

The slide features four abstract clusters of red geometric shapes (polygons) in the corners: top-left, top-right, bottom-left, and bottom-right. These shapes are layered and semi-transparent, creating a modern, architectural feel.

# OVERALL PERFORMANCE

FULL YEAR 2022

Crédit Mutuel  
**ARKEA**

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The consolidated financial statements for the year ended December 31, 2021 were approved by the Board of Directors of the Company on February 24, 2022 and are currently being audited. They will be the subject of audit reports by the Company's statutory auditors. The 2022 extra-financial performance was reviewed and validated by the Company's Board of Directors on February 27, 2023 and a verification is to come by statutory auditors with a view to issuing an assurance report.

In this presentation, revenues represent net banking and insurance income including gains and losses on disposal or dilution of companies accounted for by the equity method.

# A GREAT MOMENTUM DRIVEN BY TRANSITIONS 2024

Crédit Mutuel Arkéa officially became one of the first banks to adopt the **status of company with a mission** and, halfway through **Transitions 2024**, continues to implement concrete actions on the 4 axes which constitute the priorities of the strategic plan .

## Expand our range of positive impact offers and services

- First French bank to carry out a "Green NEU CP" issue, and issuance of a first public green bond.
- **Sustainable habitat platform** offered by the Crédit Mutuel de Bretagne and Crédit Mutuel du Sud-Ouest federations **to raise awareness and support individuals** in their energy renovation initiatives for their homes.

## Supporting the responsible development of territories

- Structuring of the **Wines & Spirits** and **Maritime** sectors.
- Signature of a new partnership with the European Investment Bank to **finance renewable energy projects** for €400 M.

## Developing our partnership model

- Continuation of the collaboration with the fintechs **Pytheas Capital Advisors**, **Younited**, **Yomoni** via new fundraising, acquisition of a majority stake in the capital of the new real estate agency **Liberkeys**, sale of **Leetchi/Mangopay** and **Budget Insight** while maintaining a minority stake.
- Launch of the operational program aimed at offering BtoB services to the **HSBC France retail bank** acquired by My Money Group.

## Personalise customer experience

- Launch of the field test phase of the **Teamzy application** aimed at centralising and streamlining the housing process.
- **Fortuneo** and **Keytrade Bank** exceed the **milestone of one million users**, a guarantee of recognition of the quality of the offer and the services offered.

# 2022 OVERALL PERFORMANCE OF CRÉDIT MUTUEL ARKEA

First bank to present its overall annual performance, both financial and extra-financial, expressed in euros.

## FINANCIAL PERFORMANCE

A **solid trajectory**, reflecting the diversification strategy and the momentum across all of the group's businesses

Net income group share

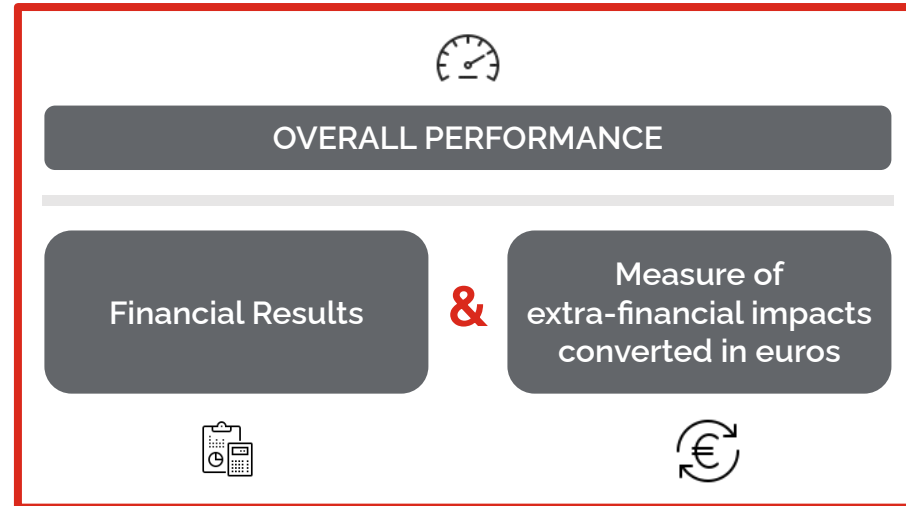
**€551 M**

*i.e. - 4.0 %*

Revenues\*

**€2,569 M**

*i.e. + 1.5 %*



## EXTRA-FINANCIAL PERFORMANCE

An **unprecedented methodology** for measuring extra-financial impacts in euros for a banking institution

Extra-financial impacts

**€9,408 M**

*i.e. + 16.3 %*

€1 M of granted financing

**€150,000 of impacts**

*stable vs. 2021*

\* Net banking & insurance income including gains and losses on disposal or dilution of companies accounted for by the equity method

# A STRONG DEVELOPMENT DYNAMIC

## COMMERCIAL ACTIVITIES

Client portfolio

**+ 2.4 %**

at 5.1 M

Gross outstanding loans

**+ 11.0 %**

at €81.9 bn

Gross outstanding savings

**stable**

at €155.0 bn

## FINANCIAL PERFORMANCE

Net income group share

**€551 M**

*i.e. - 4.0 %*

CET1 ratio

*Common Equity Tier One Ratio*

**16.9 %**

Gross loan to deposit ratio

**101 %**

## EXTRA-FINANCIAL PERFORMANCE

Extra-financial impacts

**€9,408 M**

*soit +16.3 %*

Environmental externalities

**- €1,032 M**

*i.e. -34.8%*

Socio-economic externalities

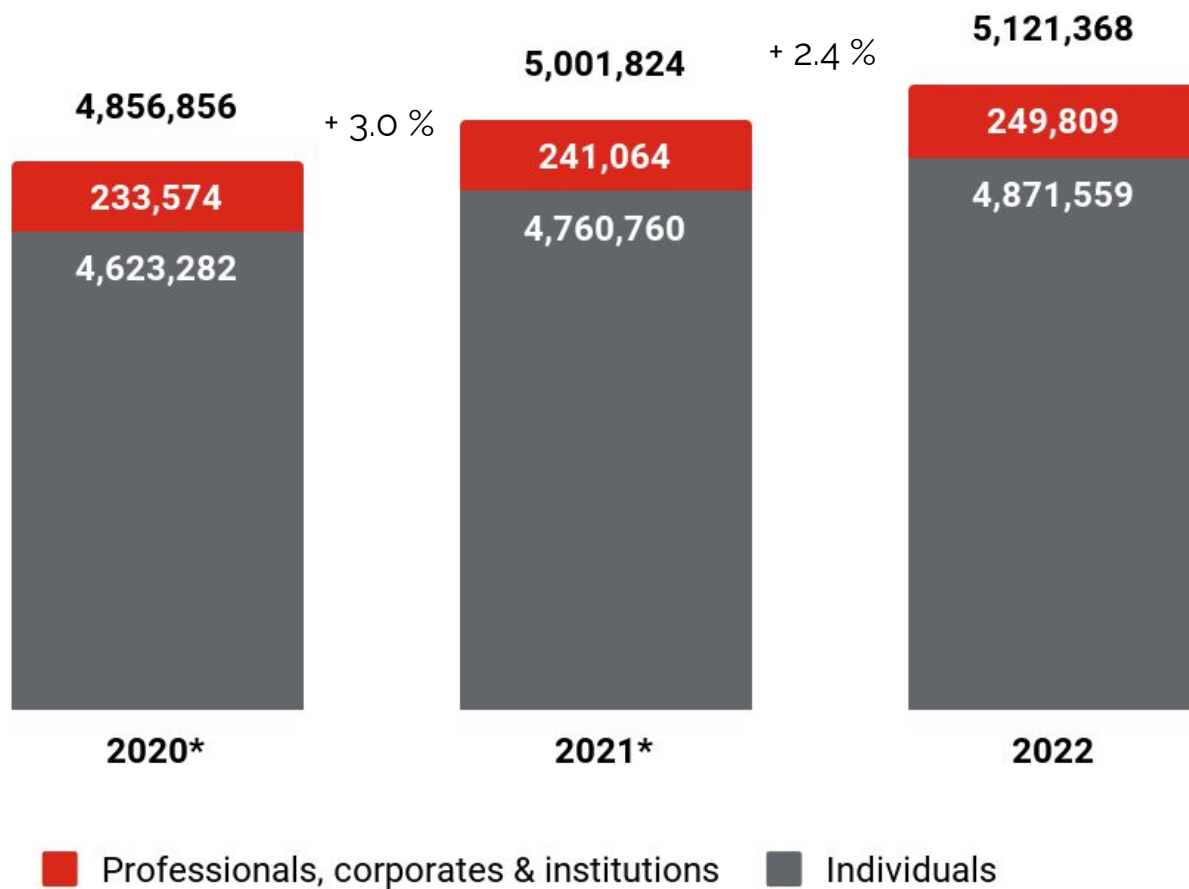
**+ €10,440 M**

*ie. +17.9%*

1

# 2022 COMMERCIAL ACTIVITIES

## EVOLUTION OF THE CLIENT PORTFOLIO



\* Restated portfolios following quality actions undertaken on dormant accounts

# 120,000

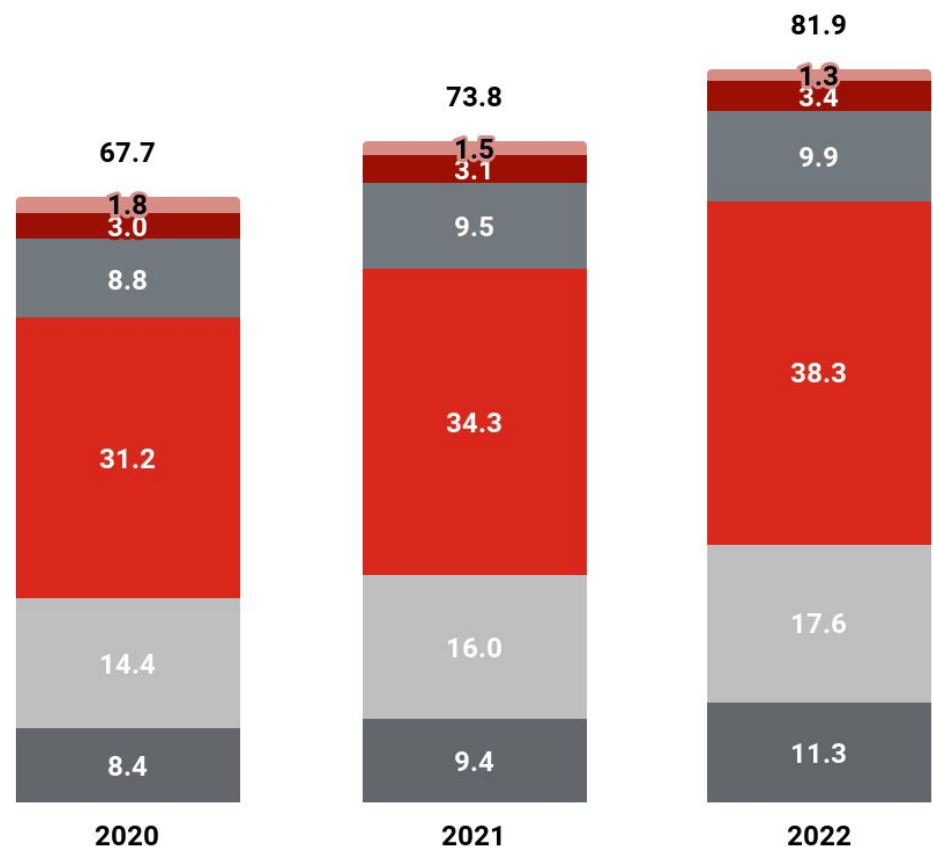
## NEW CLIENTS

Net client acquisition driven mainly by online banking

A portfolio up 2.4% compared to 2021, to more than 5.1 million clients

# INCREASED OUTSTANDING LOANS

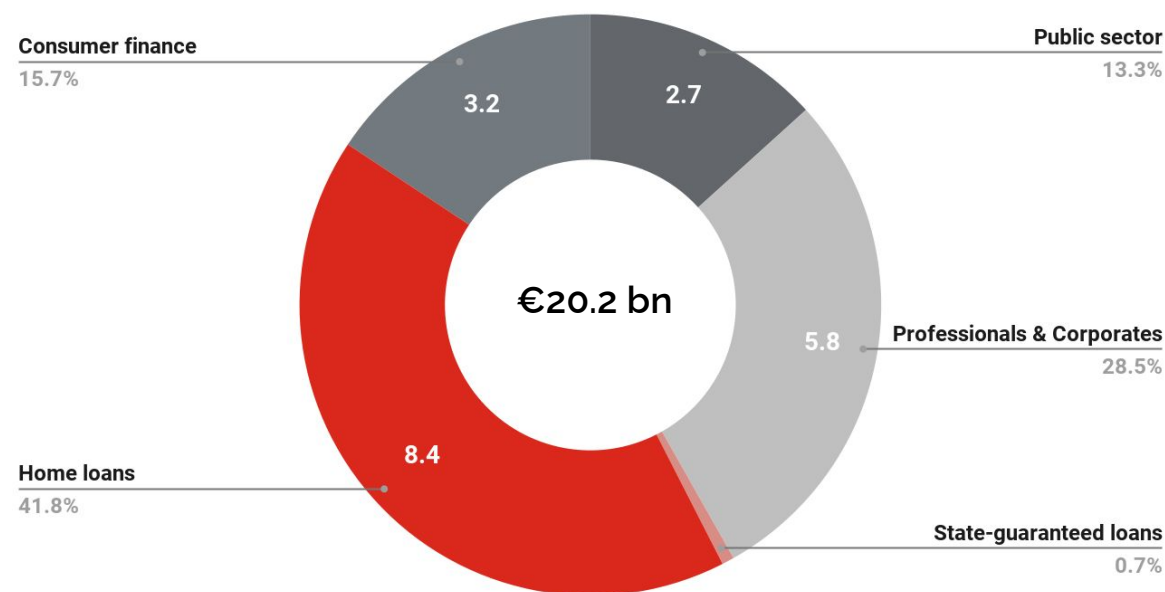
GROSS OUTSTANDING LOANS (in €bn)



■ State-guaranteed loans (PGEs) 
 ■ Liquidity facilities 
 ■ Consumer finance  
■ Home loans 
 ■ Professionals & corporates 
 ■ Public sector

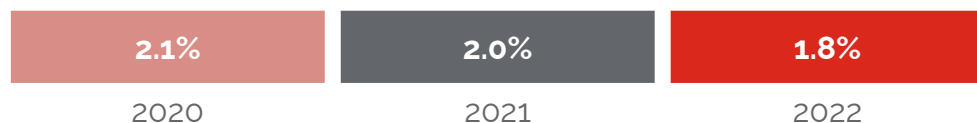
**Record loan production in 2022 at €20.2 bn, up 15.2% compared to 2021.**

Production increased for home loans (+13%), professionals & corporates (+26%) and the public sector (+34%).

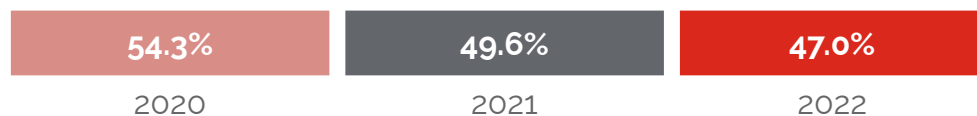




## NPLs / TOTAL OUTSTANDING LOANS



## PROVISIONS / IMPAIRED LOANS

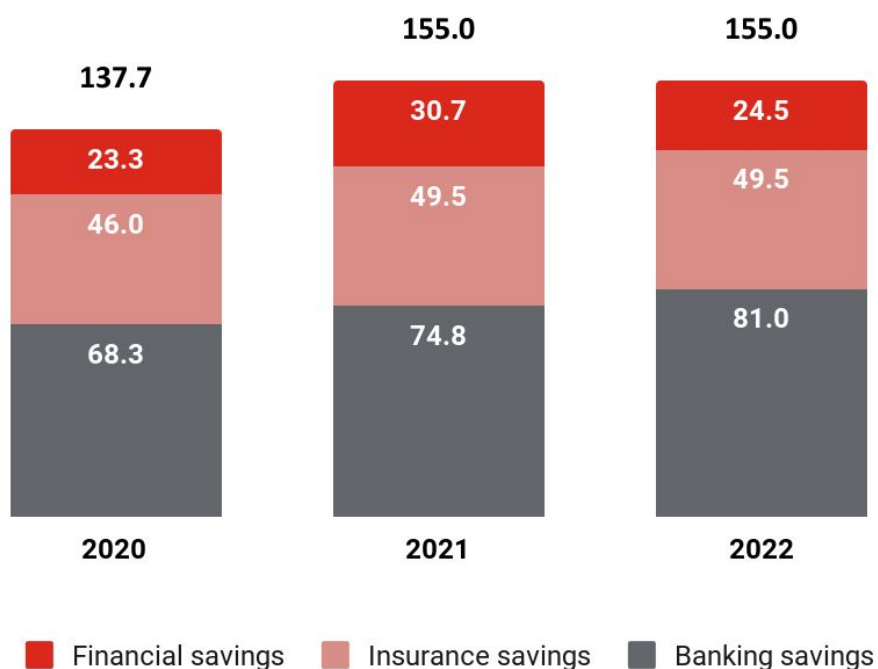


Good quality outstanding loans with a NPL ratio down to 1.8%.

A decrease in the provisioning rate on impaired outstandings by 2.5 pts to 47.0% in 2022, impacted by low provisioned state-guaranteed loans going into default and the sale by Financo of a heavily provisioned NPL portfolio.

Excluding state-guaranteed loans, the provisioning rate is 51.9% (53.1% at the end of 2021).

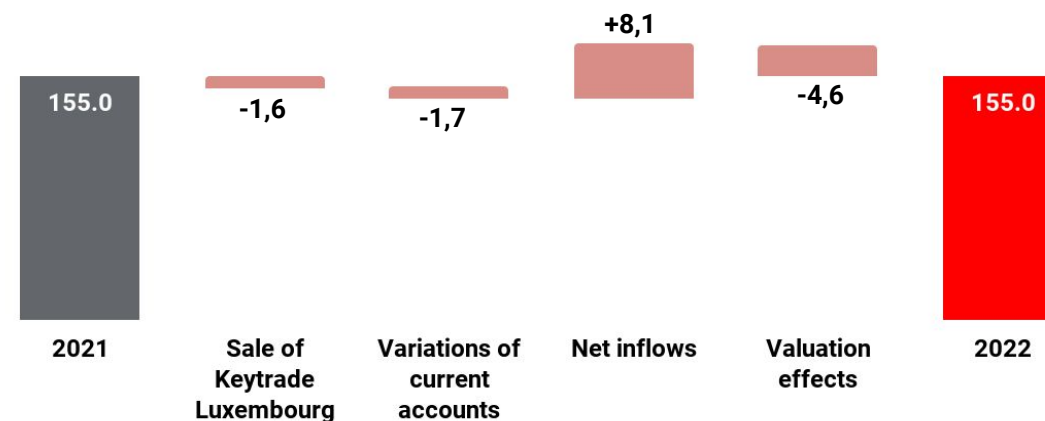
OUTSTANDING SAVINGS (in €bn)



## Stable outstandings savings, at €155bn

Interest-bearing bank savings, driven by the rise in regulated rates, represent the bulk of net inflows in 2022, i.e. €7.9 bn.

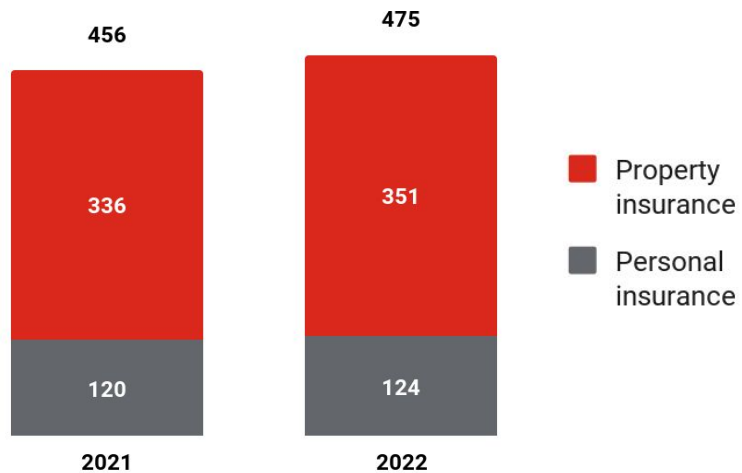
CHANGE IN OUTSTANDING SAVINGS (in €bn)



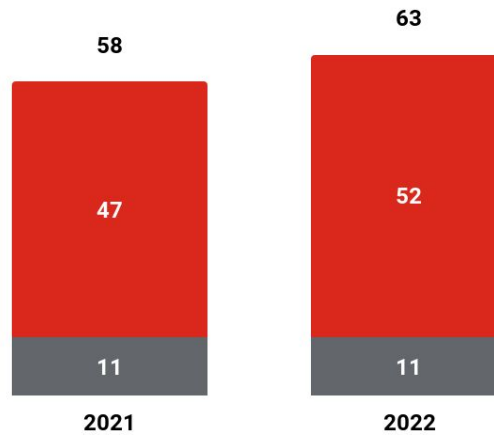
In insurance savings, net inflows of nearly €1.6 bn represent approximately 10% of net market inflows. The rate of unit-linked savings in outstandings continues to rise, at 39.9% (+ 1.4 pt compared to the end of 2021).

# 1 AN INCREASE IN INSURANCE PREMIUMS

PREMIUMS EARNED ON EXISTING POLICIES (in €M)



NEW BUSINESS PREMIUMS (in €M)

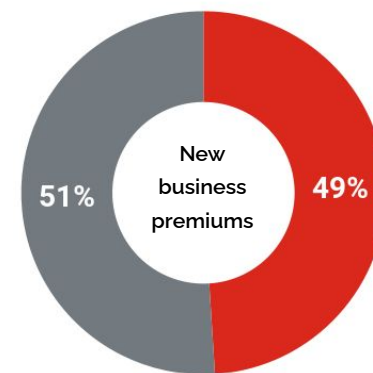


Premiums earned on existing policies and new business premiums increased respectively by 4.3% to €475 M and by 7.1% to €63 M at 31/12/2022.

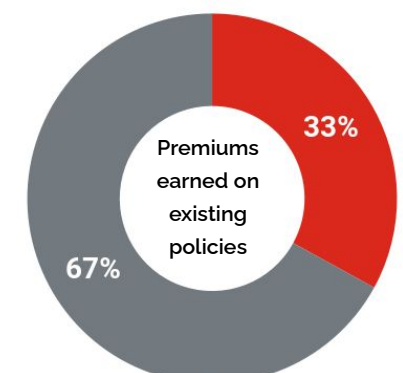
Business from external networks represents :

- 49 % of new business premiums (- 6 points)
- 33 % of premiums earned on existing policies (+ 1 point)

SPLIT OF PREMIUMS



● External  
● Internal

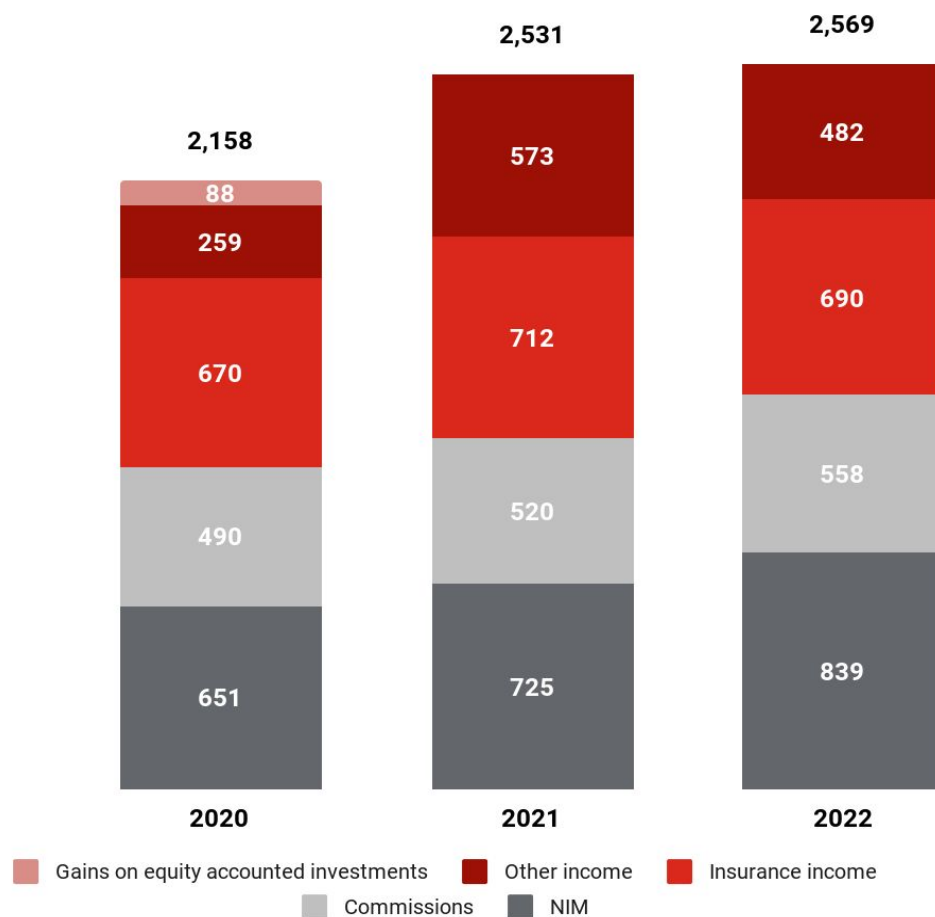


# 2

## 2022 FINANCIAL PERFORMANCE

## 2 STABLE REVENUES

EVOLUTION OF REVENUES\* (in €M)



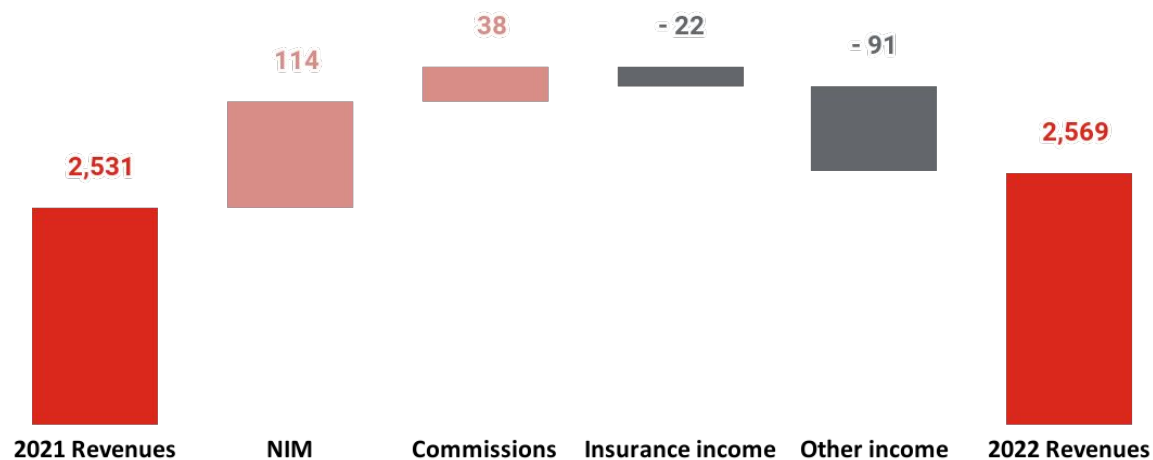
Revenues, at €2.6 bn, reflect controlled growth despite the effects of the unstable market environment in 2022.

The interest margin increased and commissions recorded a significant increase. The fall in asset valuations at fair value and the effects of climate change, in particular the events that affected the South West this year, impacted insurance revenues.

\* Net banking & insurance income including gains and losses on disposal or dilution of companies accounted for by the equity method

## 2 FOCUS ON THE MAIN CHANGES IN REVENUES\*

MAIN CHANGES IN REVENUES\* (in €M)



The **net interest margin** increased by €114 M (+16%) driven by the positive impact of the rise in interest rates on treasury and replacements, offsetting the increase in the cost of refinancing.

**Commissions** increased by €38 M (+7%), mainly in connection with the commissions received on the BtoB activities.

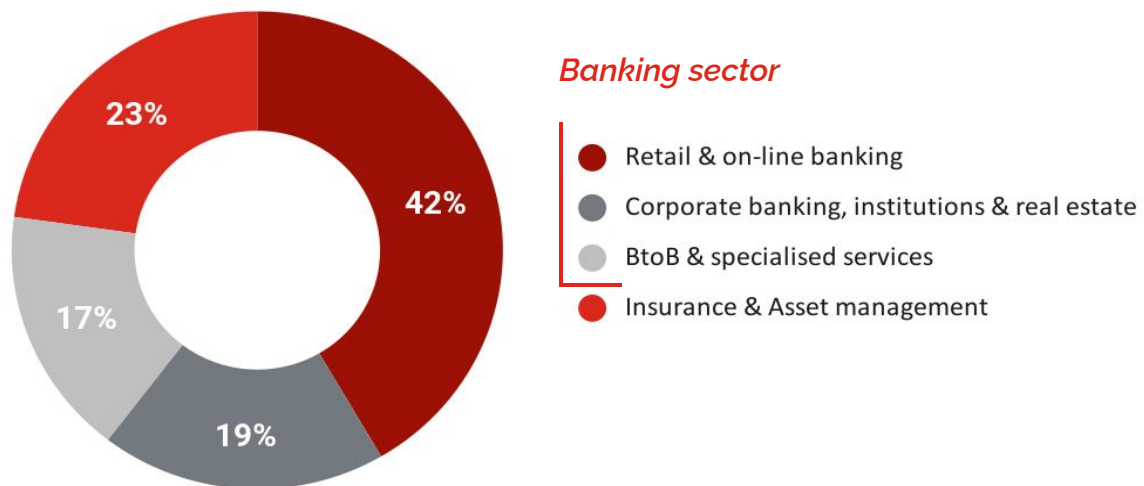
**Insurance revenues** decreased by €22 M (-3%) with the fall in the valuation of assets at fair value and the effects of climate change (claims related to the events of summer 2022 in the South-West).

After recording a significant rebound in 2021 following the health crisis, **other income** fell by €91 M (-16%), in particular with the valuation of financial assets impacted by the effects of the unstable environment (stock market volatility and rising rates).

\* Net banking & insurance income including gains and losses on disposal or dilution of companies accounted for by the equity method

## 2 A DIVERSIFICATION OF REVENUE SOURCES\*

### SECTORAL BREAKDOWN OF REVENUES\*



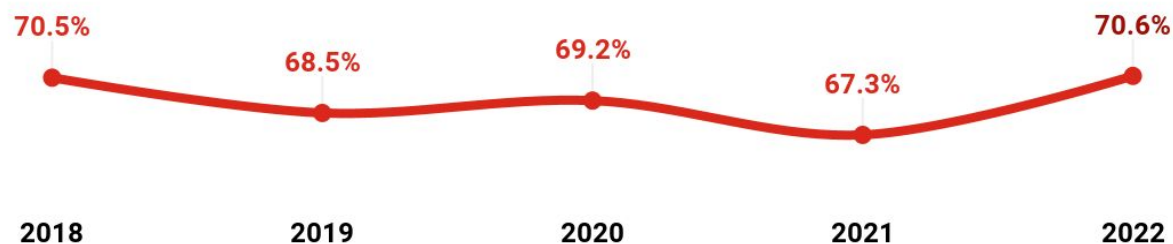
Major strategic orientations that translate into revenue diversification\*

In 2022 :

- 17% of Crédit Mutuel Arkéa revenues\* come from the B2B & Specialised Services division (i.e. €432 M)
- 23% of Crédit Mutuel Arkéa revenues\* come from the Insurance and Asset Management division (i.e. €581 M)

\* Net banking & insurance income including gains and losses on disposal or dilution of companies accounted for by the equity method

## EVOLUTION OF THE COST/INCOME RATIO

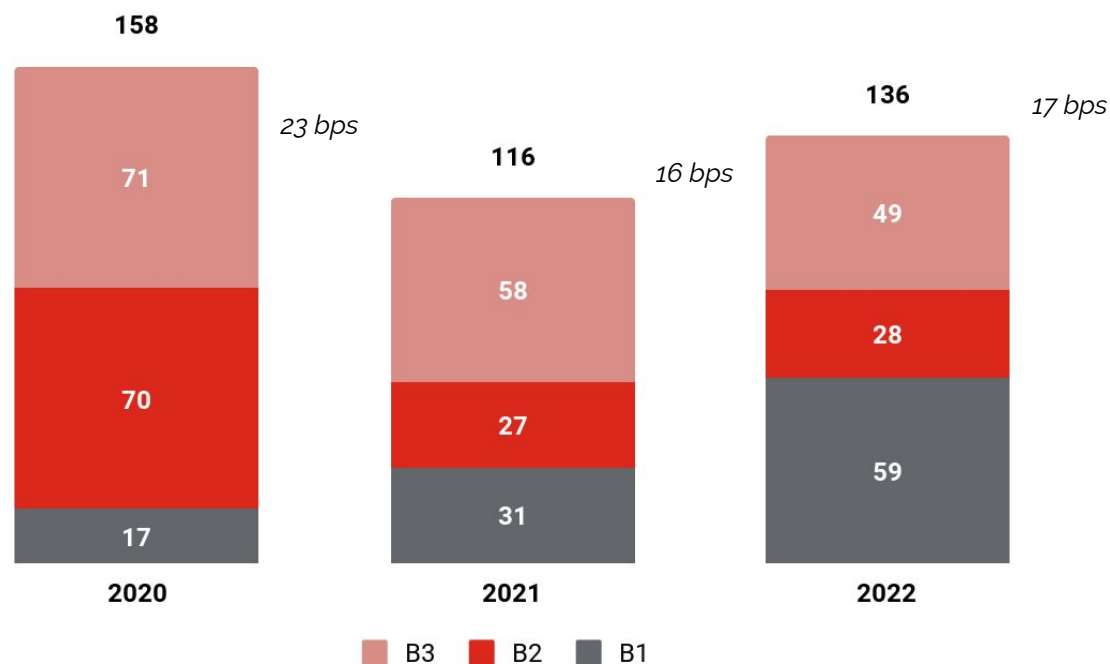


Operating expenses amounted to €1.8 bn, up 6.6% (5.8% excluding the contribution to the SRF) compared to 2021, mainly due to:

- The increase in the Group's development expenses **(+€61 M)**, linked to the continuation of investments as part of the implementation of the Transitions 2024 medium-term plan, to commercial development costs (marketing and advertising) and to the recovery of the post health crisis activity (travel)
- Measures to help maintain employees' purchasing power, which impact personnel costs **(+€22 M)**
- The increase in the contribution to the Single Resolution Fund **(+€15 M)**



## COST OF RISK (in €M)



## Cost of risk up to €136 M

(+17% compared to 2021), i.e. a level of 17 bps of balance sheet outstandings.

In 2022, this increase of €20.3 M can be explained in particular by:

- Cost of credit risk on performing loans (€86m): overall increase of €28 M driven mainly by Bucket 1 in connection with a strengthening of the pessimistic scenario in the Forward Looking approach (from 75% to 80%) and the taking into account of the uncertain outlook on portfolios sensitive to the inflationary economic environment

**B1/B2 outstandings: €80.9 bn**

- Cost of credit risk on impaired loans (€50 M): decrease of €9 M, mainly located at Arkéa Banque Entreprises & Institutionnels

**B3 outstandings: €1.5 bn**

## 2 OTHER ELEMENTS

### Net gains or losses on other assets

The group finalized the disposal of **Keytrade Luxembourg** in April 2022 as well as the disposals of **Budget Insight, Leetchi and Mangopay** in July 2022.

A pioneer and major player in the fintech ecosystem, the group conducted a strategic review of its holdings. In this context, a sale of the majority of the capital of Budget Insight, as well as of Leetchi and Mangopay, was carried out in 2022. These sales are intended to support the expansion of these entities, in which Crédit Mutuel Arkéa remains a minority shareholder.

The gross impact on net income of these disposals carried out in 2022 is €85 M.

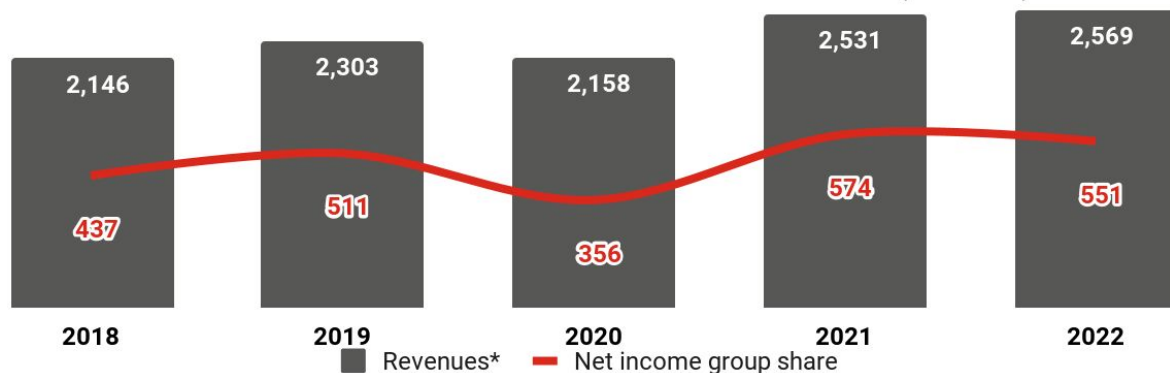
### Change in value of goodwill

In a context of a sharp rise in interest rates (with an impact on discount rates) and inflation, the tests on goodwill as of December 31, 2022 lead to depreciate the goodwill of **Izimmo** and to adjust the value of **CFCAL** goodwill.

The impact on the net income is -€34 M at 31/12/2022.

## 2 NET INCOME AT €551 M

CHANGE IN REVENUES\* AND NET INCOME (in €M)

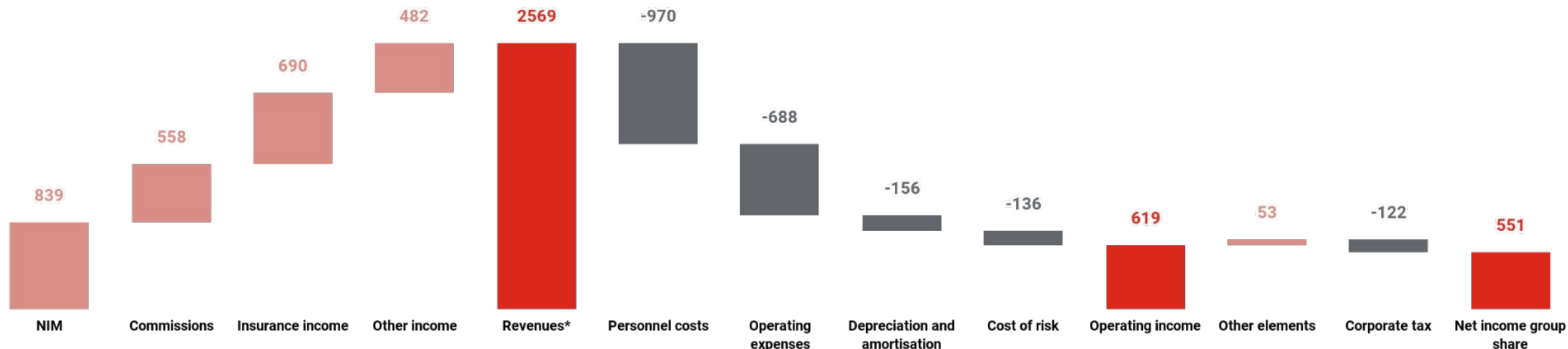


Δ In 5 years...

- Revenues\* : + 20 %
- Net income group share : + 26 %

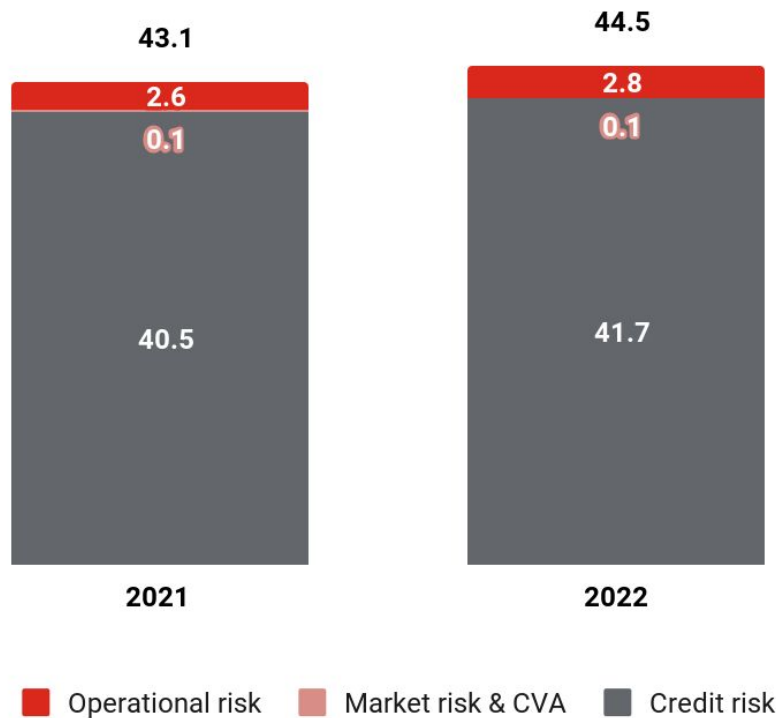
A net income group share of €551 M, the 2nd highest level after 2021

BUILD-UP TO NET INCOME (in €M)



\* Net banking & insurance income including gains and losses on disposal or dilution of companies accounted for by the equity method

## TOTAL RISK WEIGHTED ASSETS (in €bn)



Risk weighted assets up €1.4 billion, driven mainly by growth in outstanding loans

94% of risk weighted assets relate to exposures to credit risk, including:

- €8.6 bn using a standard approach
- €33.1 bn using an internal rating-based approach

## 2 LEADING SOLVENCY LEVELS

### A strong balance sheet structure

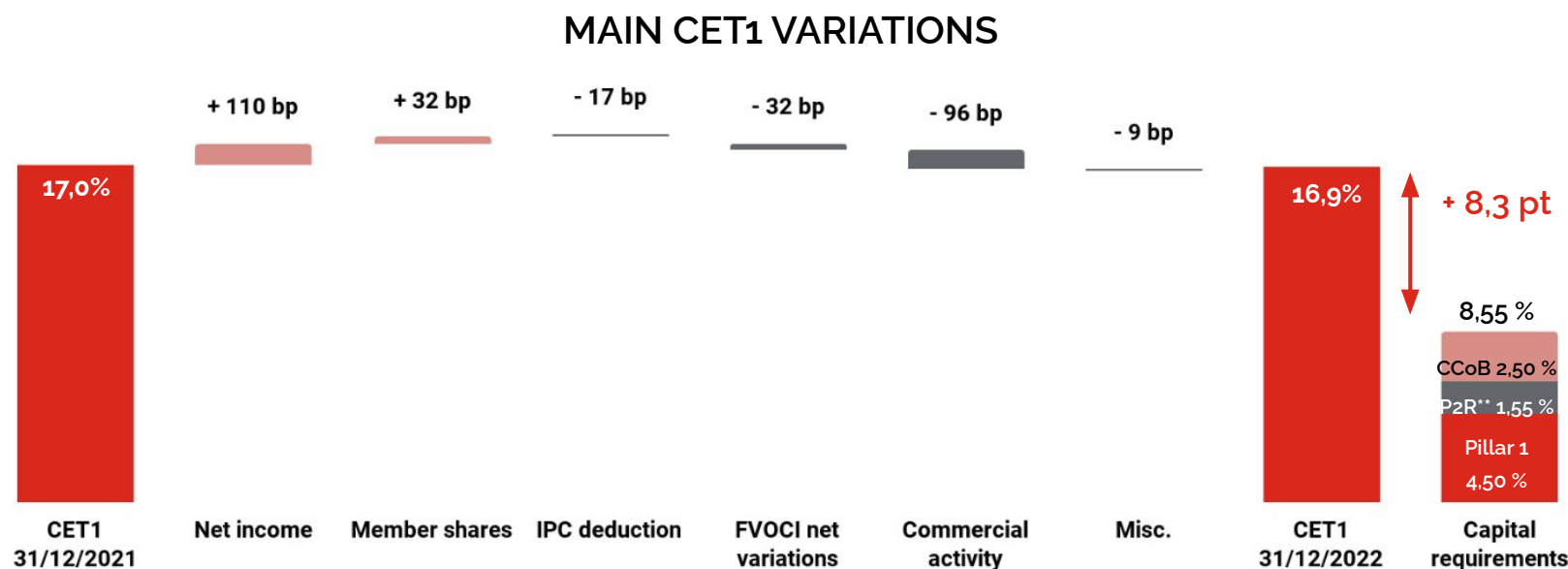
- Total Assets of €189.1 bn (+ 5.8%\*)
- Shareholders' equity group share of €8.7 bn (+ 3.7 %\*) incl. €2.7 bn of member shares (+ 6.9 %\*)
- Regulatory capital of €9.2 bn (+ 0.6 %\*)

### Solvency ratios significantly above regulatory requirements

	31/12/2022	Regulatory requirements
CET1 ratio	16.9 %	8.55 % (excl. P2G)
Total capital ratio	20.6 %	13.25 % (excl. P2G)
Leverage ratio	5.9 %	3 %

### A stable CET1 ratio

The impact of the first application of IFRS 17 & IFRS 9 to insurance activities is estimated to be slightly positive on equity, group share, as of January 1, 2022



\* Compared to 31/12/2021

\*\* P2R of 2.75% to be satisfied at 56.25% by CET1 capital

## 2 SURAVENIR : STRONG SOLVENCY AND RESULTS

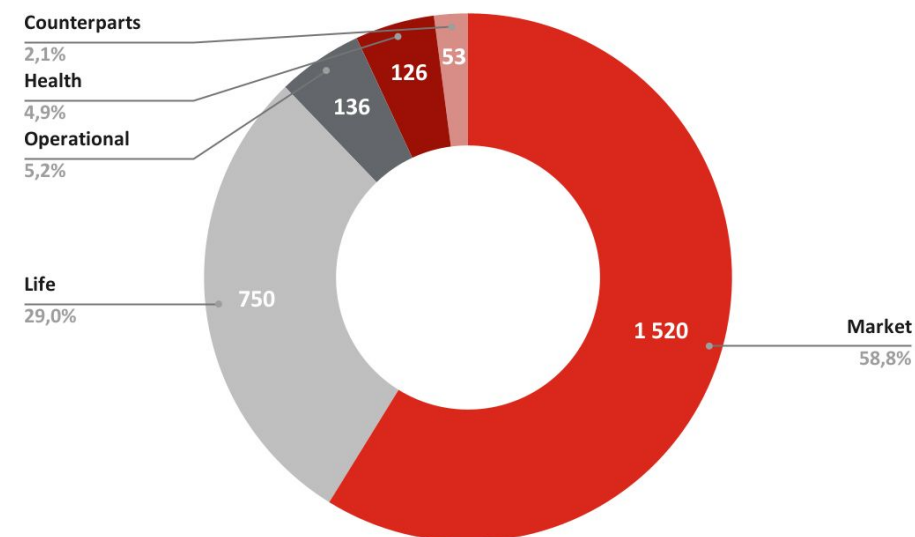
SOLVENCY RATIO AS AT 31/12/2022 \*



€4.3 bn of regulatory capital for a capital requirement of €1.5 bn

87.4% of regulatory capital made up of Tier 1 elements

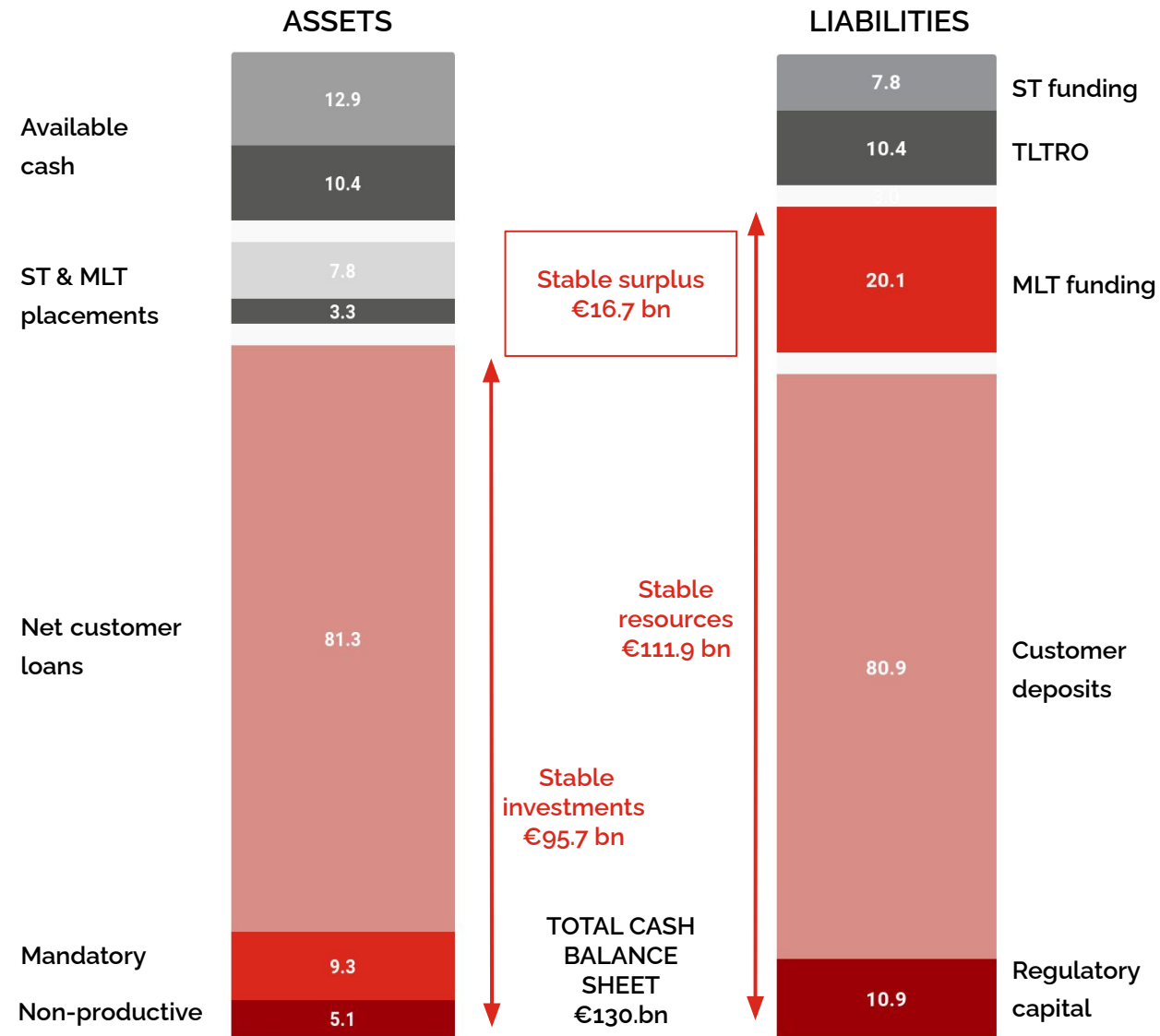
SCR BREAKDOWN AS AT 31/12/2022  
(before diversification, in €M)



A €181 M-contribution from Suravenir to 2022 consolidated results,  
up 10% compared to 2021

\* Data from quarterly QRTs as at 31/12/2022 filed with ACPR

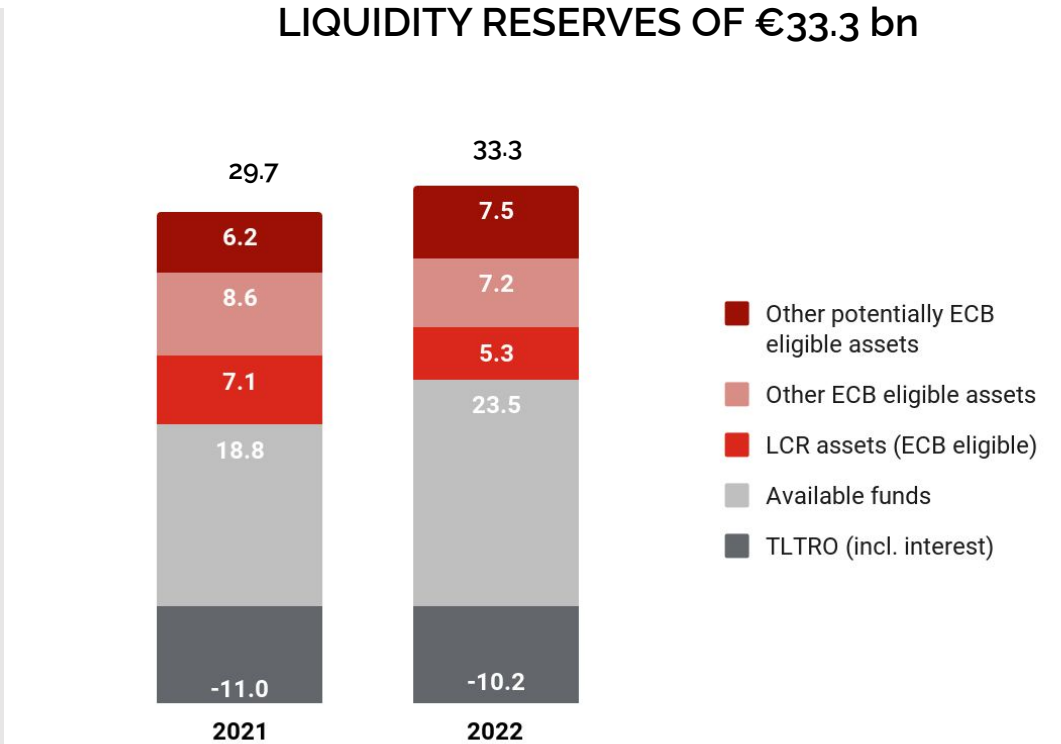
## SURPLUS MLT FUNDING OF €16 bn



LCR OF 157.1 %

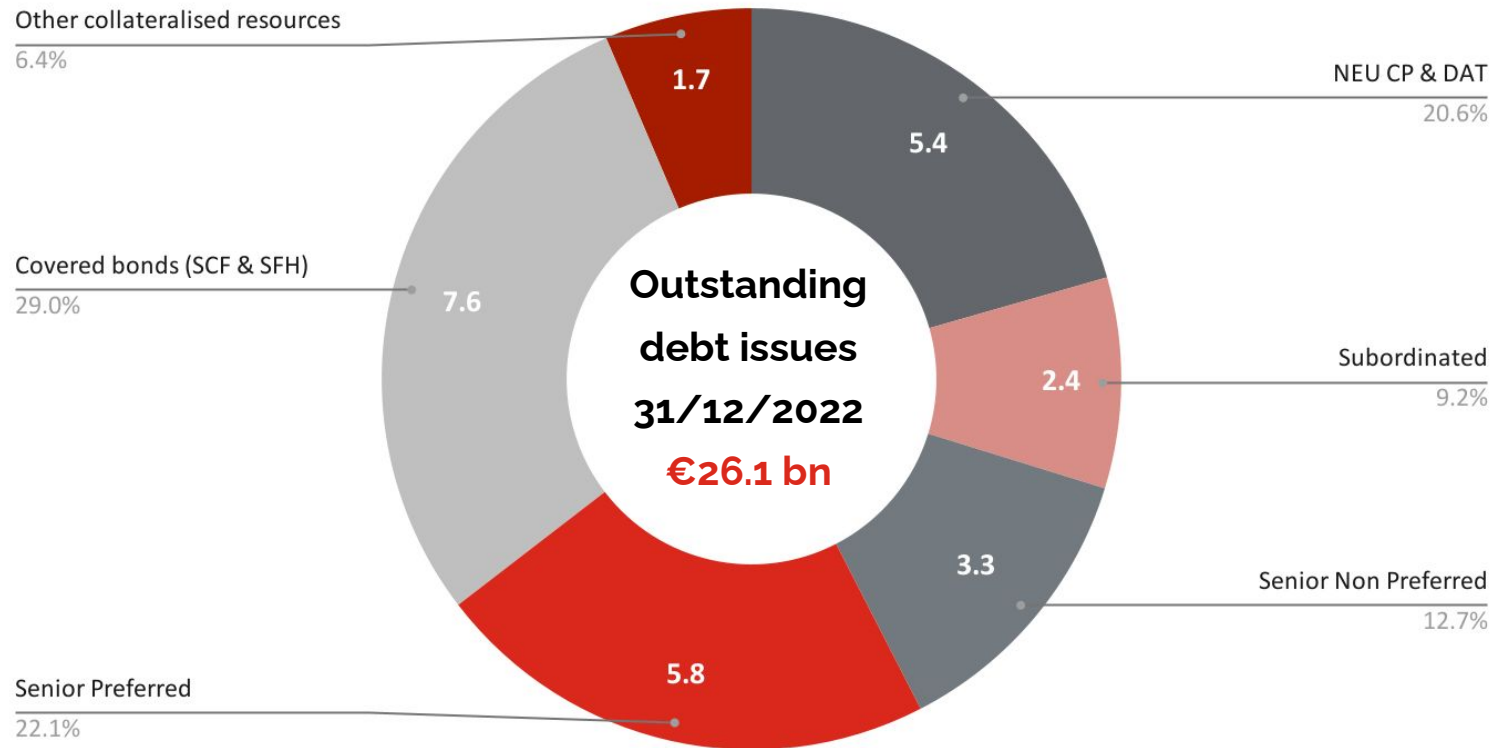
NSFR OF 113.6 %

## LIQUIDITY RESERVES OF €33.3 bn



1-year market redemptions 3.1x covered by HQLA and cash

## 2 A DIVERSIFICATION OF FUNDING PROGRAMMES



### 2022 PUBLIC BOND ISSUES

#### Senior Non Preferred (Green)

€500 M / 10Y / MS+165 bps (2023 pre-funding)

#### Senior Preferred

€500 M / 8Y / MS+55 bps

€1000 M / 5Y / MS+105 bps

#### Home Loans SFH

€750 M / 10Y / MS+7 bps

€500 M / 6Y / MS+8 bps

€500 M / 4Y / MS+15 bps (2023 pre-funding)

#### Public Sector SCF

€500 M / 6Y / MS+5 bps

### 2023 PUBLIC BOND ISSUES

#### Home Loans SFH

€750 M / 4Y / MS+19 bps

#### Public Sector SCF

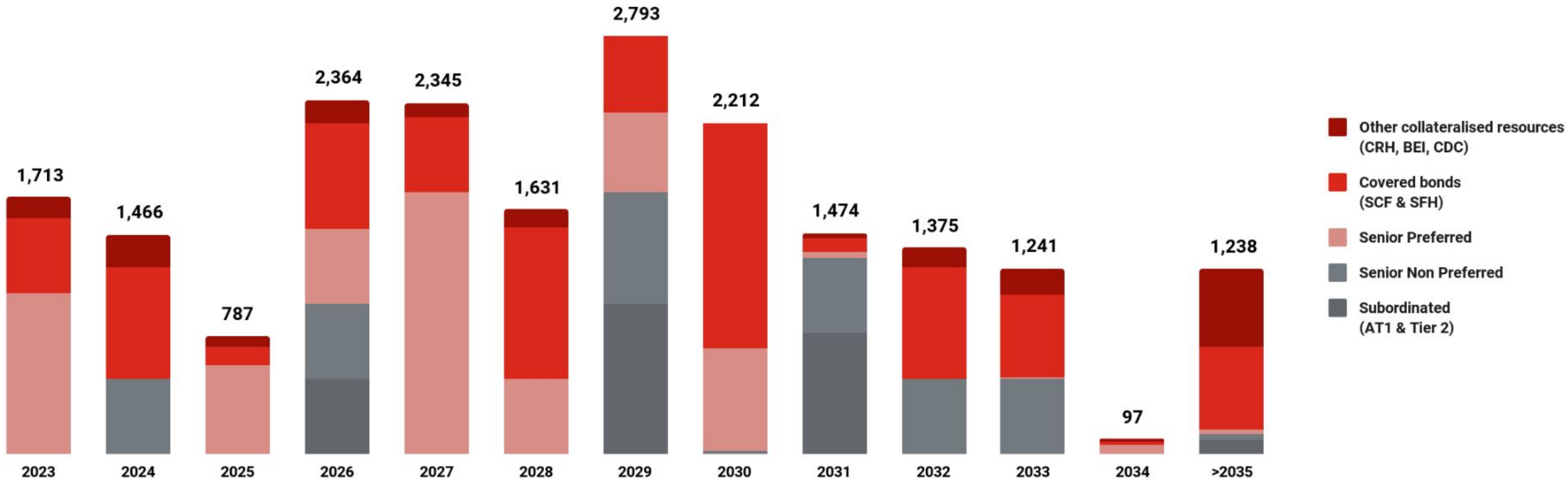
€500 M / 8Y / MS+29 bps

~56% of the 2023 funding programme completed at the end of February

Crédit Mutuel  
**ARKEA**



DEBT MATURITY SCHEDULE BY PROGRAMME (in €M)  
EXCL. T-LTRO, NEU CP & DAT



Average residual debt maturity of 6.4 years as at 31/12/2022 (excl. ST programmes)

2019

2020

2021

2022

Release of the  
**Green, Social &  
Sustainable bond  
framework**

**Second Party  
Opinion** obtained  
from Vigeo Eiris on  
the framework

**Inaugural Social Bond,  
€500M 9Y Senior  
Preferred:**  
Social housing, Health &  
care, Education

Second Social Bond;  
**€750M, 9NC8 Senior  
Non Preferred:**  
Territorial economic  
development, Health &  
care

**First €8 M-structured green  
bond** (retail investors):  
Renewable energies

Third Social Bond;  
**€500 M 12Y Senior  
Non Preferred:**  
Social housing

Structured Green bonds:  
**total of €79 M issued**  
Energy transition loans

**First French banking group to  
set up ESG Neu CP  
programmes:**  
Green, Social and Sustainable

**Review and update** of the  
Green, Social & Sustainable  
bond framework in light of the  
2021 GBPs and SBPs

**Second Party Opinion**  
obtained from Vigeo Eiris on  
the updated framework

**Inaugural Green Bond,  
€500 M 10Y Senior Non  
Preferred:**  
Renewable energies

## 2 QUALITY RATINGS

MOODY'S  
INVESTORS SERVICE

Fitch  
Ratings

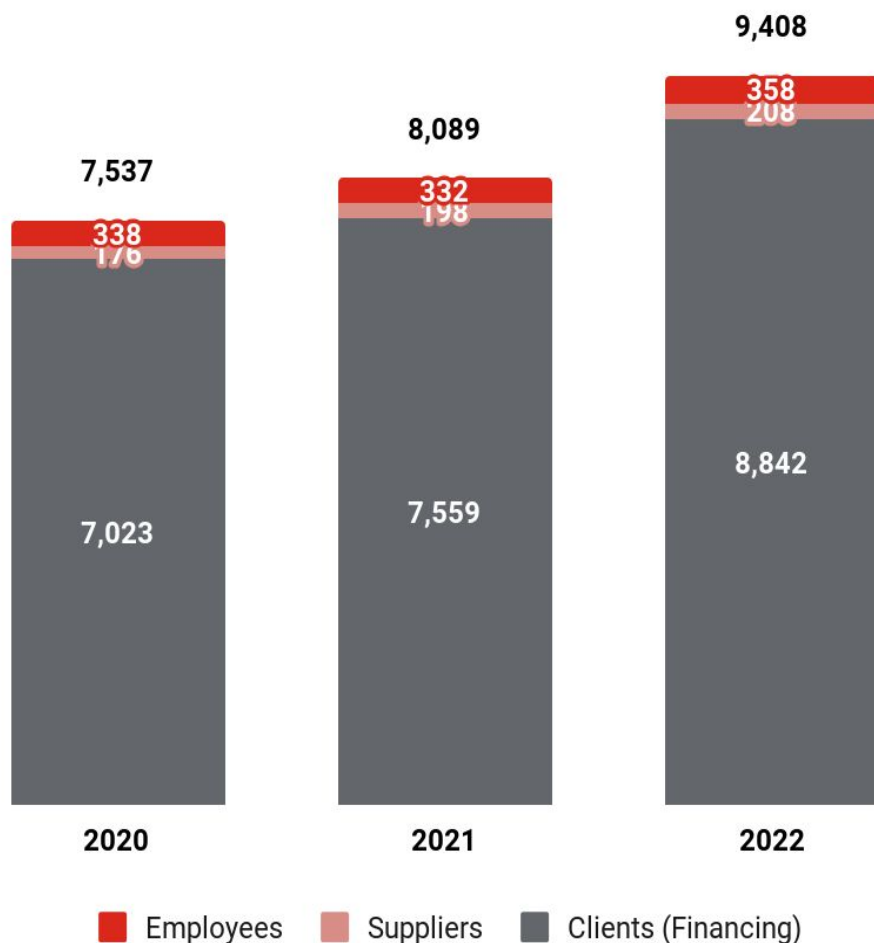
Issuer rating	Aa3	A-
Outlook	Stable	Stable
Long Term Senior Preferred debt	Aa3	A
Short Term Senior Preferred debt	P-1	F1
Long Term Senior Non Preferred debt	A3	A-
Tier 2 Subordinated debt	Baa1	BBB

3

# 2022 EXTRA-FINANCIAL PERFORMANCE

# AN INCREASED EXTRA-FINANCIAL IMPACT

## EXTRA-FINANCIAL IMPACTS (in €M)



€9.4 bn

of extra-financial impacts

THE EXTRA-FINANCIAL PERFORMANCE OF CM ARKÉA AMOUNTS TO **€9.4 bn** FOR THE YEAR 2022, **UP 16.3% COMPARED WITH 2021 (+4.1% at constant scope)**

The increase in extra-financial performance, i.e. **+€1.3 bn**, is driven by:

- an increase in financing volumes (at iso-2021 scope) and purchases from suppliers **[+€0.3bn]**
- an extension of the scope of the entities covered and the implementation of a new indicator on financing **[+€1bn]**

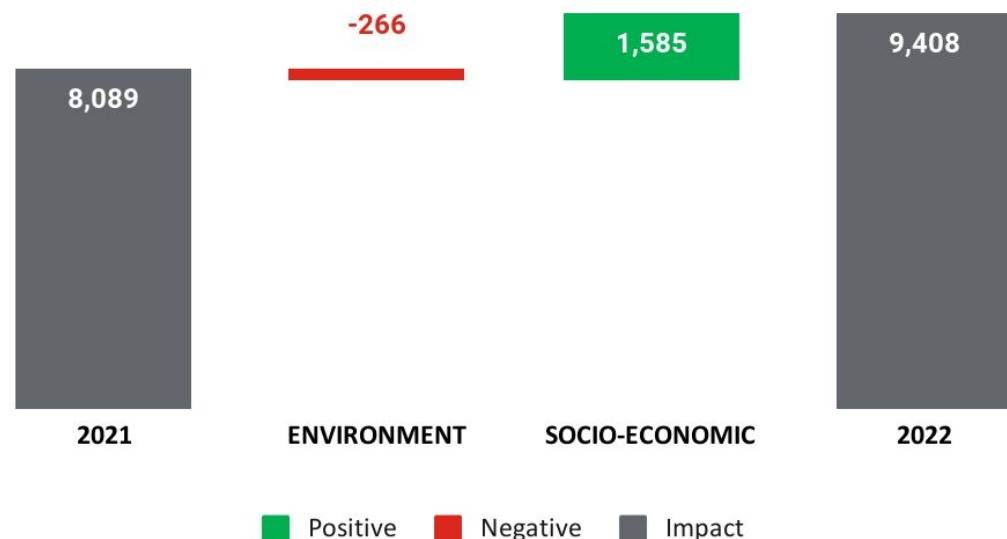
# DETAILS OF THE TRAJECTORY & 2022 MEASUREMENT

in €M	2020	2021	2022
ENVIRONMENT	- 673	- 766	-1 032
SOCIO-ECONOMIC	8,210	8,855	10,440
<b>TOTAL</b>	<b>7,537</b>	<b>8,089</b>	<b>9,408</b>

## 2022 MEASURE - DETAILS

Customers (Financing)	Suppliers	Employees
-1,026	- 2	- 4
9,867	211	362
<b>8,842</b>	<b>208</b>	<b>358</b>

## CHANGE IN TOTAL IMPACTS 2021 / 2022 (in €M)

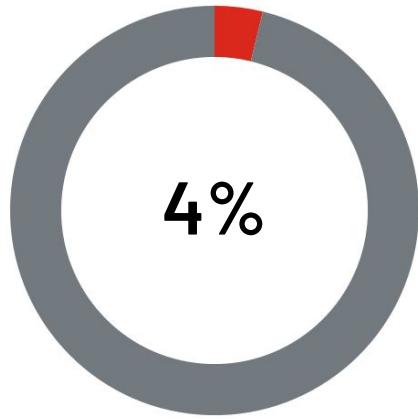


## EVOLUTION OF IMPACTS

- The increase in extra-financial performance **[+€1.3 bn]** is driven by the increase in socio-economic indicators calculated on financing.
- The measurement of environmental indicators is deteriorating, penalised mainly by the increase in the shadow value of carbon by 16% (from €103 T/eq CO<sub>2</sub> to €119 T/eq CO<sub>2</sub>).

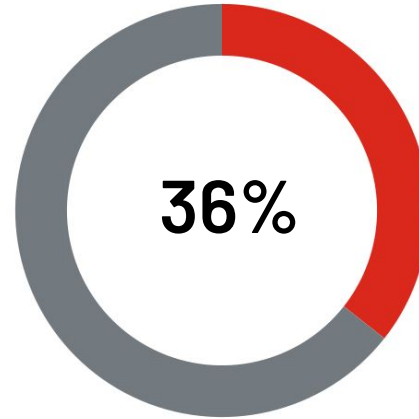
# IMPACT OF CM ARKÉA ON ITS SPHERES OF INFLUENCE

## BREAKDOWN OF THE 2022 NON-FINANCIAL PERFORMANCE MEASURE (€9.4 bn) BY SPHERE OF INFLUENCE



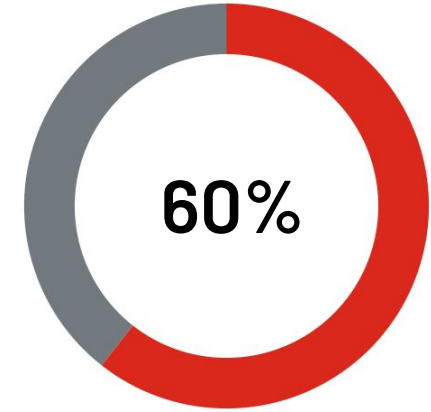
Direct : €358 M

**= impacts that the group can control**  
*Example : Crédit Mutuel Arkéa, through its own actions and the mobilisation of its employees, aims to reduce its carbon footprint by 25% by 2024 (compared to 2019)*



Indirect : €3,351 M

**= impacts that the group influences**  
*Example: by encouraging the use of local suppliers through its purchasing policy, Crédit Mutuel Arkéa contributes to the creation of local jobs.*

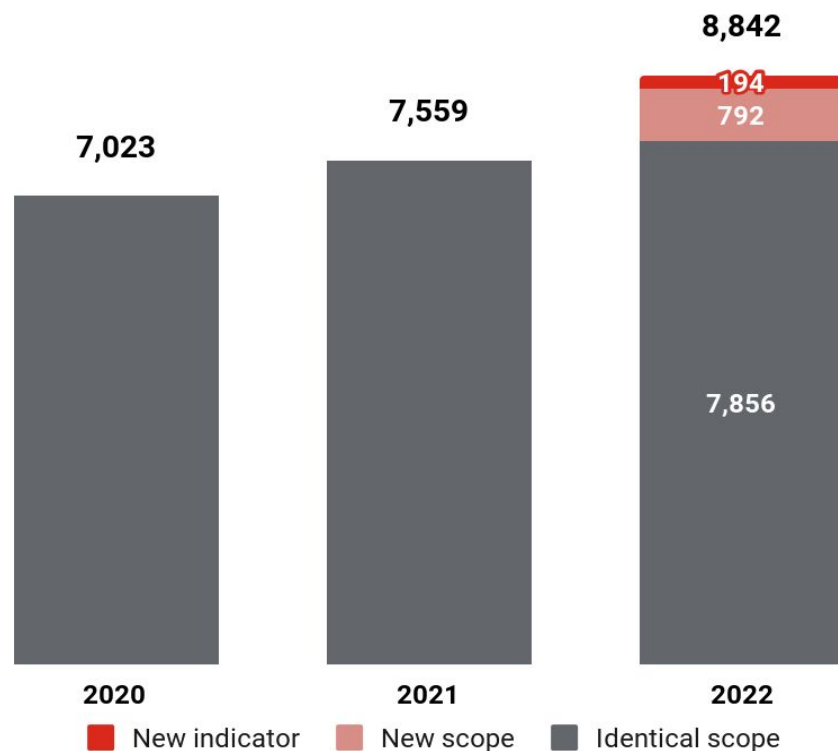


Induced : €5,699 M

**= impacts to which the group contributes**  
*Example : by financing doctors, healthcare facilities and nursing homes, Crédit Mutuel Arkéa helps to promote access to healthcare and thus has a positive impact on the quality of life in good health.*

# A GROWTH DRIVEN BY FINANCING ACTIVITIES

## FOCUS ON FINANCING (in €M)



In €bn	2020	2021	2022
Outstandings	47	50	constant scope: 54 new scope: 7

## CHANGE IN SCOPE

New entities covered by the measurement of extra-financial impacts: Arkéa Crédit Bail, Arkéa Direct Banque, Arkéa Banque Privée and Crédit Foncier Communal Alsace Lorraine (CFCAL).

75% of financing is covered in 2022 vs 70% in 2021.

For CFCAL, a specific indicator has been created to capture the immediate purchasing power gain (€194 M) generated by the grouping of loans (outstandings: €3.2 bn).

## €1M IN FUNDING GRANTED BY CM ARKÉA GENERATES ON AVERAGE:

- €18,000 of negative environmental impacts
- €168,000 of positive socio-economic impacts\*

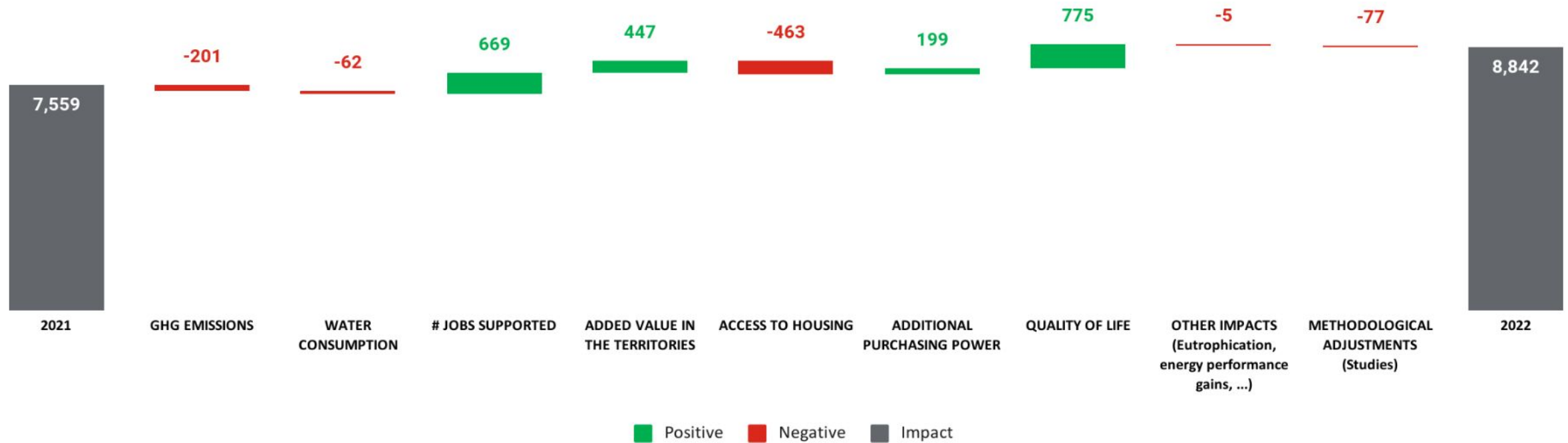
**i.e. an impact of €150,000, stable compared to 2021**

\* Scope: excluding CFCAL new indicator



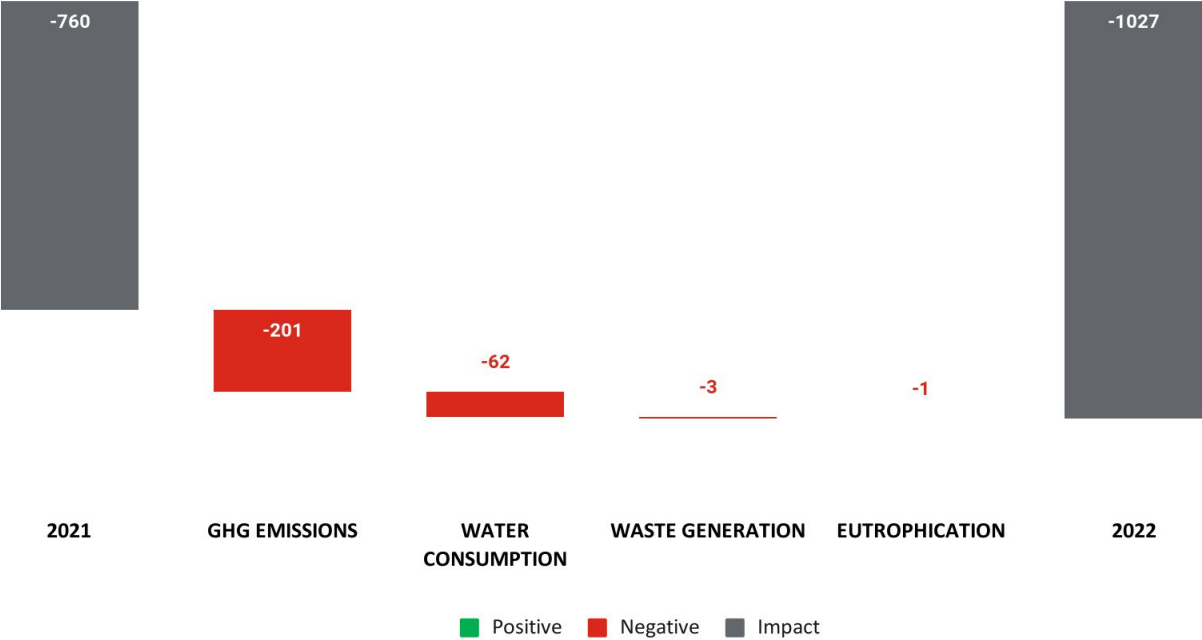
# FINANCING | 2021-2022 CHANGES

FINANCING - SIGNIFICANT 2021/2022 CHANGES (in €M)



# FINANCING | 2021-2022 CHANGES | ENVIRONMENTAL FOCUS

FINANCING - ENVIRONMENTAL INDICATORS - 2021/2022 CHANGES (in €M)



The impact of environmental indicators on the scope of financing deteriorated by 35% between 2021 and 2022.

GHG EMISSIONS

The impact of greenhouse gas emissions represents 79% of the environmental impact in 2022 (i.e. €807 M). The deterioration of this indicator is observed in all sectors of activity due to the 16% increase in the shadow price of carbon.

WATER CONSUMPTION

The impact of the water consumption indicator represents 18% of the environmental impact in 2022 (i.e. €185 M). The deterioration of this indicator is observed in all sectors and is also explained by the 19% increase in the cost of water distribution.

EUTROPHICATION

The impact of the eutrophication indicator represents 2% of the environmental impact in 2022 (i.e. €28 M).

WASTE GENERATION

The impact of the waste production indicator represents 1% of the environmental impact in 2022 (i.e. €6 M).

# FINANCING | 2021-2022 CHANGES | SOCIO-ECONOMIC FOCUS

## # JOBS SUPPORTED

The increase in the average salary (+6% - source INSEE) contributes to the increased impact on the Supported jobs indicator.

## ADDED VALUE IN THE TERRITORIES

Added value reflects the additional value generated by the company by its activity to goods and services from third parties. The financing provided by CM Arkéa contributes to the creation of this value, the increase in which is correlated to the increase in outstandings.

## ACCESS TO HOUSING

The Foyer Propriétaire ("Owner Home") indicator is deteriorating with the drop in the monetisation index due to the increase in interest rates in 2022. This change reflects the drop in the gain in purchasing power linked to home ownership .

Note that a methodological change is replacing the average interest rate previously used by the real interest rate assigned to the contract.

## QUALITY OF LIFE

Outstandings in the "Human Health and Social Action" sector increased by 25%, generating an increase in the extra-financial impact of 31%.

## PURCHASING POWER GAIN

The increase in the impact of the Purchasing power gain indicator is the effect of both:

- The valuation of the outstanding amount linked to the grouping of CFCAL loans (95%),
- The improvement of the efficiency of energy saving works, generating a growing gain per euro invested in these projects in line with the rise in energy prices (5%).

## STUDIES

The impact on this indicator is no longer taken into account from the 2022 measurement (i.e. reduced to 0). Indeed, the sectoral approach leads to grouping together, for calculation purposes, the sectors of higher education, adult continuing education and other education, whereas the purpose of these bodies may be different for their beneficiaries.

This indicator will nevertheless be re-analysed with the collection of real data.

# SUPPLIERS | 2021-2022 CHANGES

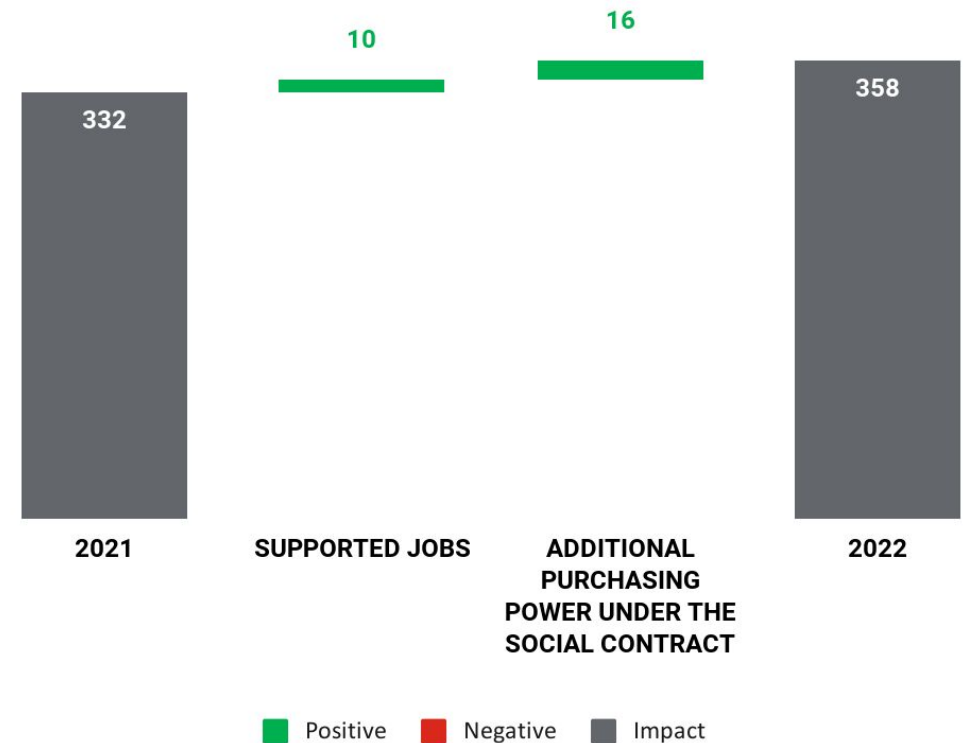
## SUPPLIERS - SIGNIFICANT 2021/2022 CHANGES (in €M)



The increased impact is linked to the 7% increase in purchases made in 2022 (€543 M vs €508 M in 2021) combined with the increase in the average salary.

# HUMAN RESOURCES | 2021-2022 CHANGES

EMPLOYEES - SIGNIFICANT 2021/2022 CHANGES (in €M)



Estimate at the end of February 2023

## JOBS SUPPORTED

The net recruitments of 283 FTEs on permanent contracts over the calculated scope (i.e. +3%) and recorded in the workforce at the end of 2022 contributed to a positive change in the supported jobs indicator.

## ADDITIONAL PURCHASING POWER UNDER THE SOCIAL CONTRACT

The amount of peripheral remuneration increased by 46% (+€37 M), contributing to a 52% change in the impact relating to the purchasing power provided by the social contract of the employer entities.

# 4

## APPENDIX

# SUMMARY OF APPENDICES

**1** GROUP APPENDICES

**2** FINANCIAL APPENDICES

**3** EXTRA-FINANCIAL APPENDICES

APPENDIX

1

## GROUP APPENDICES



356

sales outlets (savings banks & offices) in Brittany and the South West

21

regional business centres for Arkéa Banque Entreprises et Institutionnels

7

regional offices for Arkéa Capital

6

regional branches for Financo

14

regional branches for Arkéa Investment Services

### Main employment areas of Crédit Mutuel Arkéa group

(as a % of total workforce)



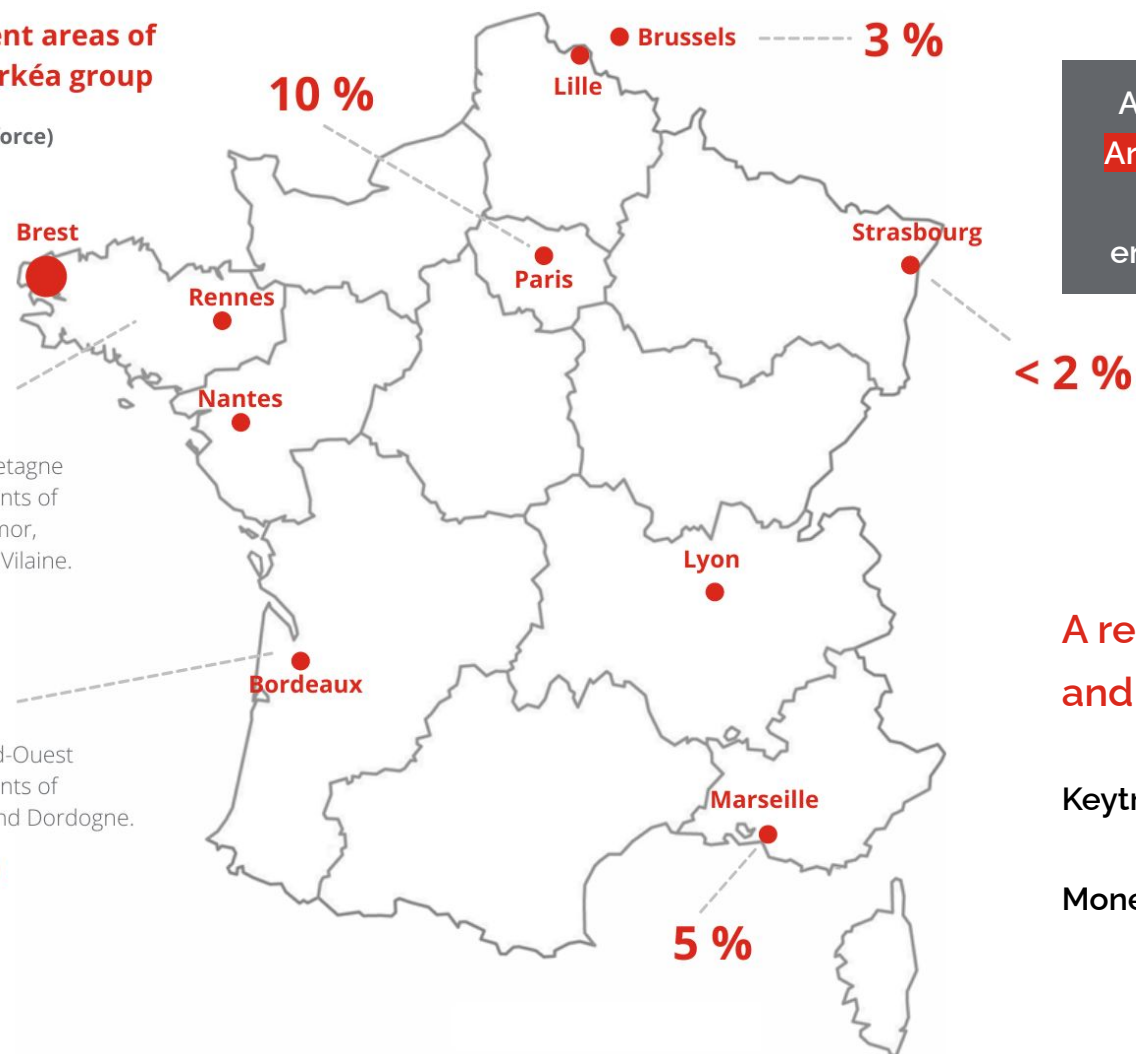
Crédit Mutuel de Bretagne covers the departments of Finistère, Côtes d'Armor, Morbihan and Ile-et-Vilaine.

65 %



Crédit Mutuel du Sud-Ouest covers the departments of Gironde, Charente and Dordogne.

&gt; 10 %



A territorial group, **Crédit Mutuel Arkéa** is committed to maintaining decision-making centers and employment pools in the regions.

A regional base and activities in Europe...

Keytrade Bank & ProCapital (Belgium)

Monext (business in 25 countries)

More than 5.1M clients of  
which 1.5M members

Nearly 2,600 local directors in  
292 local savings banks

More than 11,000 employees

### BANK FOR INDIVIDUALS AND PROFESSIONALS



### BANK FOR CORPORATES AND INSTITUTIONS



### PRODUCTS, INSURANCE AND ASSET MANAGEMENT



### BUSINESS-TO-BUSINESS ACTIVITIES



### NON-BANKING ACTIVITIES



# THE TRAJECTORY OF CRÉDIT MUTUEL ARKÉA SINCE 2016



**+ 39 %**

**Revenues\***

€2.57 bn as at 31/12/2022  
vs. €1.85 bn as at 31/12/2016



**+ 64 %**

**Net income  
group share**

€551 M as at 31/12/2022  
vs. €336 M as at 31/12/2016



**+ 44 %**

**Shareholders' equity  
group share**

€8.7 bn as at 31/12/2022  
vs. €6.1 bn as at 31/12/2016



**+ 57 %**

**Total assets**

€189.1 bn as at 31/12/2022  
vs. €120.4 bn as at 31/12/2016



**+ 31 %**

**Client portfolio**

5.12 M clients as at 31/12/2022  
vs. 3.9 M clients as at 31/12/2016



**+ 54 %**

**Outstanding savings**

€155 bn as at 31/12/2022  
vs. €100.5 bn as at 31/12/2016



**+ 74 %**

**Outstanding loans**

€81.9 bn as at 31/12/2022  
vs. €47.1 bn as at 31/12/2016



**+ 16 %**

**Total workforce  
group share**

11,168 employees as at 31/12/2022 vs.  
9,669 as at 31/12/2016

**2016-2022 Evolution**

\* Net banking & insurance income including gains and losses on disposal or dilution of companies accounted for by the equity method

APPENDIX

2

## FINANCIAL APPENDICES

€M	31/12/2022	31/12/2021	Variation	%
<b>Revenues*</b>	2,569.4	2,530.7	+ 39	1.5 %
Operating expenses	1,814.0	1,702.0	+ 112	6.6 %
Cost/income ratio	70.6 %	67.3 %	+ 3.3 points	
Gross operating income	755.4	828.6	- 73	- 8.8 %
Cost of risk	136.0	115.8	+ 20	17.5 %
Operating income	619.4	712.8	- 93	- 13.1 %
Net income - group share	550.7	573.7	- 23	- 4.0 %

\*\* Net banking & insurance income including gains and losses on disposal or dilution of companies accounted for by the equity method

## 2 SIMPLIFIED CONSOLIDATED BALANCE SHEET

Assets (€bn)	31/12/2022	31/12/2021
Cash, due from central banks	23.5	15.8
Financial assets at fair value through P&L	2.2	1.5
Derivatives used for hedging purposes	5.4	0.9
Financial assets at fair value through equity	7.3	9.4
Securities at amortised cost	0.6	0.6
Loans & advances to banks	1.0	15.2
Loans & advances to customers	81.2	73.3
Remeasurement adjustment on interest rate risk hedged portfolios	-4.5	0.1
Placements of insurance activities	56.7	58.8
Tax & other assets, equity method investments	1.8	1.5
Deferred profit sharing	1.5	
Investment properties and fixed assets	1.0	1.0
Goodwill	0.5	0.6
<b>Total Assets</b>	<b>189.1</b>	<b>178.7</b>

Liabilities (€bn)	31/12/2022	31/12/2021
Financial liabilities at fair value	4.6	2.2
Due to banks	14.0	14.6
Customer accounts	81.1	74.6
Debt securities	19.8	16.4
Tax & other liabilities, provisions	2.6	3.8
Insurance companies technical reserves	56.1	56.2
Subordinated debt	2.2	2.5
<b>Total equity</b>	<b>8.7</b>	<b>8.4</b>
<i>Capital &amp; reserves</i>	2.7	2.5
<i>Consolidated reserves</i>	5.7	5.2
<i>Gains and losses recognised directly in equity</i>	-0.2	0.1
<i>Net income</i>	0.6	0.6
Minority interest	0.0	0.0
<b>Total Liabilities</b>	<b>189.1</b>	<b>178.7</b>

€M	Banking		Insurance & Asset Management		Crédit Mutuel Arkéa	
	31/12/2022	31/12/2021	31/12/2022	31/12/2021	31/12/2022	31/12/2021
Revenues*	1,988.5	1,942.0	581.0	588.7	2,569.4	2,530.7
Operating expenses	-1,560.3	-1,479.0	-253.7	-223.1	1,814.0	1,702.0
Gross operating income	428.2	463.0	327.2	365.6	755.4	828.6
Cost of risk	-130.3	-111.1	-5.7	-4.6	-136.0	-115.8
Operating income	297.9	351.9	321.5	361.0	619.4	712.8
Net income group share	<b>310.7</b>	<b>310.0</b>	<b>240.0</b>	<b>263.8</b>	<b>550.7</b>	<b>573.7</b>
Sector assets & liabilities (in €bn)	127.9	118.3	61.2	61.0	189.1	178.7

\* Net banking & insurance income including gains and losses on disposal or dilution of companies accounted for by the equity method

APPENDIX

3

# EXTRA-FINANCIAL APPENDICES



# 3 SELECTED EXTRA-FINANCIAL INDICATORS

For Crédit Mutuel Arkéa as a whole, **24 impact indicators have been selected** at this stage to measure non-financial impacts.

They are of two kinds:

- External indicators (relating to the activity of customers and suppliers);
- Internal indicators (relating to Crédit Mutuel Arkéa's internal activity).

## EXTERNAL INDICATORS

Themes	Impact indicators
<b>INDICATEURS GENERIQUES</b>	
Contribution to the fight against climate change	GHG emissions
Support for economic activity	# jobs supported Added value in the territories
<b>INDICATEURS SPECIFIQUES</b> (applicables pour certains produits ou secteurs d'activité)	
Contribution to energy efficiency	Energy performance gains
Resource depletion	Water consumption
Circular economy of waste	Residual waste generation
Biodiversity	Artificialization of soils Eutrophication
Purchasing power gain (€)	Left to live Reduction of the energy bill
Quality of life (in good health)	# patients or care provided Fine particle emissions
Access to housing	# households in social housing # owner households
Training & Education	# pupils/students enrolled
Mobility	# km of roadway funded or permitted trips # of vehicles financed

## INTERNAL INDICATORS

Themes	Impact indicators
Contribution to the fight against climate change	GHG emissions
Circular economy of waste	Residual waste generation
Support for economic activity	# jobs supported Additional purchasing power under the social contract
Quality of life (at work)	# days of sick leave avoided/generated
Safety of people	# accidents at work
Training & Education	# alternates trained
Equal opportunities	Gender pay gap (€) # of employees with disabilities
Sponsorship	# days of mobilisation on skills sponsorship missions Donation of leave between employees

SOCIO-ECONOMIC

ENVIRONMENT

# BREAKDOWN OF EXTERNAL INDICATORS BY SPHERE OF INFLUENCE

Type	Theme	Indicator	Sphere of influence
External (financing and suppliers)	Contribution to the fight against climate change	GHG emissions (scope 1, 2, 3)	Indirect
	Support for economic activity	# jobs supported (FTE)	Indirect
		Added value in the territories	Induced
	Contribution to energy efficiency	Gain in energy performance	Indirect
	Resource depletion	Water consumption	Indirect
	Circular waste economy	Generation of residual waste	Indirect
	Water quality and biodiversity	Eutrophication (nitrogen and phosphorus emissions)	Indirect
	Purchasing power gain (€)	Reduction of the energy bill	Indirect
	Quality of life (in good health)	Left to live	Indirect
		# patients or care provided	Induced
	Access to housing	Fine particle emissions	Indirect
		# households in social housing	Induced
	Training & education	# owner households	Indirect
		# pupils/students enrolled	Induced
	Mobility	# km of roads funded or routes allowed	Indirect
		# of vehicles financed	Indirect

4 indicators reflect an induced impact. Through this financing granted or its purchases, the Group contributes to additional externalities that benefit not only its stakeholders but their ecosystem or their users.

- The **"added value in the territories"** makes it possible to estimate the additional value that a company supported by CM Arkéa is able to generate thanks to its activity by creating wealth through its production cycle.
- **"# patients or care delivered"** reflects CM Arkéa's financing of doctors, health establishments and nursing homes, which allows users access to care, and therefore a better quality of life in good health
- The financing of **"households in social housing"** allows an improvement in the marginal purchasing power induced by access to social housing (vs. conventional) for the beneficiaries of this housing
- **"# pupils / students enrolled"** translates the financing of schools and training establishments which allows users access to education

<i>% of total CM Arkea</i>	October 2021 (2020 Measure on ABEI)	July 2022 (2020 & 2021 Measures on extended scope)	March 2023 (2022 Measure on extended scope)
Financing	18% of financings	70% of financings	75% of financings
Suppliers	2% of external purchases	95% of external purchases	95% of external purchases
Employees	3% of workforce	90% of workforce	94% of workforce

## PURCHASING POWER GAIN EXTRA-FINANCIAL PERFORMANCE AT CFCAL

### LEFT TO LIVE GENERATED BY THE GROUPING OF CREDITS

- The approach consists in calculating a socio-economic indicator specific to the activity of CFCAL corresponding to the increase in the purchasing power of individual borrowers, due to the consolidation of their loans, i.e. an increase in the Left to Live amount.
- Credit consolidation allows customers to benefit from a single monthly payment, to have a single borrower insurance, participating in simplified financial management and aimed at avoiding over-indebtedness.



Allow access to more  
purchasing power

### TRANSLATION OF THE INITIATIVE INTO MEASUREMENT OF EXTRA-FINANCIAL IMPACTS

- The purchasing power gain is the difference between the annual Left to Live amount before and after credit consolidation.

**The extra-financial performance measurement linked to the gain in purchasing power for CFCAL amounts to €194 M** (for €3.2 bn outstandings)

#### Left to Live amount

The measure reflects the annual gains in purchasing power linked to the increase in the Left to Live amount following a consolidation of credits.

#### Left to Live amount before

[(Income ( Permanent) - Charges (Permanent (Total payments for loans retained by CFCAL)) - Income tax]

#### - Left to Live amount after

[(Income ( Permanent) - Charges (Permanent (Total payments for loans)) - Income tax]

*Source : Actual data from CFCAL*

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Crédit Mutuel  
**ARKEA**

The image features a white background with four decorative corner elements made of overlapping red polygons. These elements are located in the top-left, top-right, bottom-left, and bottom-right corners, framing the central text.

Crédit Mutuel  
**ARKEA**