



Inaugural Green Bond Issuance

Investor presentation

November 2022

Crédit Mutuel
ARKEA

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The condensed consolidated financial statements for the 6-month period ended 30th June 2022 were approved by the Board of Directors on 25th August 2022 and have been the subject of a limited review. 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.

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1

CRÉDIT MUTUEL ARKÉA AT A GLANCE

1

GROUP ACTIVITIES

More than 5M clients of which 1.5M members

Nearly 2,600 local directors in 293 local savings banks

More than 11,000 employees

Crédit Mutuel
ARKEA

BANK FOR INDIVIDUAL
AND PROFESSIONAL CUSTOMERS



BANK FOR COMPANIES
AND INSTITUTIONS



PRODUCTS, INSURANCE AND
ASSET MANAGEMENT



BUSINESS-TO-BUSINESS
ACTIVITIES



NON-BANKING ACTIVITIES



1 GROUP LOCATIONS

387

sales outlets in Brittany
and the South West

21

regional business centres
for Arkéa Banque
Entreprises et Institutionnels

7

offices
for Arkéa Capital

8

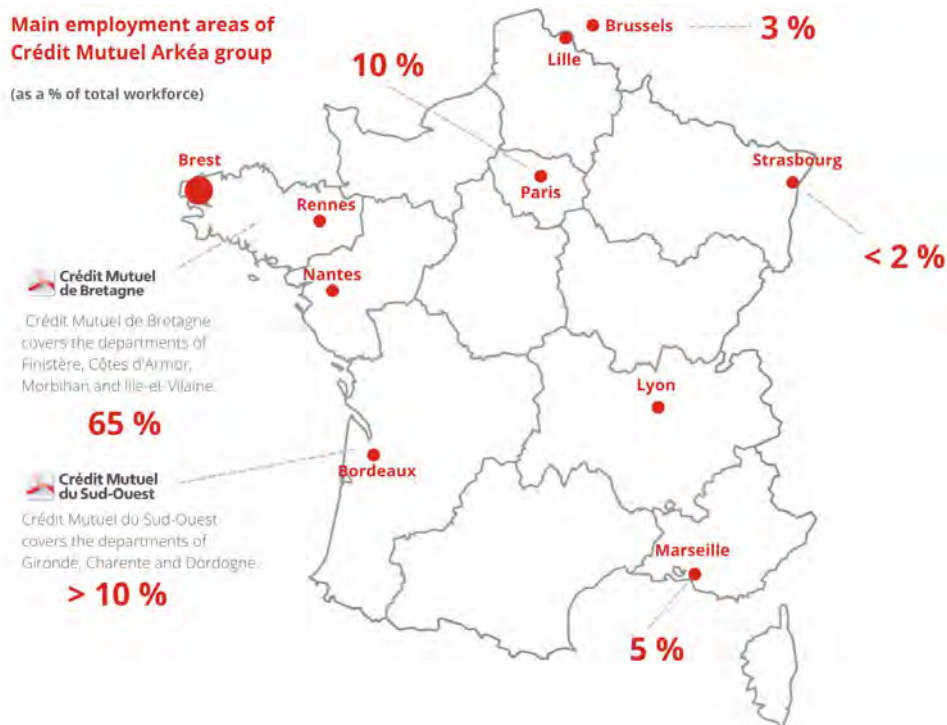
branches
for Financo

13

branches for
Arkéa Investment Services

Main employment areas of Crédit Mutuel Arkéa group

(as a % of total workforce)



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 and ProCapital (Belgium)

Monext (business in 25 countries)

OVERALL PERFORMANCE

Crédit Mutuel Arkéa officially becomes one of the first mission-led banks

Crédit Mutuel Arkéa unveils its 2020 & 2021 extra-financial impacts (see slides 15 to 18)

ESG DEVELOPMENTS

Crédit Mutuel Arkéa and the European Investment Bank announce the signing of a new partnership to finance renewable energy projects for a total amount of €400 million

Crédit Mutuel Arkéa becomes the first French bank to carry out a "Green NEU CP" issue, aimed at refinancing green home loans granted by its federations

Arkéa Capital launches the We Positive Invest 2 FPCI, which aims to invest in companies that have an intrinsic positive impact in 4 areas: energy and climate transition, circular economy, human capital, health and well-being

Crédit Mutuel Arkéa participates in the first closing of the VitiRev Innovation fund dedicated to financing innovative companies contributing to the ecological transition of the wine industry in Europe.

BUSINESS DEVELOPMENT

Budget Insight announces the raising of 35 million dollars from PSG Equity to become one of the European leaders in Open Finance. Crédit Mutuel Arkéa remains a shareholder of the fintech.

Crédit Mutuel Arkéa announces the sale of a majority stake in Leetchi and MANGOPAY to Advent International.

Crédit Mutuel Arkéa takes a majority stake in the capital of the new real estate agency Liberkeys

Crédit Mutuel Arkéa deploys business sectors dedicated to the sea and the wine-making industries to support professionals in Brittany and the South-West

Crédit Mutuel Arkéa acquires a stake in LE TRAIN, France's first private high-speed rail operator, to support its development and its upcoming launch in the Grand-Ouest region

BUSINESS DEVELOPMENT

Client portfolio: **+2.2%** at 5.1 M

Loan production: **€9.9 bn** (+27.8%); **€78.1 bn** outstanding loans

Savings: **€149 bn** outstanding

RISK PROFILE

Limited risk profile with home loans and public sector loans amounting to **59%** of outstanding loans

Low NPL ratio of **1.9%**

H1 2022 cost of risk: **€49 M** (-6.9%), ie **13 bps** of balance sheet client exposures

REVENUES* AND NET INCOME

All-time record half year revenues*, up by 9.7% at **€1.3 bn**

Well diversified revenues*, with on-line and retail banking making up 43% of total

Cost/income ratio of **64.8%**

Historic net income group share of **€360 M**, up 30%

BALANCE SHEET STRUCTURE

Total assets of **€182.4 bn** (+ 1.7%)

Regulatory capital of **€8.9 bn**, RWAs of **€43.9 bn**

CET1 ratio of **16.5%** (vs. CET1 SREP requirement of 8.55%)

Leverage ratio of **6.3%**

LCR of **147%**, NSFR of **111%**

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

1 FUNDING: 2022 PUBLIC BOND ISSUES

COVERED BONDS

- Public Sector Covered Bond

March 2022

€500 M/6Y/MS+5 bps

- Home Loan Covered Bonds

May 2022

€750 M/10Y/MS+7 bps

September 2022

€500 M/6Y/MS+8 bps

SENIOR PREFERRED

January 2022

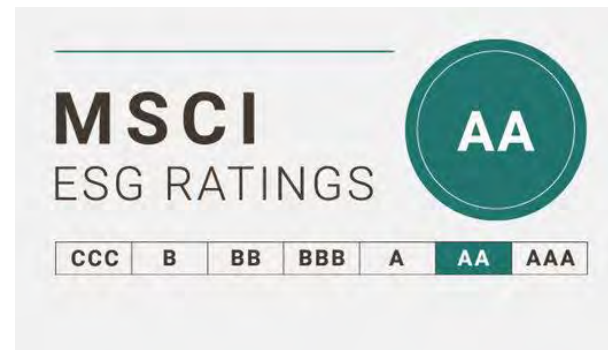
€500 M/8Y/MS+55 bps

September 2022

€1 Md/5Y/MS+105 bps

**Total issuance of €3,250 M in
2022 (to date)**

	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



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In 2022, Crédit Mutuel Arkéa was awarded a AA rating (on a scale from AAA to CCC) in the MSCI ESG Ratings assessment.

2

A MISSION-LED COMPANY

OUR RAISON D'ÊTRE

“

We want to be **a player in a world that takes a long-term view** and takes into account **the major societal and environmental challenges facing our planet** for future generations.

We contribute to this by practicing **finance at the service of regions and their actors**, which is sustainable and **helps everyone to achieve their potential**.

To this end, we have chosen to be **a cooperative and collaborative bank** that promotes **a balanced sharing of value** with its members, customers, employees, partners and regions. A **socially responsible, ethical and inclusive** company that is attentive to **respect for its environment**.

On a daily basis, we develop, in collaboration with our stakeholders, **innovative solutions** to support our members and customers in **their life projects** and **meet their aspirations**.

”

OUR 5 COMMITMENTS

Make our decisions by aiming for a **balanced approach between financial performance and positive impact** – societal and environmental – through the exercise of **cooperative governance** anchored in our **territories**.

Supporting each of our **stakeholders** in their **environmental transition**.

Developing **regional cooperation** and committing to **local vitality**.

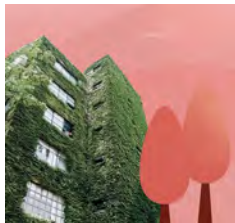
Commit to **inclusion** and cultivate a **lasting relationship of trust** with all our **members and customers**, from pioneers to the most vulnerable.

Promote our **collective commitment** to serve **common interest**, in particular by bringing to life our **mutualist values**.

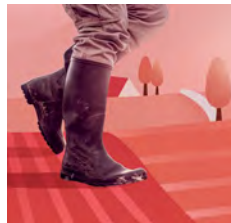
Adopted in January 2021, the plan positions the group as the agile financial partner for future transitions.

It aims to strengthen its positive impact and its overall financial and non-financial performance.

It is structured in **4 strategic axes** which are priorities for action to guide our business model.



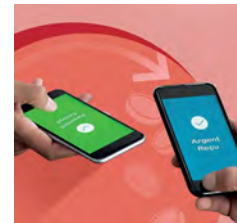
Expanding our range of offers and services with a positive impact



Support responsible development of territories



Customise the experience customer



Develop our partnership model

THESE AXES ARE SUPPORTED BY 5 IMPLEMENTATION LEVERS:

1. Promoting our cooperative model
2. Be exemplary in our own actions and transitions
3. Improving collective effectiveness
4. Offer a unique employee and director experience
5. Valuing an open innovation approach

2 CRÉDIT MUTUEL ARKÉA: A MISSION-LED COMPANY

ONE AMBITION: TO INCREASE THE GROUP'S OVERALL PERFORMANCE

A deep and concrete commitment to major social and environmental transitions.

A project adopted at the general meeting on 10 May 2022: **Crédit Mutuel Arkéa has thus officially become one of the first banks to obtain this status.**

The mission committee was appointed in June. It is composed of a majority of people from outside the company, as well as employees and directors, committed to both environmental and social issues.

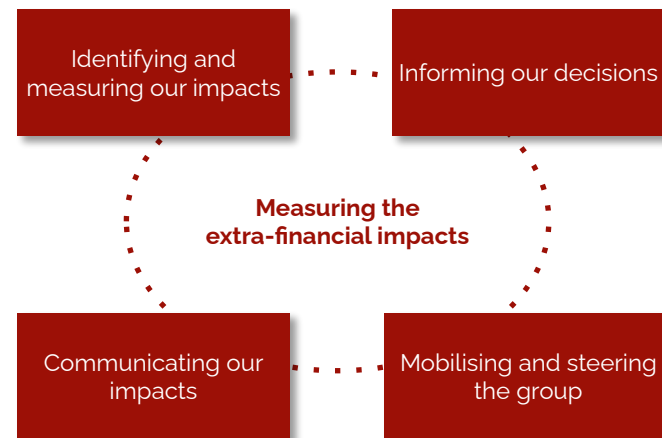
The group's missions will be organised around the five commitments defined in application of the Raison d'Être.

A roadmap is currently being drawn up to define the concrete implementation of each of these commitments. It will be validated by the Committee and will form the basis for monitoring the execution of its mission. It will also be regularly assessed by an approved independent third-party organisation.

The four-year quantitative targets will be defined by the committee by the autumn.

The Mission Committee will present an annual report to the General Assembly. **The first report will therefore appear in the first quarter of 2023.**

A DEVICE TO MEASURE THE EXTRA-FINANCIAL PERFORMANCE

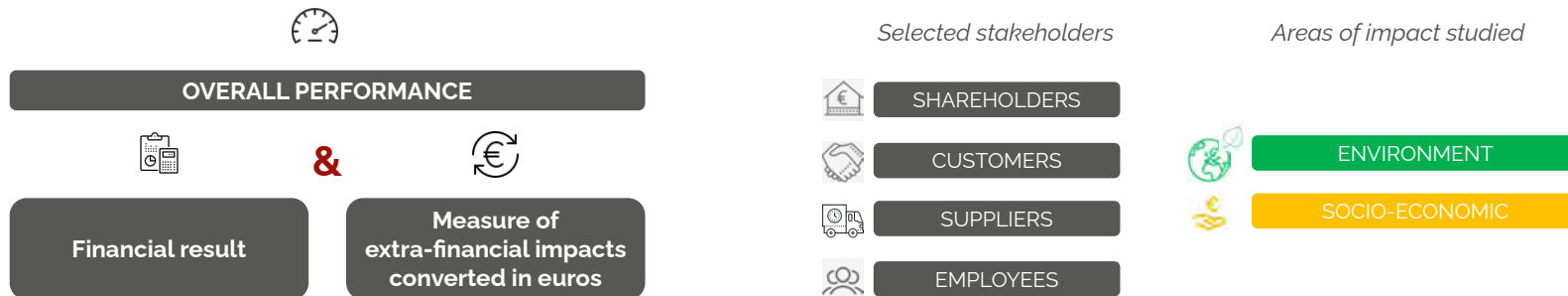


THE MEASURE OF THE EXTRA-FINANCIAL PERFORMANCE SERVING THE GROUP'S AMBITION

A GROUP RESOLUTELY COMMITTED TO SUSTAINABLE FINANCE AT THE SERVICE OF FUTURE TRANSITIONS



- Measuring non-financial impacts is a concrete illustration of our commitment to **our raison d'être** and the initiatives in our strategic plan. It is also central to our role as a mission-driven company;
- The purpose of measuring extra-financial impacts (EF) is to express in euros the positive and negative externalities of CM Arkéa's actions on its stakeholders through impact indicators relevant to its activities and its direct footprint.



SCOPE FOR CALCULATING NON-FINANCIAL PERFORMANCE

% of total CM Arkéa	October 2021 (Measure 2020 on ABEI)	July 2022 (2020 & 2021 on extended scope)
Financing	18% of financing	70% of financing
Suppliers	2% of external purchases	95% of external purchases
Employees	3% of the workforce	90% of the workforce

MEASURE AND MONETISATION OF THE IMPACTS

	# Calculation steps	Description of the stage	Example	Calculation formula
1	Impact assessment	Quantified expression of impact	Volume of GHG emissions	Volume of the indicator Unit (varies by indicateur)
2	Monetisation of the impact	Conversion of the impact into €	Trustee value of GHG emissions	Monetisation index € per unit
3	Determination of CM Arkéa's impact	CM Arkéa's share of the company's value	Equal to 10% (for a credit of 100k from a client with liabilities of €1m)	Share CM Arkéa %
	Result			Monetary value of the impact

	TOTAL	SHAREHOLDERS AND CUSTOMERS (FINANCING)	SUPPLIERS	EMPLOYEES
TOTAL 2020	€7536m	€7023m	€175m	€338m
ENVIRONMENT	-€671m	-€665m	-€2m	-€4m
SOCIO-ECONOMIC	€8208m	€7689m	€177m	€342m
TOTAL 2021	€8091m	€7560m	€199m	€332m
ENVIRONMENT	-€766m	-€760m	-€2m	-€4m
SOCIO-ECONOMIC	€8856m	€8319m	€201m	€336m

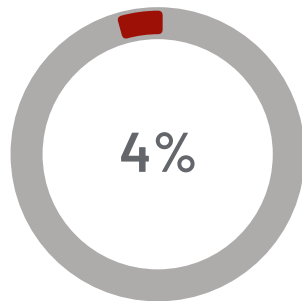
CM ARKÉA'S EXTRA-FINANCIAL PERFORMANCE IS **€8.1 Bn** FOR THE YEAR 2021, **AN INCREASE OF 7.3% FROM 2020.**

1M OF FINANCING GRANTED BY CM ARKÉA GENERATES ON AVERAGE :

- €15,000 of negative environmental impacts;
- €165,000 of positive socio-economic impacts.

IMPACT OF CREDIT MUTUEL ARKÉA ON ITS SPHERES OF INFLUENCE

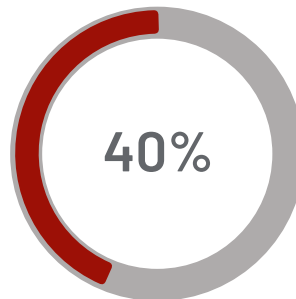
BREAKDOWN OF THE 2021 NON-FINANCIAL PERFORMANCE MEASURE (€8,091M) BY SPHERE OF INFLUENCE



Direct : €332 m

= impacts that the group can control

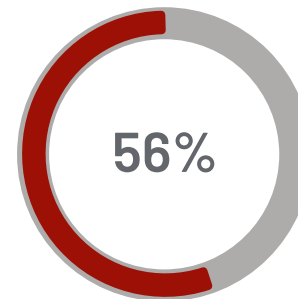
Example: Crédit Mutuel Arkea, through its own actions and the mobilisation of its employees, aims to reduce its carbon footprint by 16% by 2024.



Indirect : €3 222 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 : €4 536 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.

3

SUSTAINABLE FINANCE AT CRÉDIT MUTUEL ARKÉA

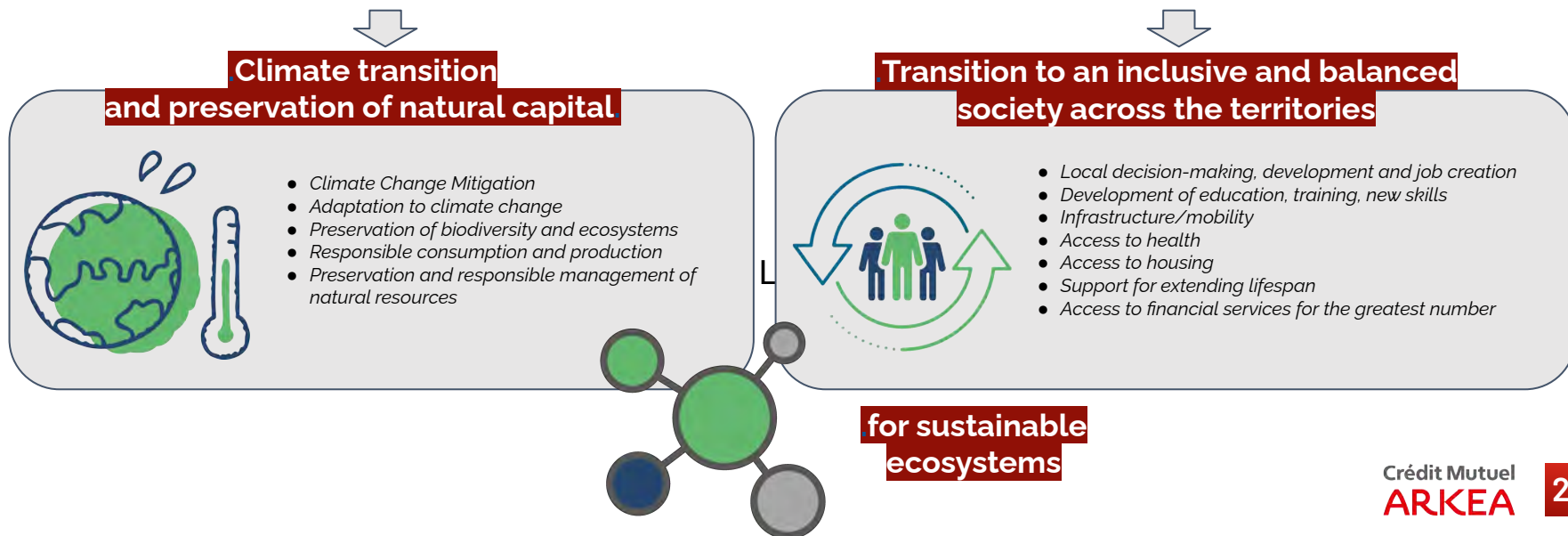
3 SUPPORTING ENVIRONMENTAL AND SOCIAL TRANSITIONS

Crédit Mutuel Arkéa is committed to practicing

→ finance at the service of territories and their stakeholders

→ long-term finance

to support environmental and societal transitions



Crédit Mutuel Arkéa's actions aim to contribute to the following
United Nations **Sustainable Development Goals (SDGs)**:



Climate transition and preservation of natural capital



Transition to an inclusive and balanced society across the territories



3 INTEGRATING ESG CRITERIA INTO INVESTMENT AND FINANCING ACTIVITIES

The integration of ESG criteria is done through structuring actions, for concrete results

1



Deploy the
Climate strategy



The **Climate Strategy** formalises the engagements of the group and its entities, to transform financing and investment practices, with regard to the climate challenge

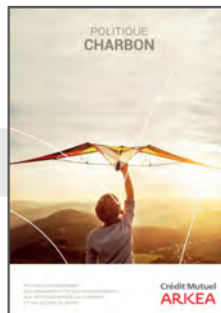


TCFD climate reports released in 2021 and 2022

2



Formalise
sectoral policies



Commitment to achieve a total exit from **coal** by end of 2027



Commitment for an exit of the actors involved in **Unconventional Fossil Fuels** by the end of 2030

3



**Direct
capital**

towards
investments
and financing
with beneficial
effects for
society and for
the environment
*particularly
with the
development of new
products and services*



41 %

Share of
**Green and Social
Bonds issues** in the
annual funding
program
and structured
placement campaigns
in 2021

€1,837 M

**Outstanding Issues
Green and Social Bonds**
(Funding and
structured placement
campaigns)

€560 M

**Outstanding loans
to individuals**
to finance
transitions: sustainable
mobility, energy renovation,
etc.

*Launch of the Sustainable
Mobility Loan in 2019
at Crédit Mutuel de Bretagne
and Crédit Mutuel du
Sud-Ouest*

€500 M

**Outstanding PACT
loans**
PACT loans launched
by Arkéa Banque
Entreprises
et Institutionnels
in 2020

€516 M

**Outstanding loans to
corporates**
to finance transitions, including
€506 M dedicated to financing
renewable energies

*Creation in 2020 of a
dedicated department to
finance the environmental
transition*

Data as at 31/12/2021

3 CONTRIBUTING TO INDUSTRY INITIATIVES

The group and its subsidiaries participate in and support recognised initiatives and commitments in terms of sustainable finance

Crédit Mutuel Arkéa

WE SUPPORT



Since 2015, Crédit Mutuel Arkéa has been committed to the social responsibility initiative of the United Nations Global Compact and its 10 principles around human rights, labour standards, the environment and the fight against corruption.



Signatory of



Group subsidiaries



Principles for Responsible Investment
Participation in the Sustainable Finance Observatory.



Principles for Responsible Investment,
CDP – ex Carbon Disclosure Project,
Signature of the Paris Agreement,
Signature of the UNEPFI "Global Investor Statement on Climate Change",
Climate Action 100+,
Finance for Biodiversity Pledge
Membership of the FAIR association (formerly Finansol)



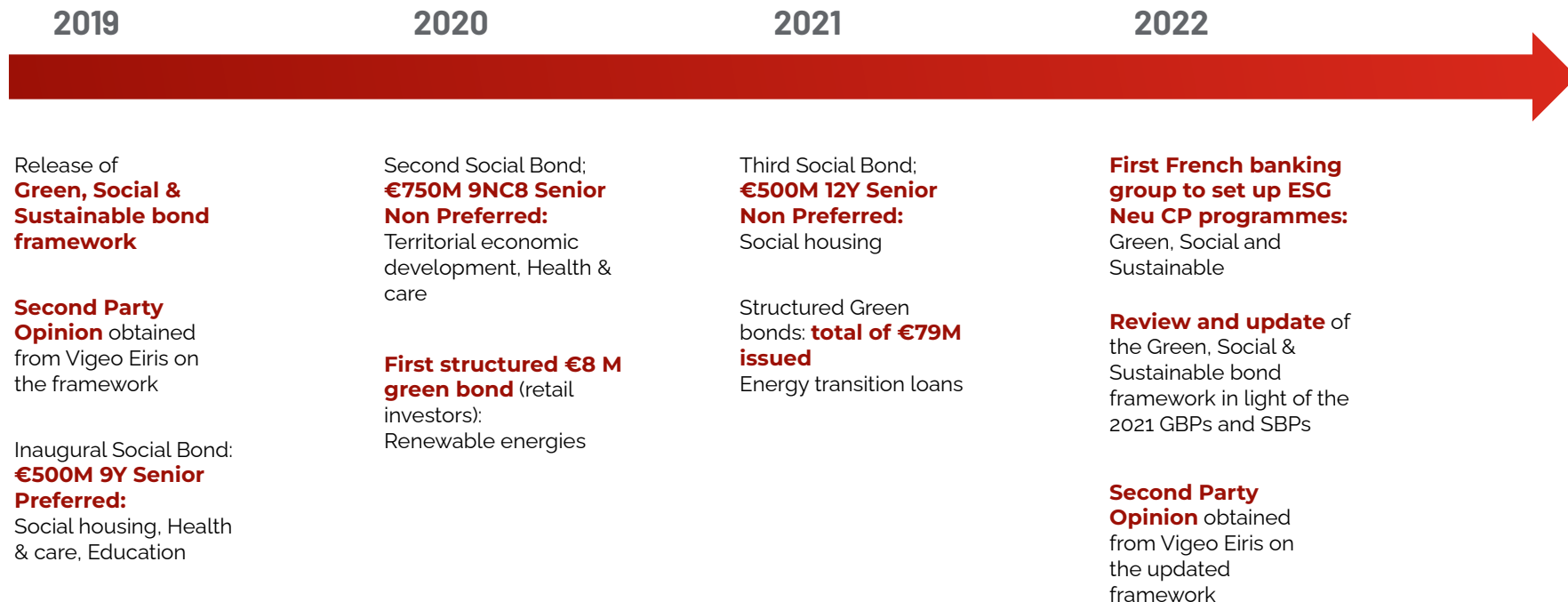
CDP – ex Carbon Disclosure Project,
Principles for Responsible Investment,
Finance for Biodiversity Pledge
Membership of the FAIR association (formerly Finansol)



"Initiative Climat International" manifesto (2019),
Principles for Responsible Investment,
"Parité France Invest" charter

4

GREEN BOND BENCHMARK ISSUANCE



4 RATIONALE FOR ISSUING A GREEN BOND

SUPPORTING ENVIRONMENTAL TRANSITION

Being a cooperative and collaborative bank with substantial retail presence, Crédit Mutuel Arkéa is a group with a strong impact on its territories.

The role of Crédit Mutuel Arkéa is to work alongside members and clients to help them prepare for environmental and social transitions, including climate transition.

Financial institutions have a key role to play in the fight against climate change and the transition to a low-carbon economy in order to achieve the Paris Agreement commitments.

FINANCING PROJECTS WITH A STRONG IMPACT

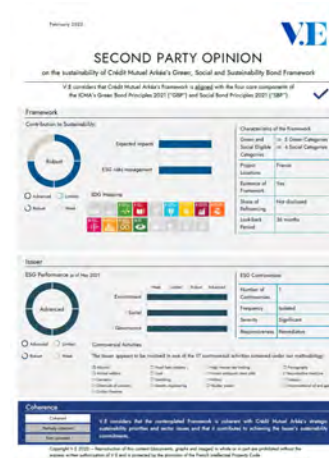
Sustainable Finance, and Green Bonds in particular are valuable tools that can be mobilised to shift private capital towards the financing of business sectors or projects that can have the most important impact on both a sustainable and inclusive growth.

Crédit Mutuel Arkéa recognises Green Bonds as an integral part of its funding strategy.

CRÉDIT MUTUEL ARKÉA GREEN, SOCIAL & SUSTAINABILITY BOND FRAMEWORK DATED FEBRUARY 2022

VIGEO EIRIS SECOND PARTY OPINION DATED FEBRUARY 2022

- Framework aligned with the four core components of the **2021 ICMA Green Bond Principles**
- Contribution to sustainability: **“Robust”**



USE OF PROCEEDS

The net proceeds of the green bond will be allocated to financing and/or refinancing eligible loans originated in France by Crédit Mutuel Arkéa and/or its subsidiaries falling within the eligible green loan categories.

Larger attention will be given to the following category:

- **Renewable energy**

A **36-month look-back period** will be applied to the selection of eligible loans

PROCESS FOR PROJECT EVALUATION & SELECTION

The Sustainable bond Committee oversees the evaluation and selection process:

- Screening of potential Eligible loans by different business divisions
- Selection of Eligible Loans to be included in a dedicated Eligible Loan Portfolio composed of a pool of Eligible Green assets/projects to be financed or refinanced by Crédit Mutuel Arkéa Green Bonds
- Monitoring of the portfolio: dynamic management of the portfolio with the goal of ensuring the existence of sufficient pool of Eligible Loans.

MANAGEMENT OF PROCEEDS

Pending full allocation of the proceeds to Eligible Loans, Crédit Mutuel Arkéa commits to hold the balance of unallocated proceeds within the Group's Treasury, invested in cash, cash equivalent or other money market products

REPORTING

Crédit Mutuel Arkéa commits to publish both an allocation and an impact reporting a year after the issuance of the green bond and annually thereafter until full allocation of the proceeds.

The allocation reporting will be externally audited.

Link to [2022 allocation and impact reporting](#)



LOANS TO FINANCE THE ACQUISITION, DEVELOPMENT, OPERATION, MAINTENANCE AND DECOMMISSIONING OF RENEWABLE ENERGY ACTIVITIES INCLUDING:

- Wind farms (onshore and offshore)
- Photovoltaic plants
- Biomass (direct emissions < 100gCO₂/kWh):
 - limited to sources that are not suitable for human consumption,
 - does not compete with or deplete existing terrestrial carbon pools (i.e. agricultural or forestry residue)
 - includes anaerobic digestion of bio-waste
- Geothermal (direct emissions < 100gCO₂/kWh)

100% LOANS ORIGINATED BY **ARKÉA BANQUE ENTREPRISES & INSTITUTIONNELS**



PARTIALLY ALIGNED WITH EUROPEAN TAXONOMY

ESTIMATION OF ALLOCATION BASED ON ACTUAL OUTSTANDING ELIGIBLE LOANS (NON AUDITED FIGURES, DISTRIBUTION SUBJECT TO CHANGE)

NEW LOANS: PROCEEDS TO BE ALLOCATED IN A TIMELY MANNER AND IN PRIORITY TO RENEWABLE ENERGY PROJECTS (OTHER ELIGIBLE ASSET CATEGORIES MAY ALSO BE CONSIDERED)

Estimated allocation of proceeds (in €M)



57% OF THE ESTIMATED AMOUNT ALLOCATED TO EXISTING RENEWABLE ENERGY LOANS RELATE TO PROJECTS 100% ALIGNED WITH EU TAXONOMY

The EU Taxonomy assessment of financed projects is based on questionnaires built in 2021 with the support of I Care by Bearing Point, a consulting company specialised in environmental transition of companies, investors and public organizations. The questionnaires are specific for each type of financed activity, including renewable energy sources. They are based on the EU Taxonomy regulation criteria, completed with and translated, when necessary, into French regulatory, technical and environmental requirements.

The projects are assessed by Arkéa Banque Entreprise & Institutionnel Environmental Transition Department based on data and supporting documents provided by clients.

THANK YOU

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