservation through farmers, professionals and SMEs financing</b>	<b>956 461 478</b>	<b>Farmers, professionals and SME</b>	<b>10 955</b>
<b>Access to education and professional training</b>	<b>647 633 823</b>	<b>Individual</b>	<b>46 047</b>

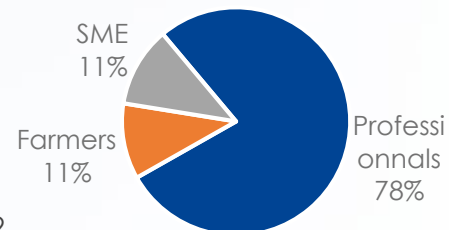
### Local development through farmers, professionals and SME' financing

- Beneficiaries are located in French departments where the **quarterly unemployment rate is higher than the national average** known before the issue
- This was 7.4% for the 2nd quarter of 2022

### Access to education and professional training

- 97,9% of the outstanding amount is dedicated to the financing of **higher education**

Breakdown by type of borrower



Breakdown by category	Outstanding
<b>Apprenticeship</b>	<b>0,9%</b>
<b>Higher education</b>	<b>97,9%</b>
<b>Vocational training</b>	<b>1,2%</b>

All figures are as of december 31, 2022.

# Awards and Recognitions

A DEDICATED  
HR policy  
RECOGNISED  
IN 2021, 2022  
AND 2023



**Meilleurs employeurs 2023, 2022 and 2021**  
Category Network banks  
for Crédit Mutuel et le CIC



**Top employer 2023, 2022, and 2021**  
for Targobank



**Great Place to Work 2022**  
Among french companies  
for Cofidis and Monabanq



**Grand Prix 2023 & 2022 and Prix d'Or 2023**  
Good Économie 2023,  
June 2023



**Palmarès Image des banques**  
1st rank among banks  
Baromètre Posternak-Ifop 2023 & 2022



**Label d'excellence**  
Category House Insurance  
Dossiers de l'épargne, 2022

OPERATIONAL  
EXCELLENCE  
AT THE  
SERVICE OF  
OUR CLIENTS

**Trophées Qualité de la Banque 2022**  
For Crédit mutuel and CIC  
MoneyVox 2022



**Podium de la relation client**  
Best Bank for Crédit Mutuel  
Bearing Point – Kantar, March 2023



**Podium de la relation client**  
Best digital experience for CIC  
Bearing Point – Kantar, March 2022



# — Real estate credit environment in France

## Characteristics of the French real estate market: highly regulated and low risk

- Obligation for the borrower to:
  - take out **creditor insurance**
  - obtain a **guarantee** for the financed property (see opposite)
- Granting process that requires a **significant personal contribution** (which depends on the borrowing capacity)
- Compliance with **HCSF recommendations** <sup>(1)</sup>:
  - **Monthly annuity: max. 35%** of disposable income
  - **Maximum maturity: 25 years**
- Loans granted mainly at **fixed rates**
- **Social welfare** that mitigate the risk of income loss

A very low loss ratio also demonstrated during European stress tests.

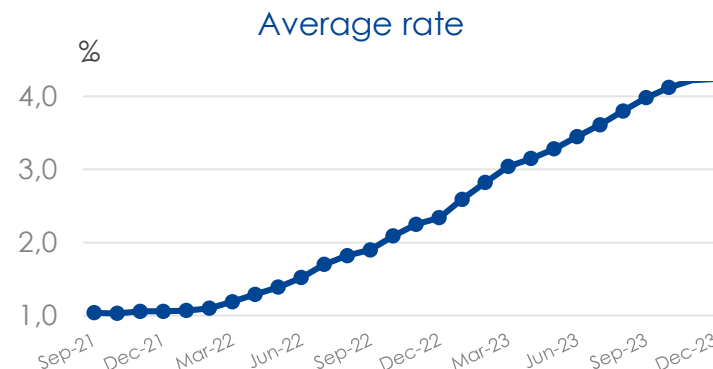
## In France, all home loans are guaranteed by:

1/ **Mortgages:** which are registered by notaries in the Land Registry

### 2/ **Cautions:**

- **Crédit Logement:** the market leader for residential home loan guarantees
  - **Owned by the major French banks: Crédit Mutuel** as **5th** major shareholder (10%, as at December 2021)
  - **Ratings: Aa3 stable** (Moody's), **AA low stable** (DBRS)
- **Internal caution:** owned by a banking group or an insurance company
  - **Cautionnement Mutuel de l'Habitat « CMH »** for Crédit Mutuel Alliance Fédérale

## Market indicators in France, Observatoire Crédit Logement, December 2023



- Average fixed interest: **4.24%** i.e. **4.11% for 15 yrs to 4.35% for 25 yrs**
- **Monthly update of the interest rate cap** (taux d'usure)
- The **Livret A/Bleu rate increase to 3%** since Feb 2023

(1) Haut Conseil de Stabilité Financière

# Snapshot of Crédit Mutuel Home Loan SFH

“High-quality European Covered Bond Label” obtained in July 2022

## « Société Financement à l’habitat »

### Restrictive eligibility criteria

- **French Covered Bond Structure**
- No area, no securitization, or asset substitution
- Only loans originated by the group’s networks are eligible with an **origination in every region of France**
- Prime residential mortgages and guaranteed home loans only
- **Monthly annuity max. 33%** of disposable income for guaranteed loans

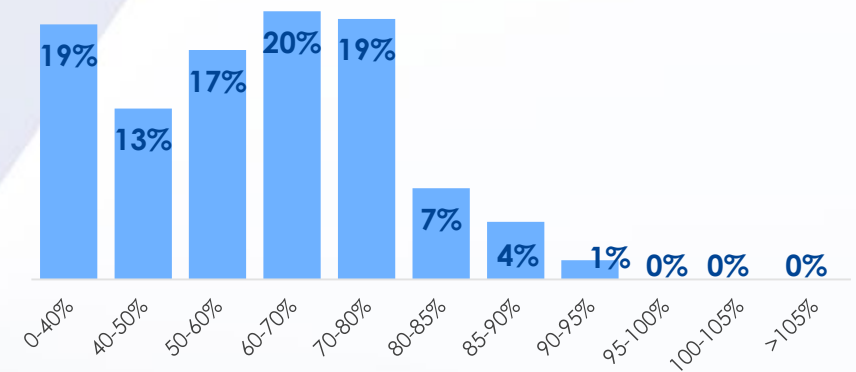
## Main characteristics of the program

- **Program size: €70 bn**
- **Ratings: Aaa** (Moody’s), **AAA** (S&P), **AAA** (Fitch)
- Max. 100% LTV
- **Risk weighting:** ECBC + CRR / CRD4 compliant
- **Maturity type:** hard or soft bullet
- **French law**

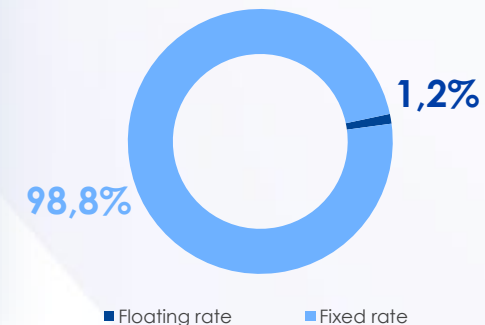
### Cover pool as at December 2023

- Total Loan Balance: **€43 bn**
- Number of loans: **414 k**
- Unindexed LTV: **67%**
- Indexed LTV (current value): **58%**
- Duration: **67 months**
- Collateralisation: **71%** mortgages and **29%** guarantors

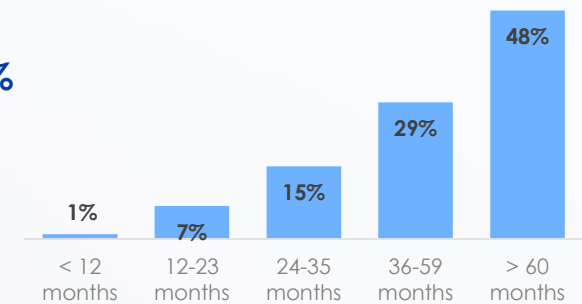
## Indexed LTV



## Rate Type



## Seasoning



## — Contacts



<https://www.bfcm.creditmutuel.fr>



[Investor Relations Contact](#)

### Investor Relations Team

Sandrine CAO-DAC VIOLA, *Head of Investor Relations*

Marie-Christine ADAM, *Investor Relations officer*

Arnaud MOSSER, *Investor Relations officer*