



# Covered Bond Issuance

## *Investor Presentation*

*May 2018*

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The consolidated financial statements of the Company for the years ended 31 December 2016 and 2017 have been audited and subject to an unqualified audit report by the auditors of the Company.

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**Transaction**  
indicative terms

# Transaction Indicative terms

<b>Issuer</b>	<b>Arkéa Home Loans</b>
<b>Issuer Rating</b>	AAA/Stable (S&P)
<b>Issue Rating (expected)*</b>	[AAA] (S&P)
<b>Status of the Notes</b>	The Covered Bonds, and, where applicable, any relative Coupons and Receipts will constitute direct, unconditional, unsubordinated and secured obligations of the Issuer and will rank pari passu without any preference among themselves and (subject to certain exceptions) at least pari passu with all other present or future unsubordinated obligations of the Issuer. As obligations de financement de l'habitat, the Covered Bonds will benefit from the legal privilege of article L.513-11 of the French Monetary and Financial Code (Code monétaire et financier)
<b>Form of the Notes</b>	Bearer Dematerialised Notes
<b>Governing law</b>	French law
<b>ECB / CRR Eligibility</b>	The issue is expected to be ECB Eligible (+ CRR compliant & LCR eligible)
<b>Notional Amount</b>	<b>EUR 500,000,000</b>
<b>Launch Date</b>	22 May 2018
<b>Settlement Date</b>	[1] June 2018
<b>Final Maturity Date</b>	[1] June 2033. The Covered Bonds having a soft bullet maturity, in accordance with Condition 7(i) of the Terms & Conditions in the Issuer's Program, they will be redeemed at the Final Maturity Date unless their maturity is extended to the Extended Final Maturity Date as specified below.
<b>Extended Final Maturity Date</b>	[1] June 2034. The Final Maturity Date will be extended automatically to the Extended Final Maturity Date if the Final Redemption Amount is not paid by the Issuer on the Final Maturity Date. In such case the payment of such Final Redemption Amount shall be automatically deferred and shall become due and payable on the Extended Final Maturity Date, provided that (i) any amount representing the Redemption Amount remaining unpaid on the Final Maturity Date may be paid by the Issuer on any Specified Interest Payment Date thereafter, up to (and including) the Extended Final Maturity Date, and (ii) interest will continue to accrue on such Redemption Amount during such extended period and be payable on each Interest Payment Date and on the Extended Final Maturity Date.
<b>Interest Basis</b>	[.]% Fixed Rate for the period from and including the Settlement Date to but excluding the Final Maturity Date If applicable, EURIBOR 1 month – [.] per cent. per annum Floating Rate for the period from and including the Final Maturity Date to but excluding the Extended Final Maturity Date, or if earlier the date on which the Covered Bonds are redeemed in full
<b>Coupon</b>	[.]% payable annually, commencing on [1 June 2019] up to the Final Maturity Date If applicable, 1 month Euribor - [.] bps (Reoffer spread vs. Mid swap) per annum floating rate, payable monthly, commencing on [1 June 2019] up to the Extended Final Maturity Date

## Transaction Indicative terms


<b>Day Count Convention</b>	Actual/Actual ICMA up to and excluding the Final Maturity Date If applicable, Act/360 after the Final Maturity Date (included) up to and excluding the Extended Final Maturity Date
<b>Business Day Convention</b>	Following Unadjusted up to and excluding the Final Maturity Date If applicable, Modified Following Business Day Convention (adjusted) after the Final Maturity Date (included) up to and excluding the Extended Final Maturity Date
<b>Business Days</b>	Payments : TARGET Calculation : TARGET
<b>Denominations</b>	EUR 100,000 plus EUR 100,000
<b>Listing</b>	Luxembourg
<b>Documentation</b>	Under the Issuer's EUR 10bn Covered Bond Program dated 27th June 2017 and supplemented on 14th May 2018; Pre-pricing Due Diliigence. JLM Legal expenses shall be for the account of the issuer.
<b>Target Market</b>	Manufacturer target market (MIFID II product governance): Eligible Counterparties and Professional clients (all distribution channels). No PRIIP, no KID.

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# Investor Report

# Programme characteristics




Arkéa Home Loans SFH 	
Programme size	€10 bn
Rating	AAA (S&P)
Maturity of the bonds	Soft bullet
Currency	EUR
Minimum legal collateralisation	105 %
Asset Cover Test	Monthly
Liquidity Support	Direct access to ECB using the cover pool
Asset-Liability Management	Back-to-back loans to Crédit Mutuel Arkéa to ensure there is no mismatch
Risk weighting	10 %
Listing	Luxembourg
Specific controller	Cailliau Dedouit et Associés



# Cover Pool as at 30/04/2018



Arkéa Home Loans SFH 	
Current size	€6,590 bn
Over collateralisation	130 %
Assets	100% French prime home loans originated by Crédit Mutuel Arkéa
Geographical breakdown	100 % France (Brittany 65 %, Nouvelle-Aquitaine 17 %, Île-de-France 6 %, Auvergne-Rhône-Alpes 4 %)
Seasoning	66 months
Average remaining terms	137 months
Average Loan Balance	€45,577
Average LTV	Un-indexed : 65 % Indexed : 64 %
Number of Borrowers	88,480
Issues outstanding	€5,069 M

# Arkéa Home Loans SFH



## ■ Arkéa Home Loans SFH (Issuer)

- A duly licensed French Société de Financement de l'Habitat, specialised credit institution with an exclusive purpose
- Strong protection in case of Crédit Mutuel Arkéa bankruptcy or liquidation ensured by French law
- Legal privilege for Obligations de Financement de l'Habitat investors: absolute seniority of payments
- Support from Crédit Mutuel Arkéa in terms of solvability and liquidity
- Entitled to enter into ECB repo facilities, using its own Obligations de Financement de l'Habitat (limited to 10% of the cover pool)

## ■ Cover Pool

- Exclusively French prime home loans, originated by Crédit Mutuel Arkéa with conservative underwriting procedures and restrictive eligibility criteria
- Benefits from the sound French home loans market (strict controls and non speculative market)
- Transfer relies on the collateral provisions of the French monetary and financial code (Article L211-38, transposition of EU Collateral Directive 2002/47)

## ■ Crédit Mutuel Arkéa has chosen external insurance companies to guarantee home loans (excl. mortgages)

- The insurer provides an unconditional first demand guarantee to Crédit Mutuel Arkéa
- Home loans (excl. mortgages) granted by Crédit Mutuel Arkéa are guaranteed by L'Équité, subsidiary of Generali France (Moody's: Baa1/ Fitch: A-/AM Best: A), or by CNP Caution (subsidiary of CNP Assurances, rated A par S&P). New loan production is guaranteed by CNP Caution.
- To a lesser extent Crédit Mutuel Arkéa may also use Crédit Logement's guarantee (rated "Aa3" by Moody's)

## ■ Closely monitored and supervised

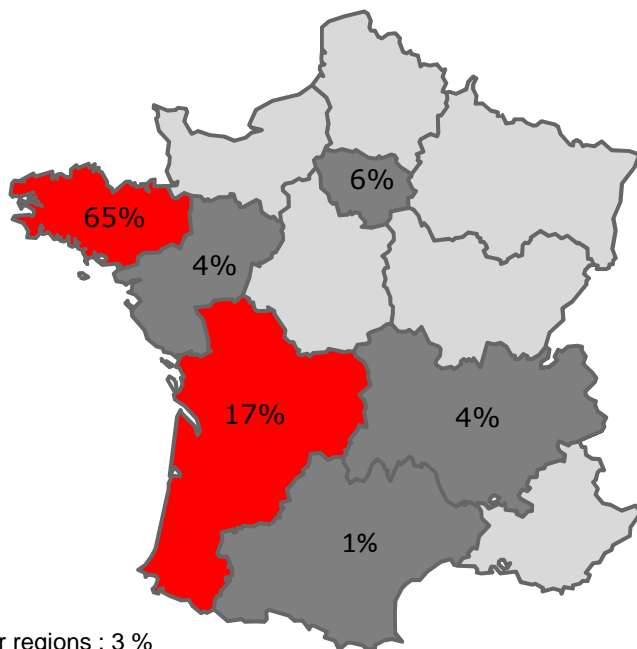
- Regulated by the French Banking Authorities (ACPR) with strict conditions
- Independent specific controller, who regularly audits the collateral portfolio
- Minimum legal collateralisation of 105 %
- Liquidity rule: 180 days of liquidity ahead to cover forthcoming payments

# Arkéa Home Loans SFH

Cover Pool as at 30/04/2018 – Borrowers

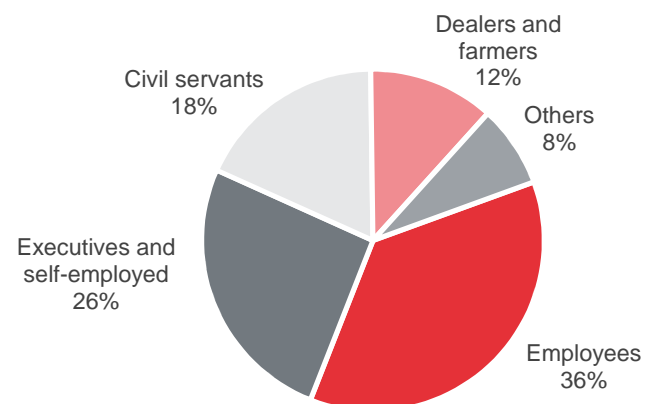


Geographical breakdown



Other regions : 3 %

Borrowers by social category

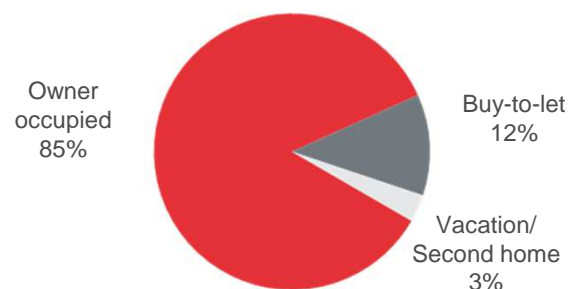


# Arkéa Home Loans SFH

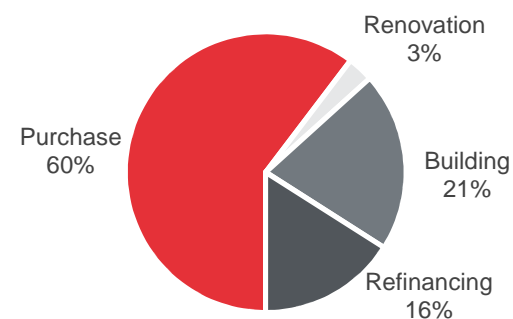
Cover Pool as at 30/04/2018 – Home Loans



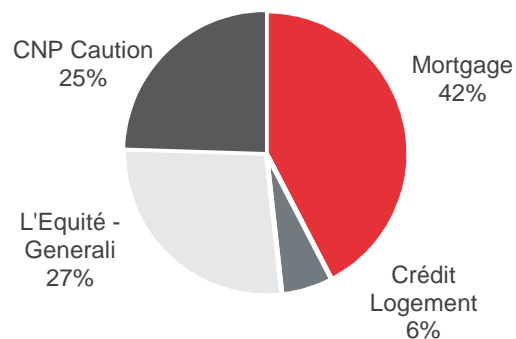
Occupancy type



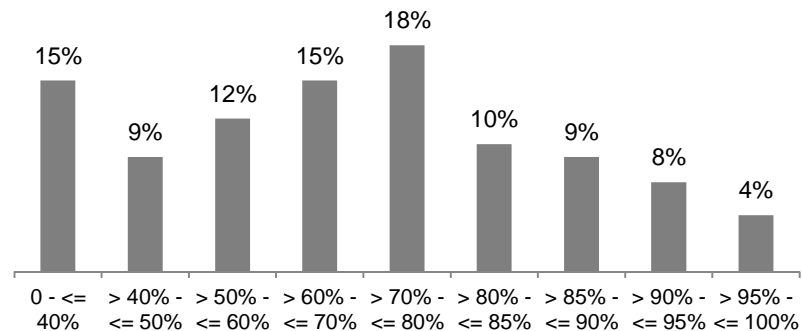
Loan purpose



Guarantee types

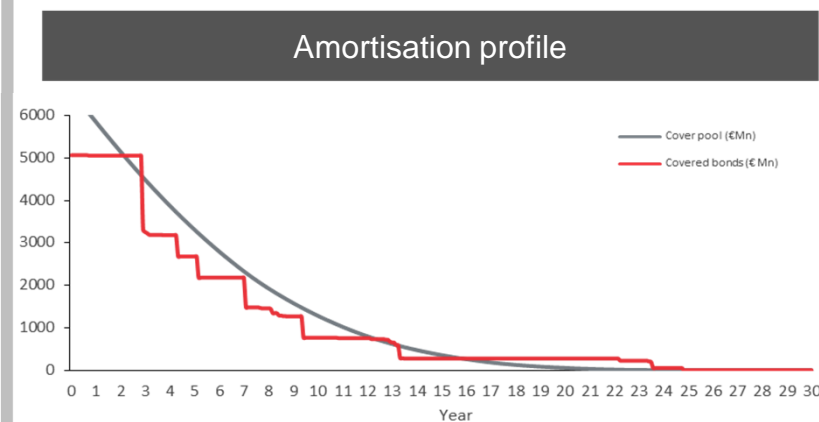
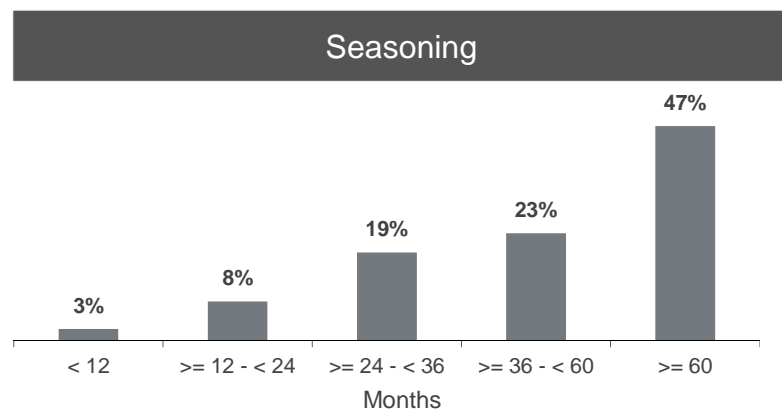
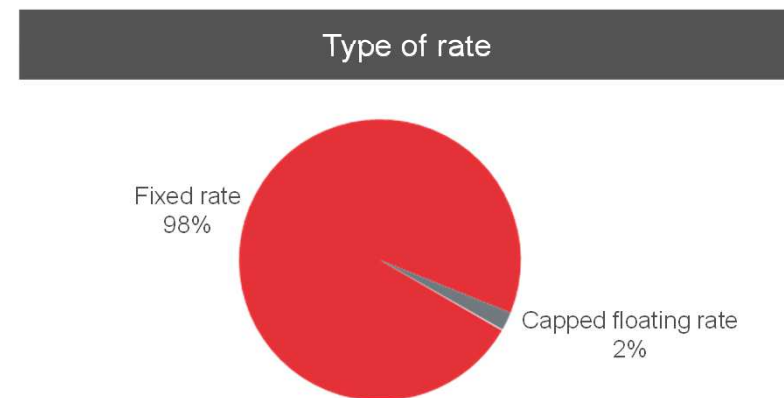
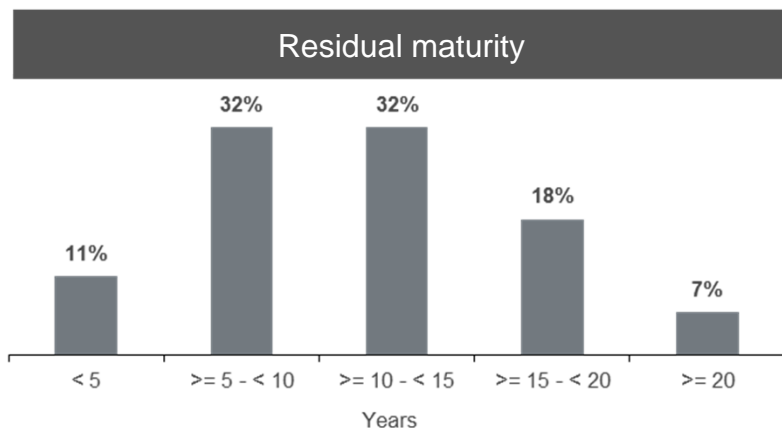


Un-indexed LTV



# Arkéa Home Loans SFH

Cover Pool as at 30/04/2018 – Home Loans





Contact & other  
information

## Your contact

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Investor Relations

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## Other information

Link to Arkéa Home Loans SFH online information:

[http://www.arkea.com/banque/assurance/credit/mutuel/ecb\\_5039/en/home-loans-sfh](http://www.arkea.com/banque/assurance/credit/mutuel/ecb_5039/en/home-loans-sfh)

Link to latest Arkéa Group investor presentation:

[http://www.arkea.com/banque/assurance/credit/mutuel/ecb\\_5037/en/investor-presentations](http://www.arkea.com/banque/assurance/credit/mutuel/ecb_5037/en/investor-presentations)

Link to Arkéa Group press releases:

[http://www.arkea.com/banque/assurance/credit/mutuel/ecb\\_5045/en/press-release-credit-mutuel-arkea](http://www.arkea.com/banque/assurance/credit/mutuel/ecb_5045/en/press-release-credit-mutuel-arkea)

Link to Arkéa Group market statements:

[http://www.arkea.com/banque/assurance/credit/mutuel/c\\_30828/en/market-statements](http://www.arkea.com/banque/assurance/credit/mutuel/c_30828/en/market-statements)

