

RSM/EXTRA-FINANCIAL INVESTOR PRESENTATION June 2022





#### **Disclaimer**



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

This document may contain a number of statements that are not historical facts, including statements about Crédit Mutuel Alliance Fédérale and BFCM's beliefs 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 undertakes 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 does 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 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 Guyanne Nord Europe 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, Cofidis Group, BECM, CIC Iberbanco, El and others.

Further information regarding BFCM Green, Social and Sustainability Bond Framework is available on the issuer 's website <a href="https://www.bfcm.creditmutuel.fr/fr/index.html">https://www.bfcm.creditmutuel.fr/fr/index.html</a>

No assurance is given by Credit Mutuel Alliance Fédérale or BFCM that the use of such net proceeds for any Eligible Loans will satisfy, whether in whole or in part, any present or future investor expectations or requirements as regards any investment criteria or guidelines with which such investor or its investments are required to comply, whether by any present or future applicable law or regulations or by its own by-laws, investment policy or other governing rules or investment portfolio mandates.

## Agenda



Crédit Mutuel Alliance Fédérale overview
Crédit Mutuel Alliance Fédérale key takeaways and results
Benefit corportation bank "Entreprise à mission"
Social & Mutualist Responsibility: An ambitious approach
Green, Social & Sustainabilty Bond Framework
Extra financial & Financial Ratings
Appendices

## Crédit Mutuel Alliance Fédérale overview





More than 27 million clients

4 main brands

More than 5 million members



A real cooperative Group belonging to its members

A 'bancassureur' business model

A strong financial profile

Financing the real economy

A culture of innovation

"Ensemble, écouter et agir"
Bylaws adopted to our objectives

€53.2 billion shareholders' equity

More than 4,200 branches



CIC

TARGO X BANK

#### Our senior preferred notes ratings

Moopy's Aa3 / P-1 / stable (1)

S&P Global A+ / A-1 / stable (2)

FitchRatings AA-/ F1+ / stable (3)

**Our extra-financial ratings** 

VA B

MSCI

ESG RATINGS

65

AA

ISS ESG **>** 

SUSTAINALYTIC

21.8





<sup>(1)</sup> Moody's upgraded the junior senior unsecured debt rating to A3 from Baa1 as at July 2021

<sup>(2)</sup> S&P upgraded LT Rating to A+ from A as at December 2021

<sup>(3)</sup> October 28th 2021: Fitch Revises Credit Mutuel Alliance Fédérale's Outlook to Stable; Affirms IDR at 'A+'

## FY 2021 Key takeaways





% constant perimeter

Net revenues	Increase of Net revenues in all business lines  Strong banking networks performance (+4.4 %): increase of commissions (+6.4 %) and margins resilience  Insurance +31.4 %: increasing activity, financial markets rebound, 2020 net income impacted by «prime de re  All specialized business lines significantly increasing: dynamic commercial activity and financial market well-or Private equity+€328m X2.7 − Markets +€60m +19 % - Private banking +€51m +8% - Corporate banking+€49m	iented		+12.8 %
Operating expenses	Operating expenses under control  Social policy impact and continued investment in digital transformation Continued increase of regulatory costs €314m; (+3.2% excluding contributions to the single Resolution Fund 8 Cost-to-Income ratio at 57.4 % (vs 62.3 % in 2020)	<b>€9.1bn</b> & deposit Guara	+€0.3bn intee fund)	+3.6%
Cost of risk	Strong decrease in cost of risk  ■ Good asset quality and continued customers support: a 43% decrease in the proven cost of risk of - €438m  ■ Non-proven cost of risk of €114m vs €1.48bn- unchanged methodology for calculating sectorial provisions and 2020	<b>€699m</b> d IFRS 9 scenari	<b>-€1.7bn</b> o assumptions as c	- <b>70.5</b> % ompared to
Others items	■ A net impairment loss on TARGOBANK Germany for 775 M€, following a change in the regulatory environment in Germany for the credit protection insurance			
Net income	A high Net income  ■ After €1.7bn tax vs €968m in 2020	€3.5bn	+€0.932bn	+39.0%
Financial strength	<ul> <li>Ratio CET1 18.8 %</li> <li>Leverage ratio 7.6%</li> <li>NSFR ratio of 125.6%</li> <li>Ratio LCR<sup>(*)</sup> 2021: 181.3 % (vs 165.2 % in 2020)</li> </ul>			
Strategic developments	<ul> <li>Successful convergence with Crédit Mutuel Nord Europe: Strengthening the group geographic position in Fran Management (La Française)</li> <li>Closing of the sale of Floa on the 31<sup>st</sup> January 2022</li> <li>Integration of PROTECTION24 into annual accounts</li> </ul>	nce, in Belgium	(Beobank) and in <i>i</i>	Asset

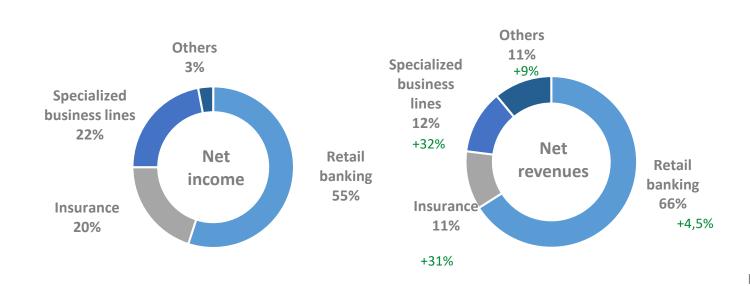
## **Business lines & core markets**





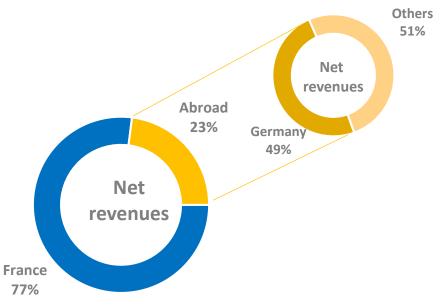
Bancassurance represents c.77% of total net revenues Net revenues increased sharply across all businesses

Breakdown by business units



#### France & Germany represent 89% of the total net revenues

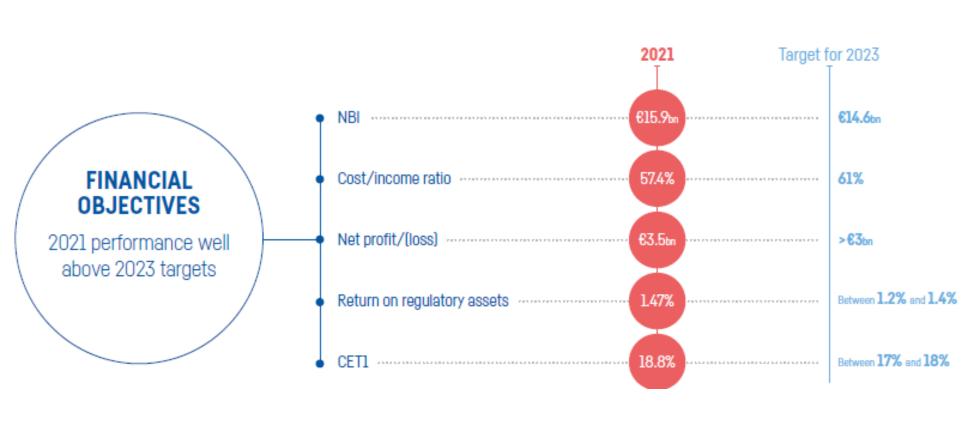
Net revenues breakdown by countries



## **Financial targets**

Financial performance well above 2019-2023 Strategic Plan targets









## First "Entreprise à mission" (benefit corportation bank )

Crédit Mutuel

Alliance Fédérale

"Together, listening and acting"

Following participatory discussions with its elected members and employees, Crédit Mutuel Alliance Fédérale has adopted the status of "Entreprise à Mission" with a "Raison d'être" (listening and acting together)

Five missions implemented are now part of the Group corporate purpose





#### 1- support to our customers and members



3- technology and innovation to serve people.

4- sustainable society.

2- reject any discrimination



5- sustainable & fair society

## First "Entreprise à mission" (benefit corporation bank)

5 missions declined through 14 evidence based concret committments









## concrete commitments for 2022

- 1 I Bring democracy to life in the bank by doubling the number of members voting at Shareholders' Meetings
- 2 I Guarantee to each customer a dedicated, non-commissioned advisor
- 3 I Give more room to young people and move closer to parity on Boards of Directors from 2022
- 4 I Train all our employees and elected members in the fight against discrimination
- 5 I Recruit 25% of work-study students from priority neighborhoods and rural areas
- **6** I Defend gender pay equality at all levels of the bank
- **7 I** Guarantee the privacy of our customers' data by processing 99.9% of their information in our infrastructures and systems located in France
- 81 Invest productivity gains from artificial intelligence in employment and development
- **9 I** Anchor decision-making centers in the regions with more than 90% of our lending decisions taken at banks and branches
- **10 I** Offer the Pay Asso digital payment solution to our associations and civil liability coverage to their managers
- 11 I Invest 5% of our equity mainly in innovative French companies
- **12 I** Reduce the group's carbon emissions by 20% and the carbon footprint of our investment portfolios by 12% by the end of 2022 (compared to 2018)
- 13 I Immediately stop funding for new oil and gas projects
- 14 I Insure the real estate loans of our loyal customers without any medical formalities

## Monitoring of the execution of these commitments is entrusted to a **Mission Committee** (.)

a tripartite composition representatives of members, employees
 & independent experts: Fleur Pellerin, former Minister Chairman of the commitee

**Annual reports** to be presented by the Mission Committee to Shareholders' meeting

Implementation of social and environmental objectives verified by an **independent third party** 

Raison d'être

## **Social & Mutualist Responsability**





As a committed and socially responsible player, Crédit Mutuel Alliance Fédérale develops a CSR policy aligned with its cooperative and mutualist organization the **Social Mutualist Responsibility** sets ambitious Sustainable development goals

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



Common decision amongst all Crédit Mutuel Alliance Fédérale entities







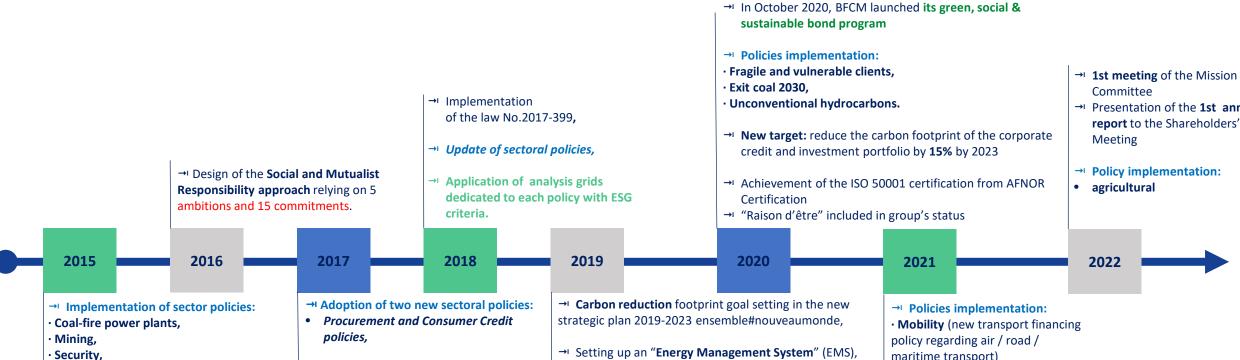
4 QUALITY EDUCATION



## **Timeline of our SMR policy implementation**

Leading player in the shift towards a low-carbon economy





#### **Evolution:**

- 1. Sectoral policies
- 2. Specific application grids

· Private Banking and

· Civil Nuclear Energy.

- 3. Integration of ESG criteria for large, SMEs and corporates new business
- 4. Implementation of an external ESG database to enhance counterparty analysis

→ Climate risk operational mapping.

5. Integration of ESG criteria in the decision support tools

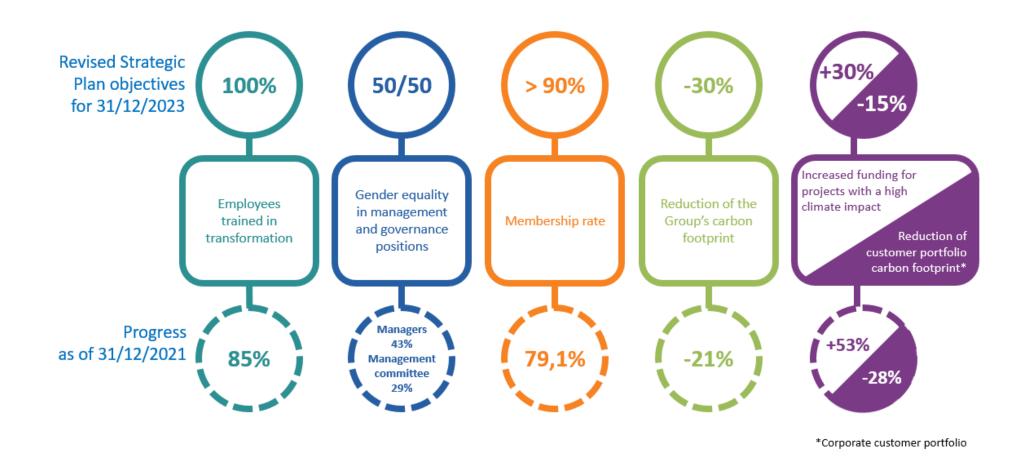
- → Integration of the risks connected to climate change into Crédit Mutuel Alliance Fédérale's financial risk management system,
- → Integration of ESG criteria into the credit process,
- → Rating request to extra-financial agencies.

- → Presentation of the 1st annual report to the Shareholders'

- maritime transport)
- → In June 2021, BFCM issued its second green bond
- → 14 commitments adopted

**SMR** 









**Ambition**: to support its customers in the **transformation of their business** model and thus contribute to the fight against global warming, the reduction of biodiversity and the deterioration of the environment.



Sector policies and their changes are systematically submitted to the Boards of Directors of Caisse Fédérale de Crédit Mutuel, BFCM and CIC for approval.

## **Sectoral policies**







## COAL

#### Companies on the Global Coal Exit List (417 companies)

- → Immediate freeze on banking operations, projects and investment financing.
- → Immediate closure from insurance, asset management and trading activities.

#### Other companies in the sector

- Definition of "carbon activity thresholds" (absolute and relative)
- → Closure of outstanding corporate and financing projects up to 2030.
- → No new credit lines or renewal of existing lines for entities that are not publicly engaged with decarbonisation.

#### **Relevant action**

Crédit Mutuel Asset Management and the insurance entities sold all their market position (worth more than €400mn) in companies that had high and direct carbon footprint.

February 2020

#### Proactive rôle in energy transition

- Agreements at global level
- → First French mutualist bank signing the **Net-Zero Banking Alliance** hosted by the United Nations Environment Program
  Finance Initiative
- → Paris Agreements on climate change, which aim to limit the increase in temperatures of 1.5 and 2 °C by 2100
- Ambitious goals
- → 15% reduction in carbon footprint of the corporate credit, asset management and insurance portfolio set in the strategic plan
- → Zero coal exposure in financing and investment portfolios by 2030 for all countries in the world

## **Sectoral policies**







# NON-CONVENTIONAL HYDROCARBONS

- Discontinuation of financing for projects related to the exploration, production, transport infrastructure or processing of :
- → Shale oil or shale gas,
- → Oil from bituminous sands,
- → Heavy and extra-heavy oil,
- → Deep water oil,
- → Oil extracted in the Arctic,
- → Coal bed methane.
- Ongoing analysis of the criteria to be implemented to support companies in the progressive phase-out of non-conventional hydrocarbons.



#### **MINING**

- Covers the entire sector from ore exploration to shipping
- Commitment to no longer intervene in the financing or in investments that are directly assigned or related to the development, construction or extension of mining or metallurgical facilities if one of the following characteristics is present:
- → project for asbestos mines,
- → small-scale mines,
- → critical impact on a protected zone or a wet zone that is on the Ramsar list,
- → Unesco World Heritage sites.
- → Shale oil or shale gas,

## **Sectoral policies**







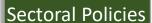
#### **MOBILITY**

- Strictly limit the financing granted to the most low-carbon assets
- Air transport
- → Until 2025 : Aircraft whose age does not exceed 8 years
- → Beyond 2025 : Aircraft whose age does not exceed 5 years
- → Companies with average fleet inferior to 15 years
- Maritime transport
- → Signatory of the Poseidon Principles since 2009
- → Objective of dipping below the International Maritime Organization (IMO) curve by 2025
- → Exclusion of all vessels transporting oil and dedicated to the transport of unconventional gas
- Land transport
- → Focus on the corporate market in leasing and credit
- → Financing of rail freight and passenger assets with the lowest carbon emissions



### **AGRICULTURAL**

- New policy implemented in 2022
- Support efficient, sustainable and low-carbon agriculture through the implementation of a comprehensive system :
- → Subsidies to support the completion of a carbon assessment
- → Support to certification procedures
- → Range of subsidized dedicated loans
- Integration of an objective analysis of the action plans carried out by farmers in environmental, social and governance matters
- → based on the condition-based principles of the Common Agricultural Policy (CAP)
- → strengthens the lending decision-making system of banking transactions for the agricultural market



## **Focus on Banking inclusion**







# Promote banking inclusion for customers in a situation of fragility and

Supplements protection measures in the interests of customers and good business practices

#### **Specific actions**

- → New mechanism to cap incident fees
- → Continuation of the "pilot" system following the signature of a **partnership agreement with CRESUS** (aimed at promoting support for customers in a financially vulnerable situation)
- → Implementation of a mechanism for the statistical detection of predictive fragility
- → Elimination of medical formalities for its loyal customers

## Key figures on actions in favor of fragile and vulnerable customers

142,524	Targeted customers
50,000	Target for equiped customers at end of 2022
44,927	Number of fragile customer offers as of 31/12/2021
21,956	Meetings held during the marketing operations

## Focus on the reduction of the Group environment impact

Crédit Mutuel

Alliance Fédérale

Committed to conducting all of its activities in a responsible manner



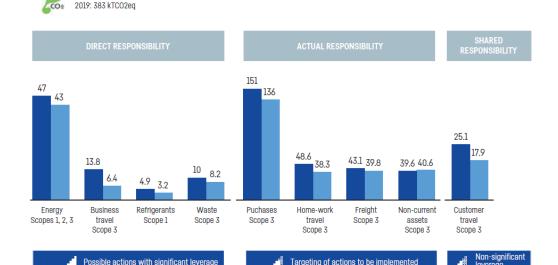
#### Office life scope carbon footprint

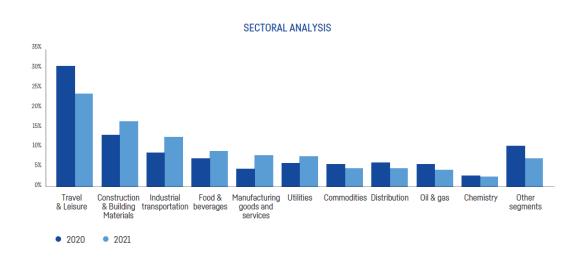
Committment to **reduce its carbon footprint by 30%** by the time of the revised 2019-2023 strategic plan.

- → Covers all emissions items where levers are possible (Scope 1, 2 and 3)
- → Development of an internal tool for reporting the carbon footprint

Results: 13% decrease in carbon footprint between 2019 and 2020

#### COMPARATIVE ANALYSIS OF FRANCE'S CARBON FOOTPRINT (in kTCO2ea.), OFFICE LIFE SCOPE





#### **Credit portfolios' carbon footprint**

Committment to reduce the carbon footprint of its corporate and investment credit portfolio by 15% by 2023

→ Scope : **Nearly 1.500 counterparties** for which data are available

**Results :** Carbon footprint of financing **decreased by 2%** between 2020 and 2021 on the basis on a wider scope (+63% of counterparties hedged)

Carbon footprint

2020: 333 kTCO2eq

## **Crédit Mutuel Alliance Fédérale Foundation**

Crédit Mutuel

Alliance Fédérale

A virtuous circle financed by a contribution based on the Group's carbon footprint

March 2021: Establishment of "Fondation Credit Mutuel Alliance Fédérale"

Two areas of action: the environment and the regions

Priorities during **first year of operation**:

- → Help to promote equal opportunity among young people affected by the health crisis
- → Encourage action by all in favor of the environment.

Financing : **original system of donations based on the carbon footprint** of the 1,500 member entities of Crédit Mutuel Alliance Fédérale

Calculation of the carbon footprint on the energy usage and travels



Calculation of a monetary contribution



projects with a positive climate impact

Outcome of its 1<sup>st</sup> year: Total of €6,500,000 collected for around 50 projects throughout France, helping 25,000 beneficiaries, of which 10,000 young people







## **Green Social and Sustainability Bond**



As part of its ensemble#nouveaumonde strategic plan, Crédit Mutuel Alliance Fédérale is setting up its Green, Social and Sustainability Bond Framework

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

- → Integrating green debt financing instruments to support the transition to a low carbon and sustainable economy
- → Building a more sustainable portfolio
- → Seeking diversification of investors and types of products
- → Contributing to the achievement of the United Nations Sustainable Development Goals

#### Crédit Mutuel Alliance Fédérale's Framework is established in accordance with:

- → the ICMA Green Bond Principles 2021, Social Bond Principles 2021 and Sustainability Bond Guidelines 2021
- → the EU Green Bond Standard
- → 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 (on line: BFCM website )













## Our Green, Social and Sustainability Bond Framework

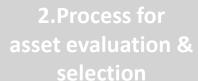


#### 1.Use of proceeds

- Green Buildings
- Renewable Energy
- Low Carbon Transport
- Local development trough SMEs financing
- Affordable Housing
- Access to Essential Services Healthcare
- Access to education and professional training (new in 2022)







- A **dedicated committee** to coordinate **green, social and sustainability** bond issuances, evaluate and monitor the selection of Eligible Loans.
- The mitigation of environmental and social risks trough comprehensive **sector policies** reinforced by counterparts' non-financial ratings and an ESG policy analysis.



Crédit Mutuel Alliance Fédérale intends to designate sufficient Eligible Loans to ensure the outstanding balance related to the portfolio of Eligible Loans always equals the total balance of the Green, Social or Sustainability Bond proceeds.

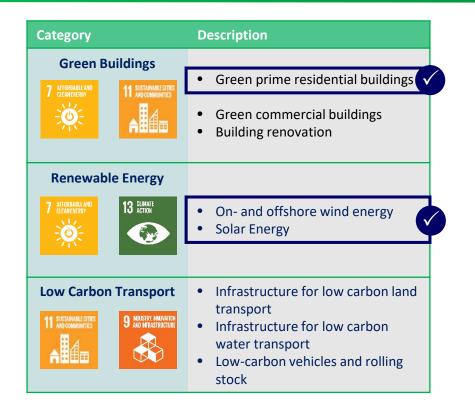


- 4.Reporting
- Report of the relevant impact metrics in each eligible category,
- Amount outstanding of the Green, Social or Sustainability Bond proceeds,
- The balance of unallocated proceeds at the reporting end-period (if any),
- Breakdown of the total amount of the portfolio of Eligible Loans per category,
- Breakdown by **country.**

## **Green Social and Sustainability Bonds use of proceeds**

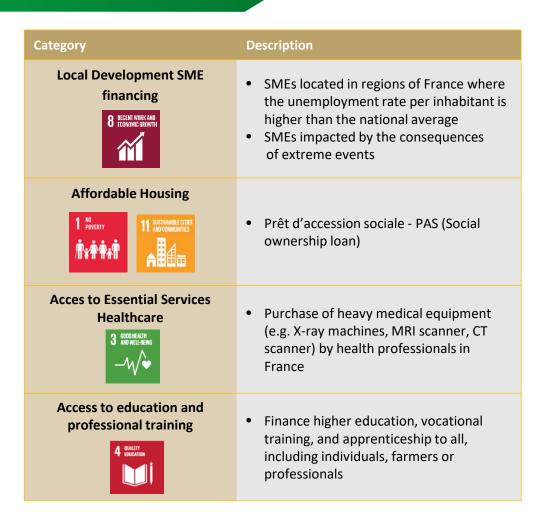


The Framework supports the Group's effort in financing green and social activities in line with its DNA

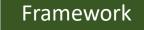


#### **Exclusion criteria**

- → 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







## **Green Social and Sustainability Bonds use of proceeds**

Overview of the selected portfolios for the Green and Social bonds issues so far



#### **Green Bonds**

#### Renewable energy

- On- and offshore wind energy: facilities operating at life cycle emissions lower than 100gCO2e/kWh, declining to 0gCO2e/kWh by 2050
- **Solar Energy:** facilities operating at life cycle emissions lower than 100gCO2e/kWh, declining to 0gCO2e/kWh by 2050

#### **Green buildings**

- Buildings built before 31 December 2020: within the top 15% of the local existing stock in terms of operational Primary Energy Demand, expressed as kWh/m² per year
- Buildings built after 31 December 2020: must be at least 10% lower than the one resulting from the relevant Nearly Zero Energy Building requirements

#### **Social Bonds**

#### **Local development SME financing**

- Loans granted to small, medium, and micro-sized enterprises which :
  - i. support positively the economic activities of the underperforming areas of France
  - ii. support positively the resilience of the economic activities in the event of extreme events

#### Access to education and professional training

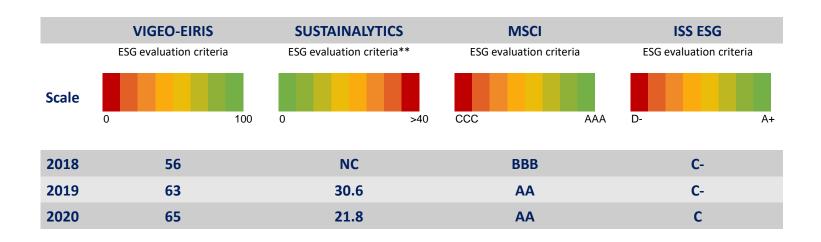
- Beneficiaries may be students from 18 to 28 years old, apprentices or employees in training or professional reconversion without age limit
- Financed studies include:
  - higher education : competitive examination / grandes écoles and university studies
  - **ii. vocational training**: non academic and preparing people for trade, craft or a specific job as a technician

## **Extra-Financial Ratings**

Enhancement of our extra-financial ratings



**Prime** 





ISS ESG ▷

- In 2021, Crédit Mutuel Alliance Fédérale obtained a **C** rating from ISS Oekom and was awarded the "prime" status reserved for the best-rated companies in their industry\*\*\*.
- With a score of 65/100, Vigeo's assessment confirms Crédit Mutuel Alliance Fédérale's ranking as the fifth best-rated European bank.
- Sustainalytics consolidated the Group's position with a moderate ESG risk.

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

<sup>\*\*</sup> 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).

<sup>\*\*\*</sup>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.

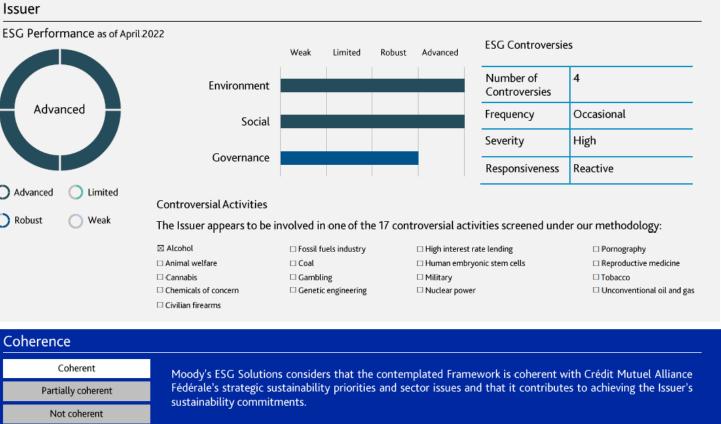
## Second Party Opinion (Moody's ESG Solutions)



on the sustainability of Crédit Mutuel Allicance Fédérale's Green Social and Sustainabiliy bond framework

Moody's ESG Solutions considers 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





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

## **Financial Ratings**





#### December 16th 2021, S&P rating action

S&P upgraded Credit Mutuel Long Term rating from A to A+

#### October 28th 2021, Fitch Ratings rating action

 Fitch Ratings revises Crédit Mutuel Alliance Fédérale's Outlook to Stable; affirms IDR at A+

#### July 13th 2021, Moody's rating action

 The BFCM's "Senior Non Preferred" debts were upgraded from Baa1 to A3 by Moody's following a change in their methodology on subordinated debt ratings.

#### June 24th2021, S&P rating action

S&P upgraded Credit Mutuel outlook from negative to stable

FINANCIAL RATINGS				
	MOODY'S(4)	<b>S&amp;P (3)</b> December 2021	FITCH RATINGS (2)	
Senior-Preferred-Unsecured	Aa3	A+	AA-	
Outlook <sup>(1)</sup>	stable	stable	stable	
Senior-Non-Preferred	А3	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 the Group Crédit Mutuel./Fitch Ratings: rating for Crédit Mutuel Alliance Fédérale.

(1) Senior preferred (2) October 28th 2021: Fitch Revises Credit Mutuel Alliance Fédérale's Outlook to Stable; Affirms IDR at 'A+' (3) S&P upgraded LT Rating to A+ from A as at December 2021 (4) Moody's upgraded the junior senior unsecured debt rating to A3 from Baa1 as at July 2021



## **APPENDICES**



p.29	Funding 2022
p.30-33	Overview of the portfolio of Eligible Loans
p.34-35	Green assets: illustration of projects financing
p.36	Support for member-customers, employees and the economy
p.37	Digital & Data
p.38-40	Crédit Mutuel Alliance Fédérale organization





## **2022 Funding Program**



#### c.€17/18bn to be raised in 2022

AT1 : not relevant

NPS/T2: €3.0 to €4.0bn target in 2022

Green/Social : a euro benchmark

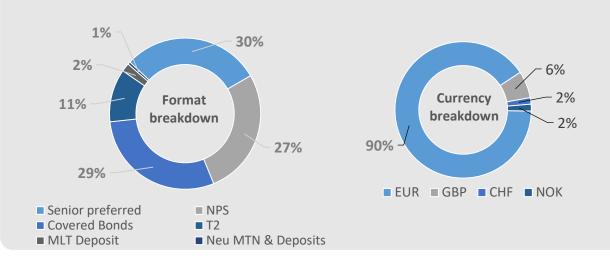
Senior and SFH public&private issues

US 144A

- Samurai

#### As at June, 2022

- €11bn has been raised with an average maturity of 6.0 years



#### 2022 public issuances:

- Covered: €3.25bn
  - €1.50bn 0.625% 03/2027 extended 2028
  - €0.50bn 0.875% 03/2032 extended 2033
  - €1.25bn 2.375% 02/2028
- Senior Preferred :
  - €1.50bn 1% 03/2025
  - £0.30bn Sonia+50bp 01/2025
  - £0.30bn 1.875% 10/2028
  - CHF 0.175bn 1.5% 06/2027
- NPS : €3.00bn
  - €0.75bn 0.625% 11/2027
  - €1.00bn 2.625% 11/2029
  - €1.25bn 1.125% 01/2032
- Tier 2: €1.250bn 3.875% 06/2032

#### Green Social & Sustainable bond program

2020 1st BFCM Green bond

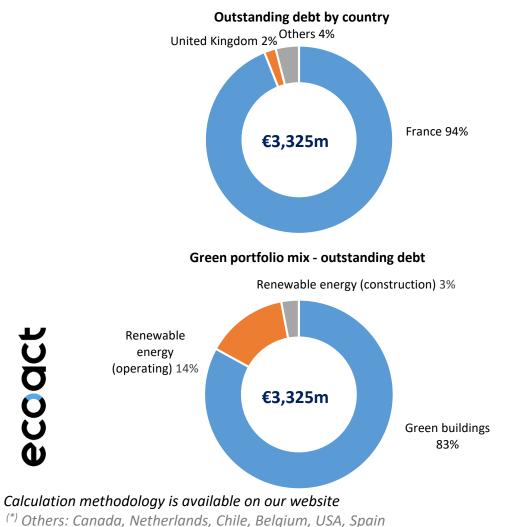
2021 2nd BFCM Green bond

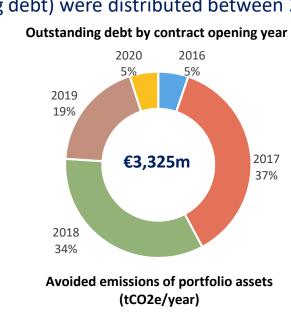
2022 Green bond or Social bond

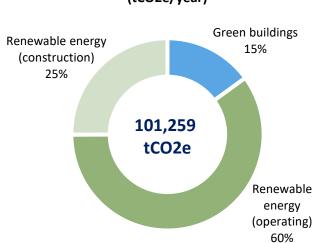


Overview of the portfolio as at December 31st 2020

Overall, BFCM Green Bond portfolio had a total outstanding amount of €3,325 million at December 31st 2020, financing assets mainly located in France (94% of total value). Most of the portfolio loans (71% of outstanding debt) were distributed between 2017 and 2018.







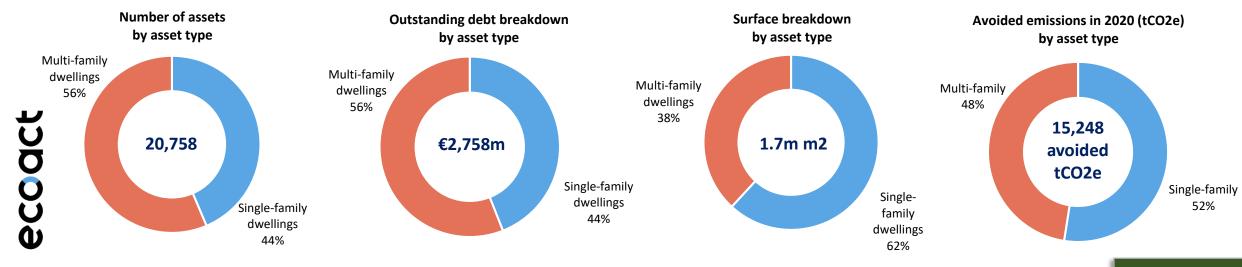


Impact of residential green buildings eligible loans as at December 31st 2020

At the end of the reporting period (December 31st 2020), the portfolio comprised 20,758 green buildings, for a total outstanding debt of €2,758 million and a floor area of close to 1.73 million m2.

It contributed to avoid 15,248 tCO2e during the reporting period.

Portfolio's single-family dwellings are, on average, more spacious than multi-family dwellings (118 m2 vs 56 m2), which explains why avoided emissions associated to single-family dwellings are slightly larger in absolute value (52%).

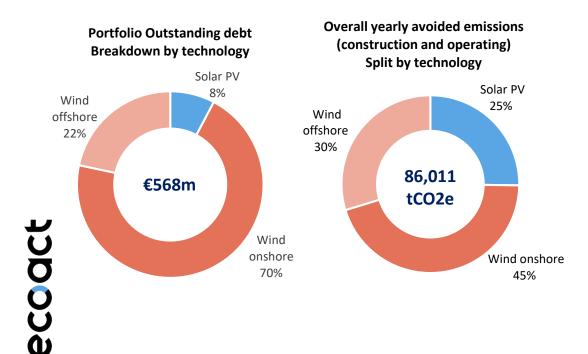




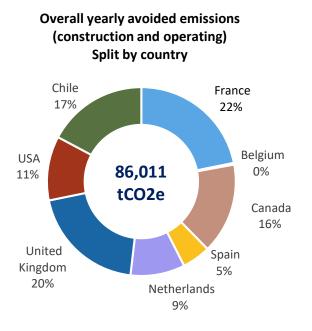
Impact of renewable energy eligible loans as at December 31st 2020

The portfolio of renewable energy comprises 170 wind and solar farms (operating and under construction), with a total outstanding debt of €568 million. Overall, total outstanding debt contributes to avoid 86,011 tCO2e of potential GHG emissions annually.

Portfolio average intensity is 152 tCO2e of emissions avoided per €M of financing (outstanding).







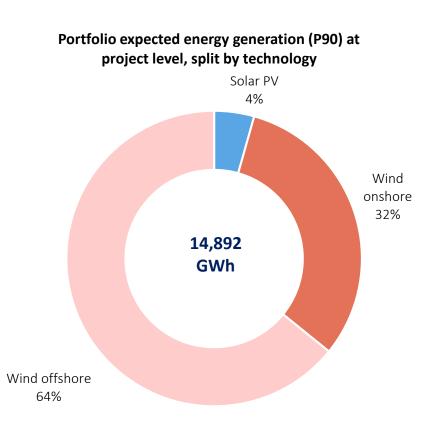




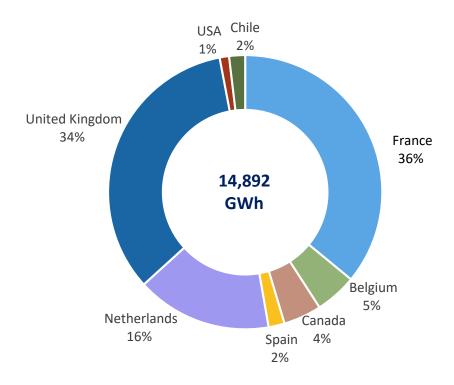
#### Yearly renewable energy generation – Project level

Energy expected to be generated annually by all the projects in portfolio

# ecoact



## Portfolio expected energy generation allocated to issuer (P90) split by country



## **Green asset: wind and solar power plants in France**





## Supporting Boralex ambitious growth strategy by optimizing its operation and its financing

→ CIC roles : Co-Lead Arranger and Agent.

→ This also highlights the strong cooperation between Boralex and CIC who have been working together on renewable energy projects both in France and Canada since 2015.

#### **BROME**

- Assets: portfolios of 58 wind and 2 solar power plants (1 GW)
- Location: throughout France including 25 in Region Hauts de France
- Total debt amount: €1.1 billion (largest refinancing arrangement in France)
- Description: refinancing of all Boralex's wind and solar assets in France. Boralex develops, builds and operates renewable energy power facilities in Canada, France, the UK and the US. It is a leader in the Canadian market and France's largest independent producer of onshore wind power.
- Timing: all plants are now in operation

## **Green asset: offshore wind farm in France**





#### Financing of the first offshore wind farm in France

- → CIC role: Lead Arranger
- → CIC is supporting a landmark project, which paves the way for next offshore wind projects in France.

#### **ST NAZAIRE**

- Assets: 480MW offshore wind farm comprising 80x GE 150-6MW wind turbines that will be built in the General Electric factory located in Saint Nazaire
- Location: located 12km off the west coast in the Bay of Biscay
- Total debt amount: €2.3 billion
- Description: financing of the first offshore wind farm to be developped in France, jointly owned by EDF Renewables and Enbridge, a Canadian infrastructure company, with an installed capacity of 480MW. The Saint Nazaire project will generate the equivalent of 20% of the Loire-Atlantique area's electricity consumption needs.
- **Timing:** Construction started in September 2019; production should start mid 2022.

## Support for member-customers, employees and the economy

Crédit Mutuel Alliance Fédérale reached 27.8 million customers as of December 2021



#### **Customer proximity**

1.919 Crédit Mutuel branches 1.781 CIC branches

More than 28,000 account managers mobilized within the Crédit Mutuel and CIC networks



#### Support measures by GACM(2)

€600 million
will be invested in the
"Fonds de Prêts Participatifs
Relance" (1)
by GACM

No fee increase in 2021 for 1.6 million health policyholders 3.0 million automotive policyholders GACM initiative-June 2021

#### **Support to SMEs**

€50 million

"Jeunes Agriculteurs & Action
Climatique"

(2nd drawn)

EIB initiative - June 2021

€350 million «COVID19 CRISIS RESPONSE FOR SME&MIDCAP"

EIB initiative - June 2021

#### Support to employees

Crédit Mutuel Alliance Fédérale renewed the profit-sharing agreement for 3 more years



## **Digital & Data**

Accelerating digital transformation – key axes of The 2019-2023 Strategic Plan



Omnichannel customer proximity reinforced by technological tools with the highest security standards

**219,000** (*x6*)

Client video meetings in the first-half of the year

4.7 million users

(+8.1% vs 2020)

Crédit Mutuel & CIC Remote banking

2.3 bn connections
on mobile apps or websites
of Crédit Mutuel & CIC

**11.9 million** (x 2.2 vs 2019) **Electronic signatures** 

1.2 million
Contracts generated using
Artificial Intelligence & Big Data





Robust investments in AI, Big Data & OCR has strengthened the client relationship & network efficiency

#### €200 million

Investment in a specialized Data Center

operational in 2024

Private, secured cloud set up

Technological indicators in our 2019-2023 Strategic Plan

**Update December 2020** 

100% current apps available in digital format

>99.99% in house IT processing

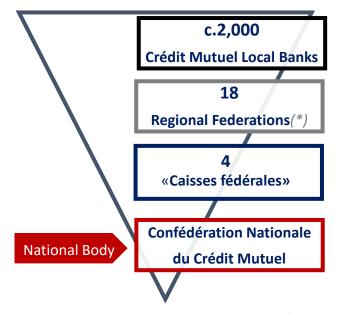
## **Crédit Mutuel Group Organization**





# **CRÉDIT MUTUEL GROUP** structure & governance

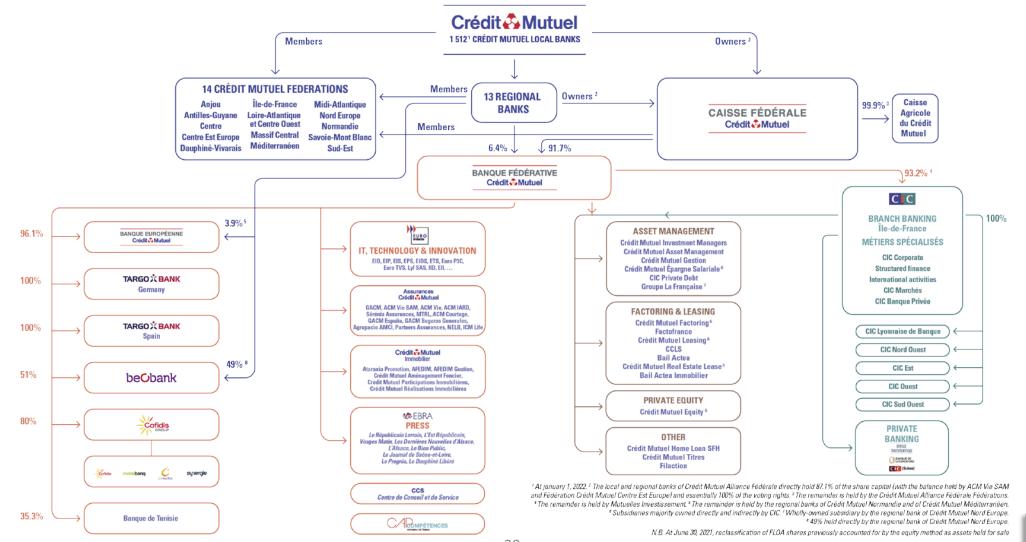
- c.8.3 million members
- c.36.1 million clients
- c.22,000 voluntary local board members
- c.83,000 employees



(\*) + Crédit Mutuel Agricole et Rural (CMAR), a national agricultural federation

## **Crédit Mutuel Alliance Fédérale: Organization chart**

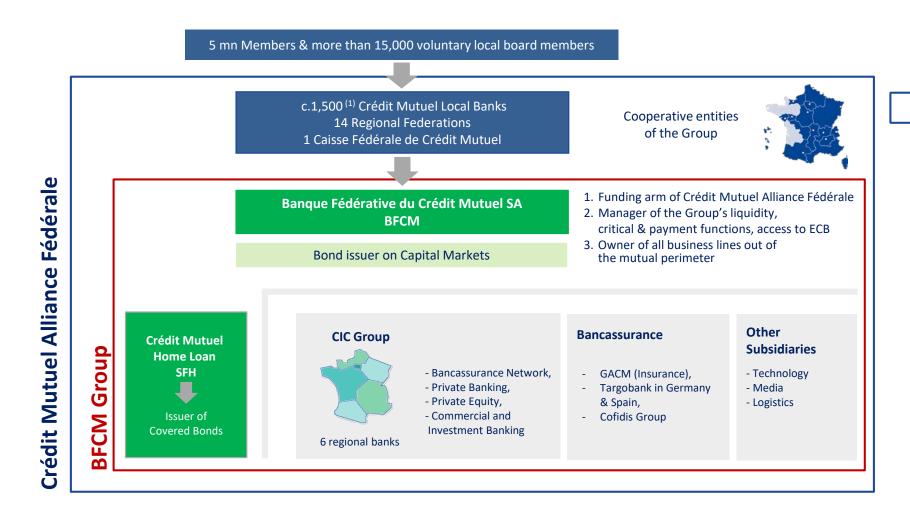




## **Crédit Mutuel Alliance Fédérale organization**



A cooperative bank group with one issuer on the capital markets (\*)



Consolidation level

Issuer

(\*) including Crédit Mutuel Home Loan SFH (1) As at January 1<sup>st</sup> 2022



Investor Relation bfcm-web@creditmutuel.fr



https://www.bfcm.creditmutuel.fr

