



Investor Presentation

*London,
3rd Dec. 2015*

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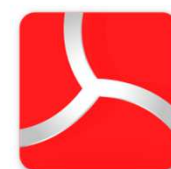
The purchase of the Instruments involves substantial risks and is suitable only for sophisticated investors who have knowledge and experience in financial and business matters necessary to enable them to evaluate the risks and the merits of an investment in the Instruments. This document is intended for market professionals and institutional investors only.

Any reference to past performance is not necessarily indicative of future results.

The condensed consolidated financial statements for the six month period ended 30th June 2015 have been approved by the Boards of Directors dated 26th August 2015 and have been subject to a limited review.

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- Crédit Mutuel Arkéa Group Overview
- Financial Performance
- Asset Quality
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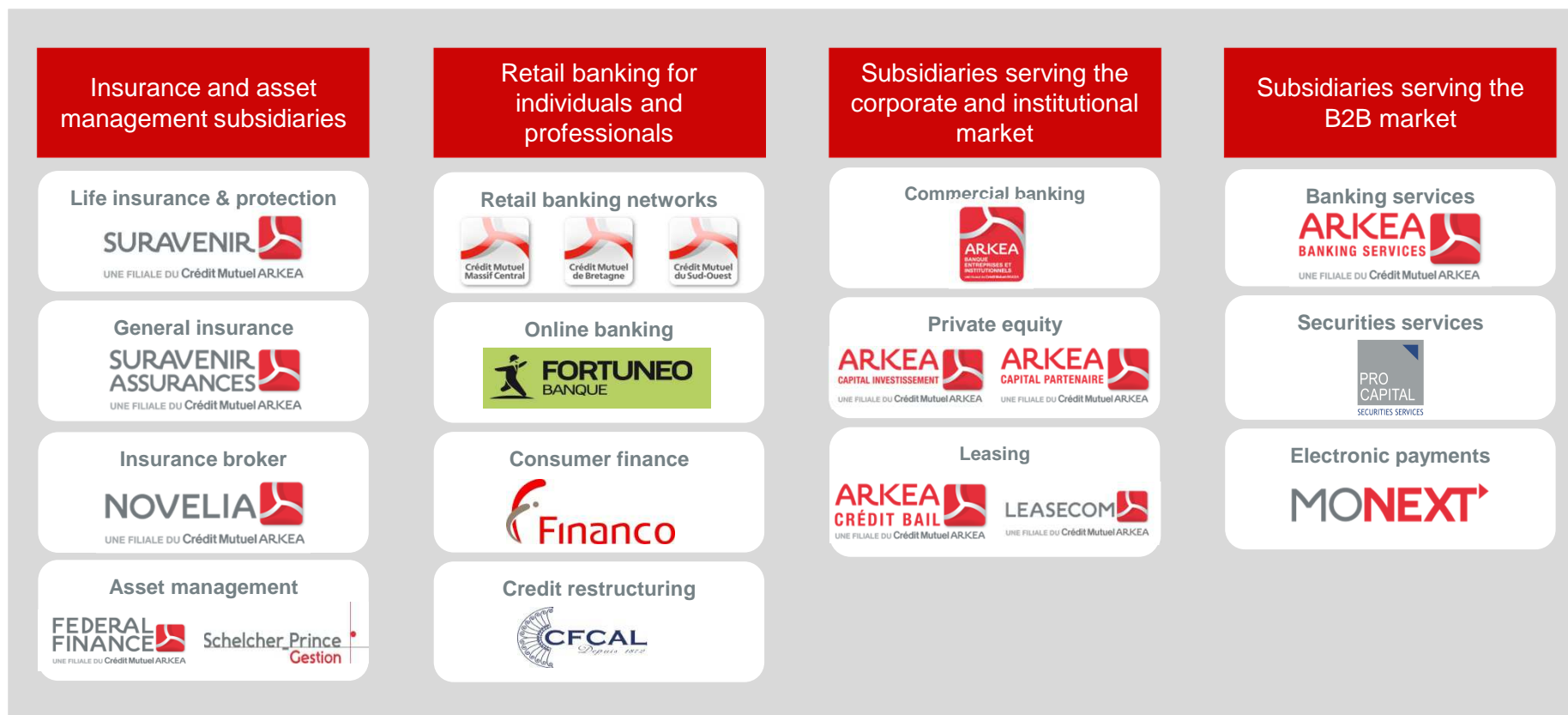
Crédit Mutuel
ARKEA

Crédit Mutuel Arkéa at a glance

Key figures as at 30 June 2015	Crédit Mutuel Arkéa's clients
<ul style="list-style-type: none">■ 3.6 million customers, 1.4 million members■ Total assets: €105.7 bn■ Outstanding loans: €42.2 bn, outstanding savings: €82.1 bn■ Shareholders' equity: €5.6 bn■ CET1 ratio (phased-in): 15.8%*■ Estimated leverage ratio: 7.2%**	<ul style="list-style-type: none">■ Private individuals■ Corporates & Professionals■ Institutions■ Public Sector
Crédit Mutuel Arkéa's profile	
<ul style="list-style-type: none">■ A cooperative banking and insurance company, Crédit Mutuel Arkéa Group comprises the Crédit Mutuel de Bretagne, Crédit Mutuel du Sud-Ouest and Crédit Mutuel du Massif Central federations as well as approximately 20 specialised subsidiaries, which cover all of the business lines in the financial arena.■ A cooperative and mutual banking institution, Crédit Mutuel Arkéa is not listed on the stock exchange. It is owned by its customer shareholders, who are both shareholders and customers. The Group, which combines a strong financial position and a long-term growth strategy, thereby puts its performance to work on behalf of the real economy and the projects of its 3.6 million customers.■ As a producer and distributor, Crédit Mutuel Arkéa can offer its clients a comprehensive line of banking, financial, asset management and insurance products and services, among others. The Group also stands apart through its development of private label banking services on behalf of other financial institutions and payments providers.	

Crédit Mutuel Arkéa's business lines

A complete range of solutions for the benefits of customers



The Group's geographical presence

Regional foundations, national reach

A network of close to

480 local branches and points of sale, in Brittany, the South-West and Massif Central

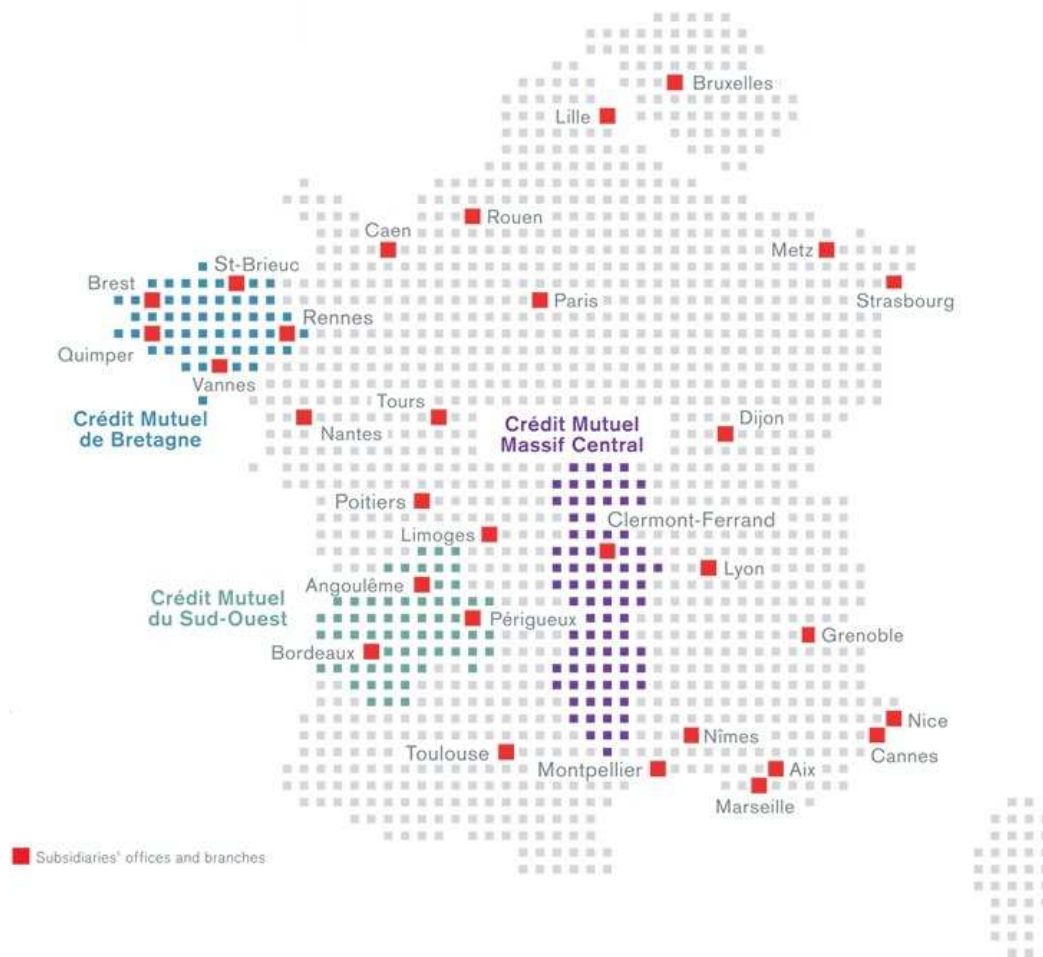
19 regional business centers for Arkéa Banque Entreprises et Institutionnels

9 regional branches for Leasecom

15 branches for Financo

A presence in Belgium with Fortuneo Banque and Procapital Securities Services

Monext provides services in **26 European countries**



Crédit Mutuel Arkéa's strategy

“Horizons 2015” strategic plan: trajectory since 2008

**Outstanding
Loans
+ 41 %**

**Outstanding
Savings
+ 70 %**

**General
Insurance
Contracts
+ 81 %**

**Total Assets
+ 49 %**



**Equity
Group share
X 2**

**Net Banking
& Insurance
Income
+ 59 %**

Data as at 31/12/2014

Ratings

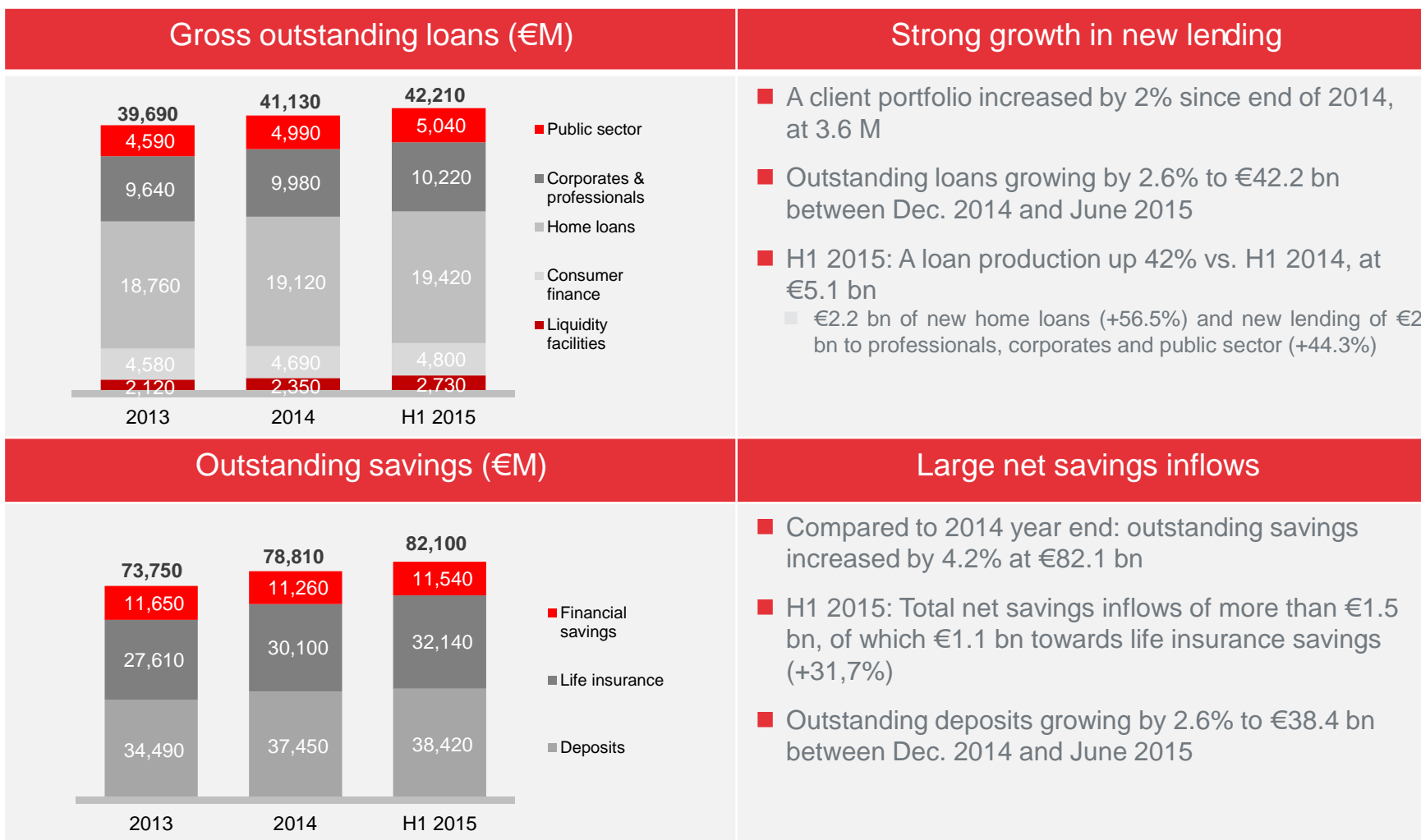
Quality ratings illustrating Crédit Mutuel Arkéa's solidity

	Ratings	Key facts supporting the ratings analysis
	<ul style="list-style-type: none">■ Long-term deposit: Aa3■ Outlook: stable■ Senior unsecured short term debt: P-1	<ul style="list-style-type: none">■ High solvency■ Good asset quality, moderate risk profile■ Sound liquidity and funding position■ Sound capital adequacy, solid loss absorption capacity
	<ul style="list-style-type: none">■ Senior unsecured long term debt: A■ Outlook: negative■ Senior unsecured short term debt: A-1	



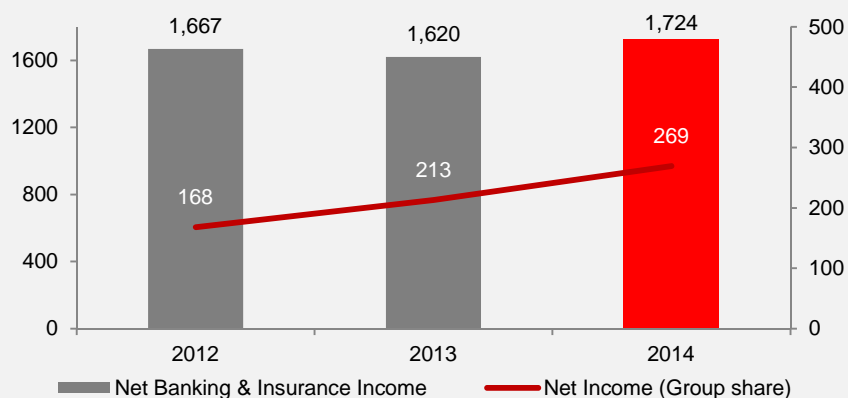
Financial Performance

A dynamic commercial activity



Continuously growing results

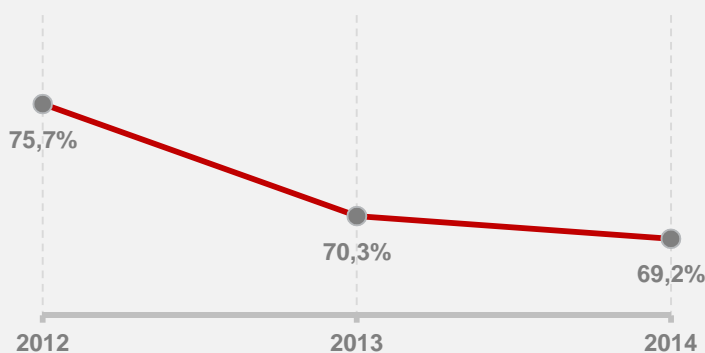
IFRS NBII & Net Income (€M)



Strong growth in revenues and net income

- Record level of revenues in 2014, increased by 6.4% vs. 2013
- A 60% increase of net income between 2012 & 2014
- Resilient earnings and low-risk activities
- Strong financial results despite the difficult economic environment

Cost / Income Ratio



Improved efficiency

- A 6.5-point reduction of the cost / income ratio between 2012 and 2014
- Solid generation of revenues combined with cost reduction measures undertaken since 2012
- Operational efficiency improved despite increased regulatory and fiscal pressure

Continuously growing results

Focus on 2015 HY results

Historic half year NBII, up 7.2% to €915 M

On a comparable basis and after adjusting for exceptional items :

- NBII increased by €61 M (+7.1%) to €914 M
- A €14 M improvement of the financial margin, at €339M (+4.2%), with lower funding costs
- Commissions increased by €20 M to €224 M (+9.6%)
- Other income increased by €28 M to €351 M (8.5%), with growing insurance income

A cost/income ratio contained at 69.3%, despite regulatory impacts (+0.8 pt compared to H1 2014)

- Operating expenses up 8.4% to €634 M, strongly impacted by new regulation: IFRIC 21 implementation and contribution to the Single Resolution Fund make up approx. 60% of the increase of operating expenses
- On a comparable basis and after adjusting for exceptional items, cost/income ratio improved by 1.7 pt

A highly increased net income, at 150 M€ (+8.9%)

- On a comparable basis and after adjusting for exceptional items, net income up by €23 M (+17%) to €161 M

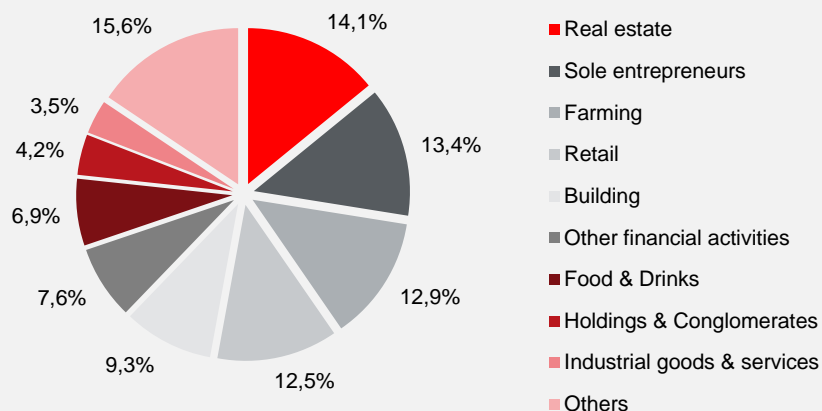
➡ Record half year revenues, increased net income



Asset Quality

A loan book with a low risk profile

Gross exposure by industry sector*

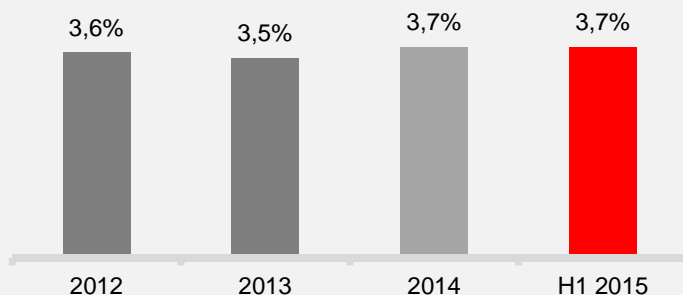


* Loans to corporates, professionals and farmers, including on- and off-balance sheet outstandings

A diversified & low risk loan portfolio

- Strong diversification of the loan portfolio from a risk perspective
 - Exposures to corporates, professionals and farmers totalled €18.3 bn (36.5% of customer commitments) at end of 2014
 - Most represented business sectors: real estate, farming and retail
- Loans to individuals account for 47% of the book
- Home loans and loans to local authorities & institutions make up approx. 60% of total outstanding loans
 - Most of these loans benefit from guarantees and have a low risk profile

NPLs over outstanding loans*

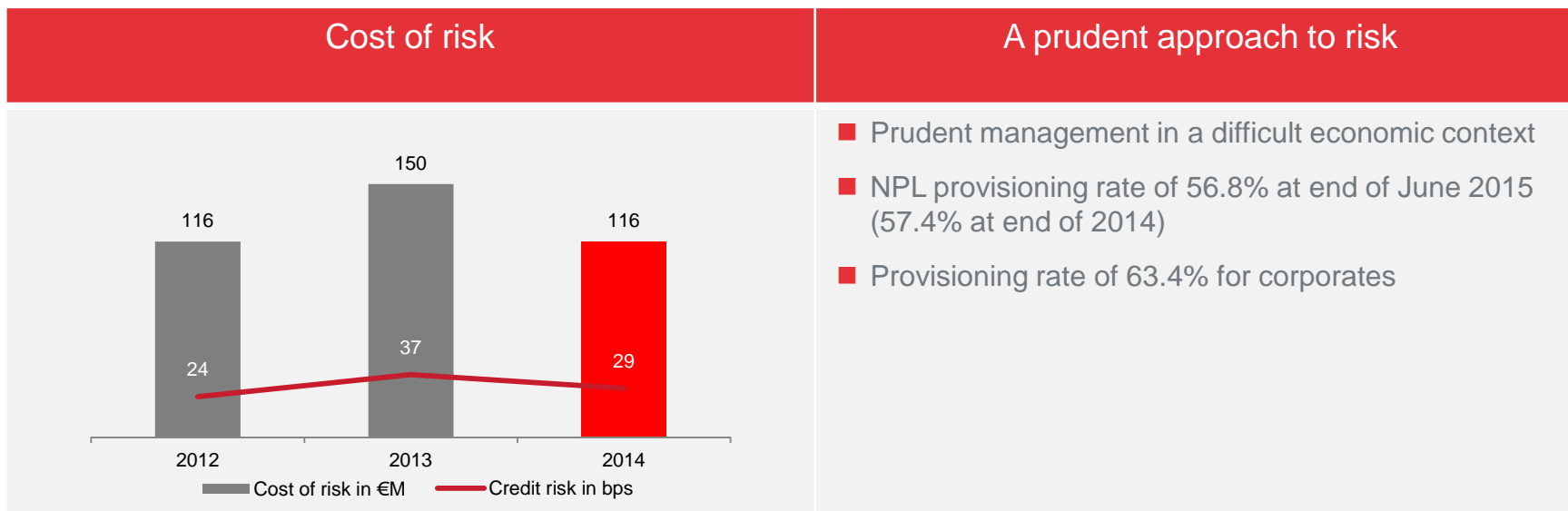


* As a % of total outstanding loans to customers

A client portfolio of quality

- Low and stable Non-Performing Loans (NPLs) over outstanding loans
- At end of H1 2015, NPLs stand at 3.7% of total outstanding loans

A low cost of risk



Cost of risk: Focus on 2015 HY results

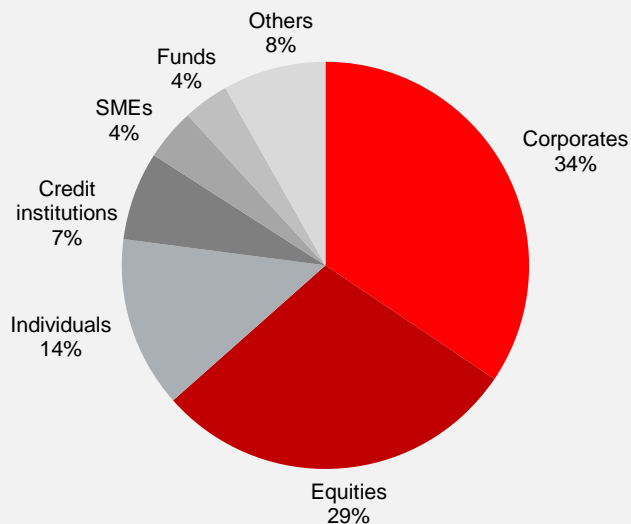
- A cost of risk of €47 M, reduced by €3 M (-5.6%) compared to H1 2014
- Cost of customer credit risk down by €6 M to €48 M
 - Specific provisions for customer credit risk reduced by €14 M to €41 M
 - General and special provisions increased by €7 M to €6 M
- Annualised cost of risk amounts to 22 bps of total outstanding loans to customers (vs. 29 bps at end of 2014)



Capital & Funding

Risk Weighted Assets

RWAs: Credit risk as at 30th June 2015



Risk Weighted Assets

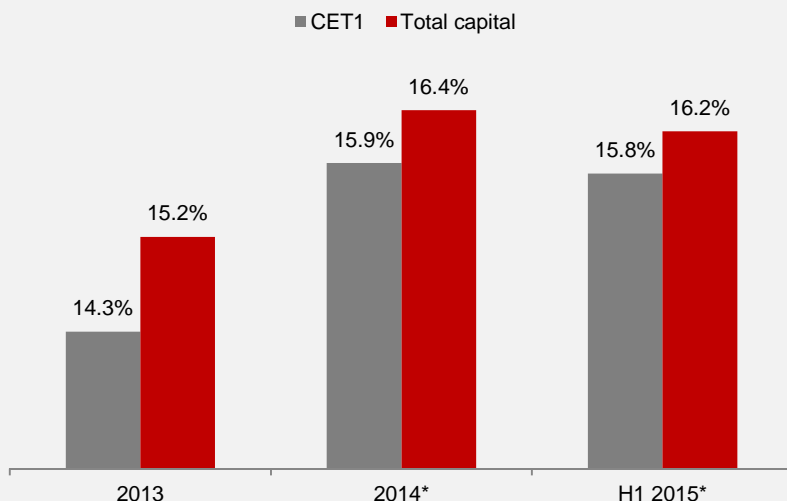
■ Total RWAs of €28.6 bn at the end of June 2015 (€27.6 bn at the end of December 2014)

RWAs (€bn)	30/06/2015	31/12/2014
Credit risk	26.7	25.6
Market risk	0.1	0.1
Operational risk	1.8	1.9
	28.6	27.6

■ Total capital requirements of €2.3 bn at the end of June 2015 (€2,2 bn at the end of December 2014)

A solid financial structure

Capital ratios

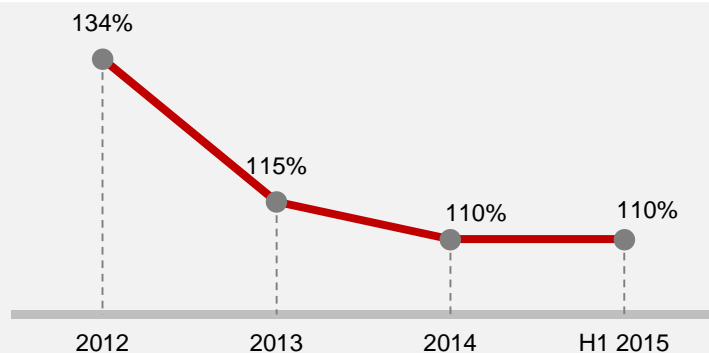


Leading solvency levels

At end of June 2015:

- Total assets of €105.7 bn, with shareholders' equity of €5.6 bn
 - Stable outstanding member shares, at €2.2 bn
- Stable CET1 ratio of 15.8%* ("Fully loaded" CET1 ratio estimated at 15.4%), with CET1 capital of €4.5 bn
- Total capital ratio of 16.2%*, regulatory capital of €4.6 bn
- Estimated leverage ratio of 7.2%**
- MREL ratio above 8%
 - Objective: senior bondholders protection
 - Estimated capital needed: btw. €500 M & €1 bn

Gross Loan-to-deposit ratio



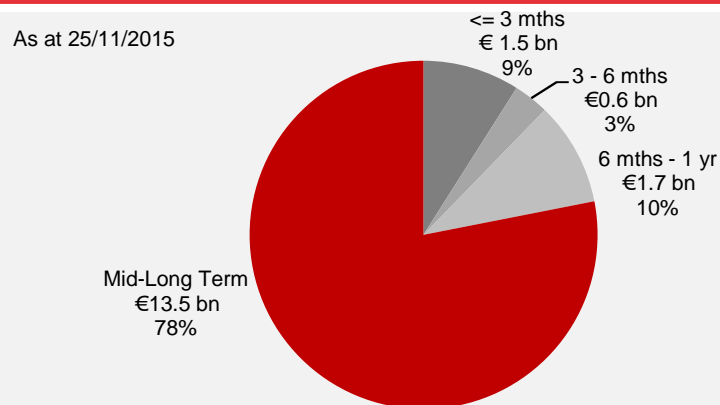
A solid balance sheet, high liquidity levels

At end of June 2015:

- Stable gross loan-to-deposit ratio of 110%
 - Net loan-to-deposit ratio of 108%
- Liquidity reserves of more than €11bn
- LCR ratio of 108%

Funding programme

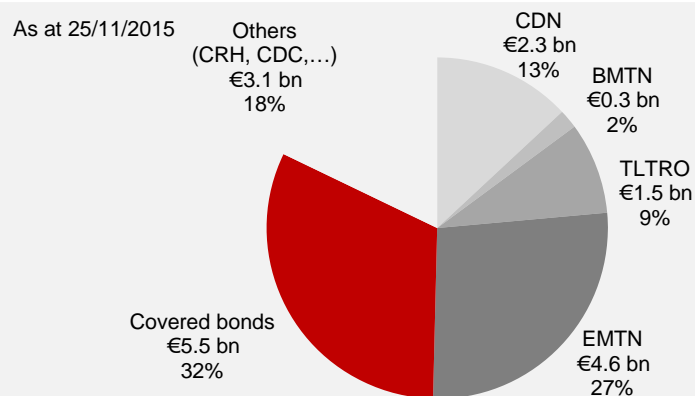
Residual Maturity Profile (ST & MLT funds raised)



Diversification with different debt programmes

- Long term resources favoured, with an average residual maturity of 6.1 years
- EMTN & Covered bonds make up 59% of outstanding issues
- Intention to carry out approx. two public issues a year, as well as private placements

Outstanding Issues



2015 Funding events

- Senior unsecured debt: €500 M raised in January with a 8-year issue (MS+55 bps)
- Covered bonds: €500 M raised in September with a 7-year SFH issue (MS+1 bp)
- Opportunistic participation in the TLTROs, given the favourable terms
 - €800 M subscribed in 2015 (€900 M in 2014)

Conclusion

- A sustained commercial development
- A strong ability to continuously generate growth and revenues
- A solid financial structure, with leading solvency and liquidity levels
- A group with strong fundamentals to match its ambitions



Appendix

Crédit Mutuel Arkéa's strategy

The strategic plan "Horizons 2015"

- Since 2008, Crédit Mutuel Arkéa has been implementing its strategic business plan named "**Horizons 2015**". This plan, which is being managed and supported by the Group's 3,650 directors and 9,000 employees, has enabled the Group to accelerate its development while consolidating its economic and financial position. Horizons 2015 consists of **four key priorities**.

FOUR PRIORITY DEVELOPMENT AREAS



Income statement for the 6 months ended 30th June 2015



€M	H1 2015 IFRS	H1 2014 IFRS	Variation	%
Net banking & insurance income	915	853	62	7.2
Operating expenses	(634)	(585)	(49)	8.4
- General operating expenses	(588)	(537)	(51)	9.5
- Amortisation and depreciation	(47)	(48)	1	(3.0)
Gross operating income	281	268	12	4.6
Cost of risk	(47)	(50)	3	(5.6)
Operating income	234	219	15	7.0
Share of earnings of companies carried under equity method and gains/losses on other assets	7	4	4	NS
Pre-tax income	241	222	19	8.5
Tax on profit	(91)	(83)	(7)	8.5
Net income	150	139	11	7.9
Minority interest	(0)	(1)	1	NS
Net income - Group share	150	138	12	8.9

Consolidated balance sheet as at 30th June 2015

Assets (€M)	30/06/2015 IFRS	31/12/2014 IFRS	Liabilities (€M)	30/06/2015 IFRS	31/12/2014 IFRS
Cash, due from central banks	1,884	1,340	Liabilities at fair value	1,181	1,406
Financial assets at fair value	14,398	12,943	Due to banks	6,235	5,056
Financial assets available for sale	35,562	36,334	Customer accounts	38,761	37,611
Due from banks	7,356	7,364	Debt securities in issue	14,209	15,194
Loans and advances to customers	41,959	40,749	Accruals, deferred income and sundry liabilities	3,701	3,919
Held-to-maturity financial assets	205	210	Insurance companies technical reserves	35,228	33,806
Accruals, prepayments and sundry assets	2,819	2,756	Provisions for contingencies and charges	377	361
Investment property	1,071	1,084	Subordinated debt	392	382
Goodwil	423	423	Shareholders' equity	5,588	5,463
			Share capital and reserves	2,200	2,217
			Consolidated reserves	2,988	2,753
			Unrealised or deferred gains or losses	250	224
			Net income	150	269
			Minority interest	5	6
Total Assets	105,677	103,204	Total Liabilities	105,677	103,204



Covered bond programmes: characteristics



	Arkéa Public Sector SCF 	Arkéa Home Loans SFH 
Programme size	€10 bn	€ 10 bn
Rating	AAA (S&P) and Aaa (Moody's)	AAA (S&P)
Maturity of the bonds	Soft bullet (new issues in 2015)	Soft bullet (new issues in 2015)
Currency	EUR	EUR
Minimum legal collateralisation	105 %	105 %
Asset Cover Test	Monthly	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 %	10 %
Listing	Luxembourg	
Specific controller	Cailliau Dedouit et Associés	

Covered bond programmes: cover pools as at 31/10/2015



	Arkéa Public Sector SCF 	Arkéa Home Loans SFH 
Current size	€ 1,571 M	€ 5,645 M
Over collateralisation	165.9 %	124.8 %
Assets	100% loans to French public sector and social housing agencies originated by Crédit Mutuel Arkéa	100% French prime home loans originated by Crédit Mutuel Arkéa
Geographical breakdown	100 % France (Brittany 26 %, Île-de-France 17 %, Aquitaine 10%, Nord-Pas-de-Calais 11 %)	100 % France (Brittany 65 %, Aquitaine 14 %, Île-de-France 6 %, Auvergne 3 %)
Seasoning	50 months	58 months
Average remaining terms	17.5 years	150 months
Average Loan Balance	€ 1,557,335	€ 72,671
Average LTV	N/A	Un-indexed : 67 % Indexed : 68 %
Number of Borrowers	1,009	74,643
Issues outstanding	€ 947 M	€ 4,523 M

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