





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 constitue 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.

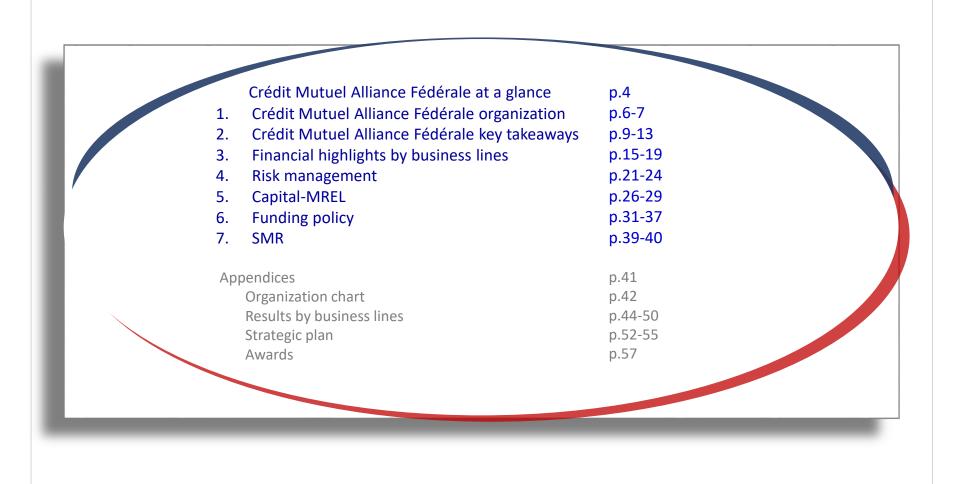
This presentation and subsequent discussion does not constitute a public offer for the purposes of any applicable law or an offer to sell or solicitation of an offer to purchase any securities or other financial instruments and no part of it shall form the basis of or be relied upon in connection with any investment.

Audit procedures have been performed on the key financial figures disclosed on 20th of February. The audit certificate will be issued after finalization of the additional procedures required for the publication of the annual financial report.

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 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, BECM, CIC Iberbanco , El and others.



Agenda





Crédit Mutuel Alliance Fédérale at a glance

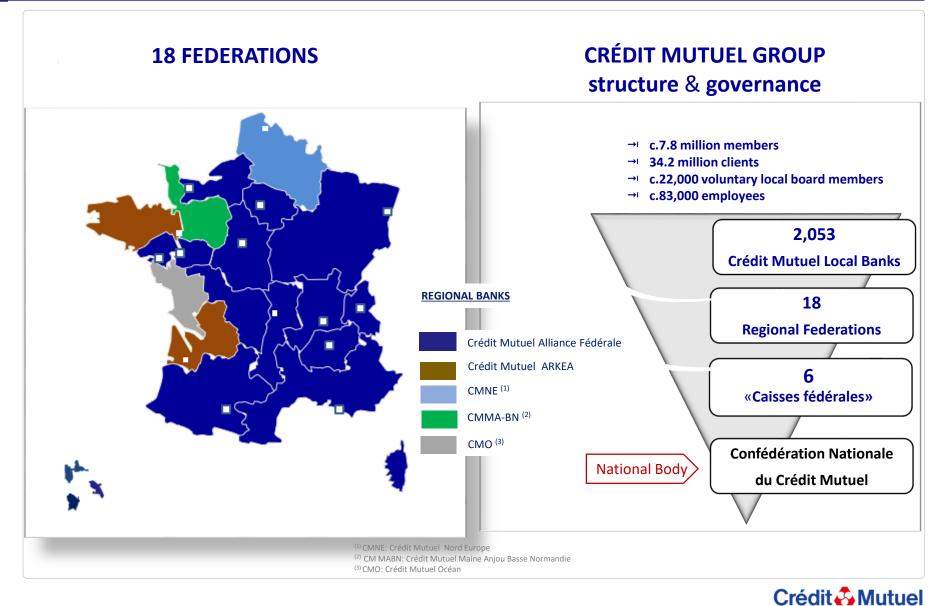




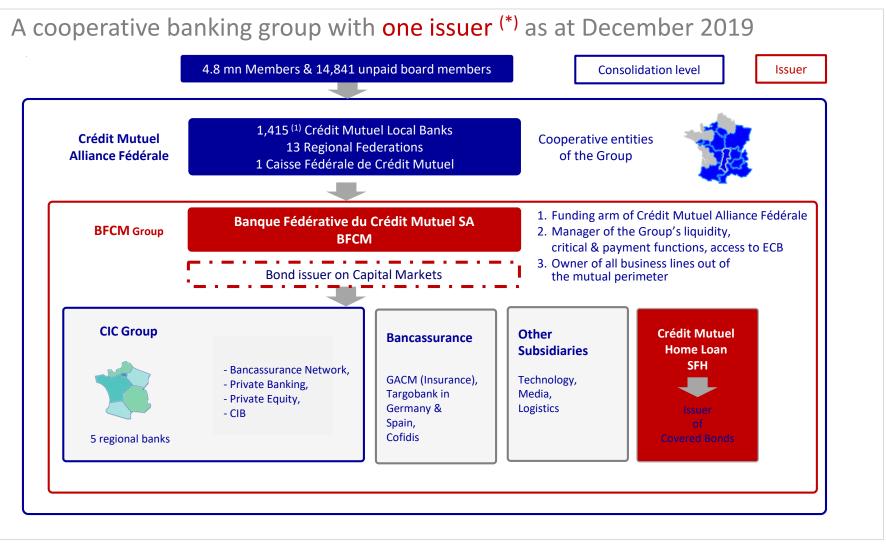




Alliance Fédéral



Crédit Mutuel Alliance Fédérale



(*) including Crédit Mutuel Home Loan SFH (1) As at January 1st 2020



2. Crédit Mutuel Alliance Fédérale **key takeaways**



Crédit Mutuel Alliance Fédérale : strong results (Dec.2019)



Proof of sustainable collective performance

→ Year one of the strategic plan:

→ results for 2019 on track in terms of business growth, profitability and stability

→ Crédit Mutuel Alliance Fédérale, the bank for the regions:

→ strong commercial momentum in the local bankinsurance networks and main business line subsidiaries

→ Crédit Mutuel Alliance Fédérale, the bank of everyone:

→ assisting all our customers, including the most vulnerable, and helping to boost their purchasing power

→ Social and societal commitments:

 \rightarrow openness, gender equality, diversity and preservation of the digital privacy of customers and members

→ Major commitments to the energy transition:

 \rightarrow financing of coal energy and unconventional oil and gas to cease



Crédit Mutuel Alliance Fédérale : Net Banking Income & Net Income from operational activities

Contribution by business units^(*)

	Retail banking	Insurance	Specialized business lines	IT-media logistic ^(*)	
€mn	 Crédit Mutuel Alliance Fédérale CIC Targobank Germany / Spain COFIDIS Factoring / leasing Asset management 	Groupe des Assurances du Crédit Mutuel	 Commercial banking Investment banking Private banking Private equity 	 Euro Information El Telecom Media 	
Net revenues	10,537	1,778	1,557	1,806	
% of operational business lines	67%	11%	10%	12%	
Net Income	1,971	873	560	123	
% of operational business lines	56%	25%	16%	3%	

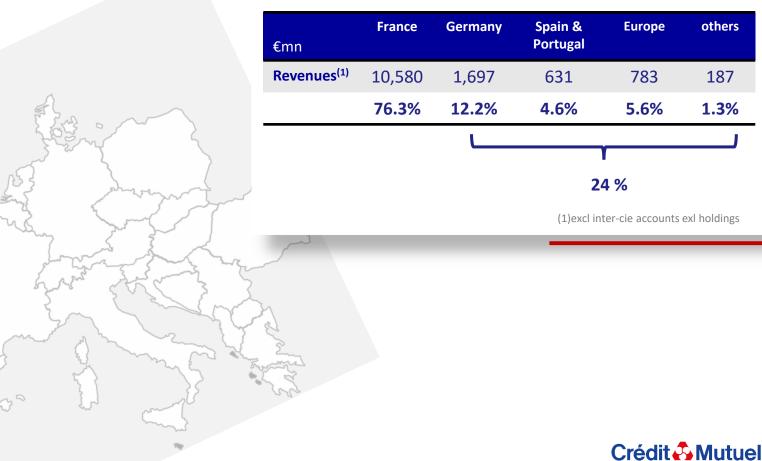
(*) operational activities, excluding holding



Crédit Mutuel Alliance Fédérale : contribution by geographic regions

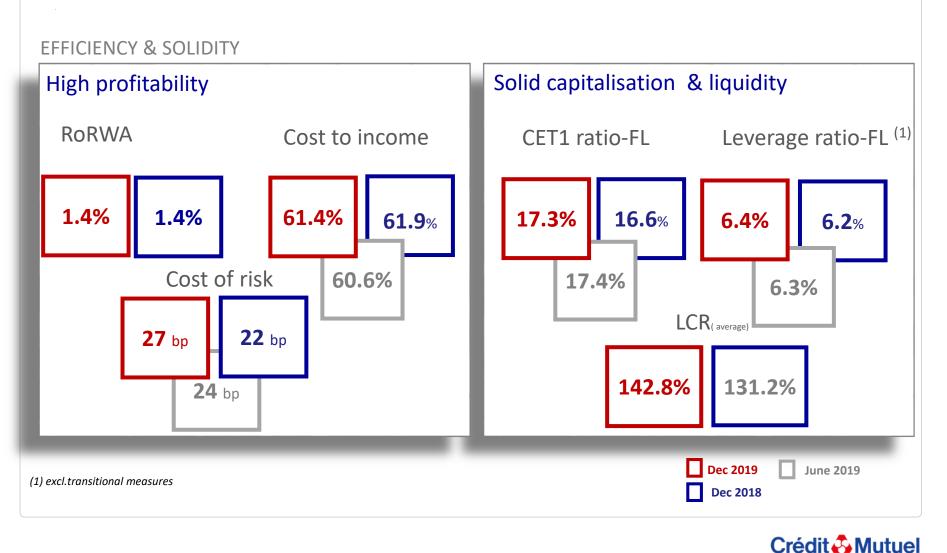
88% of the Group net revenues made in France + Germany

→ well defined core markets



Alliance Fédéra

Financial performance







Activity (1/3): The strength of the local network for a multiservice strategy

- Crédit Mutuel Alliance Fédérale intends to maintain the strength of its local network
 - → Network adaptation to local demographic & economic trends and technical possibilities
 - → 95% of the loan approvals are done locally
 - → Dedicated account managers
 - → 232,000 corporates financed in 2019

The new strategic plan leads to the acceleration of the diversification :

- → To a resolutely multiservice strategy , DNA of the Group
- To the deployment of an innovative commercial approach-pioneer in cognitive & digital solutions in France
- → To the launch of a real estate offer last year for old buildings & a telecommunication service offer (high speed BOX)
- The success of this diversification strategy is demonstrated by:
 - → The French residential remote surveillance = No. 1 in 2019 (with c.30% market share), more than 31,000 new clients in home surveillance in 2019
 - → More than 233,000 new clients in mobile phones-No.5 French telecom operator (No.1 wihout own network)

Investments for development

- → Training: 6.6% of payroll
- → HR and salary policy
- Technological developments : "private cloud" deployment, new data centers with latest technology and toplevel Tier IV Build certification under construction

Activity (2/3) : Financial figures

'Bancassurance', the core business of the Group, remains strong thanks to positive new business figures in all segments and the extension of cross-selling to new services adapted to the customer needs and the persistent low interest rate environment

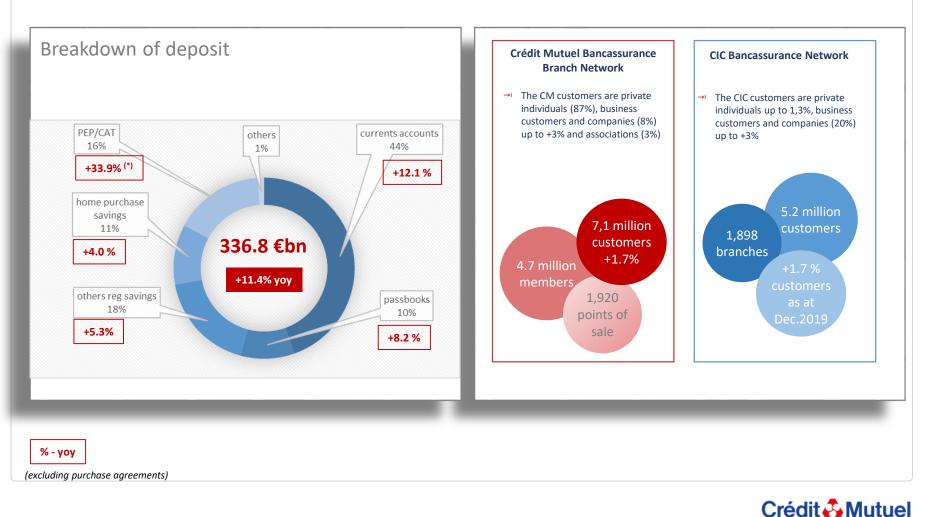
€bn	FY.2019	FY.2018	Change ⁽¹⁾ in %
Customers loans (included leasing) (1)	383.6	361.7	+6.1%
otal savings ⁽¹⁾	637.9	582.5	+9.5%
o/w customers deposits ⁽¹⁾	336.8	302.3	+11.4%
o/w Insurance savings	99.2	95.1	+4.3%
o/w financial savings	201.9	185.1	+9.1%

Excluded repurchase agreements



Activity (3/3) : Financial figures

Deposit outstanding is up to respectively 8% and 11.5% at Crédit Mutuel Alliance Fédérale and CIC networks



Alliance Fédéral

Groupe des Assurances du Crédit Mutuel (GACM) accounts for c.25% of the Group net profit

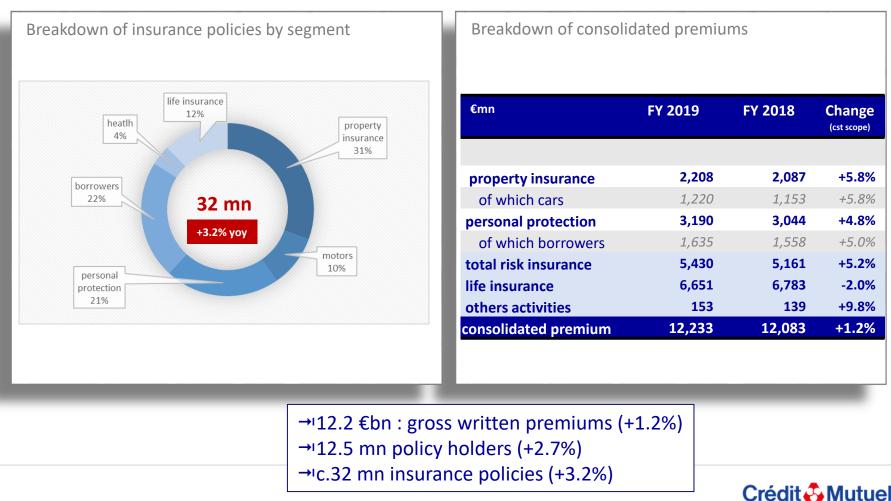
€mn	Y.2019	Y.2018	Change
Net insurance income	1,778	1,822	-2.4%
Operating expenses	-629	- 584	+7.7%
Gross operating income	1,149	1,238	-7.2%
Net gains/losses on other assets and associates ⁽¹⁾	97	28	ns
Result before tax	1,246	1,267	-1.6%
Corporate income tax	-374	-423	-11.6%
Net result	873	844	+3.4%

(1)EAE: Equity Accounted Entities share net income of associates



GACM: Insurance 2/2

GACM the insurance subsidiary of Crédit Mutuel Alliance Fédérale offers a wide range of **life and non life** products.



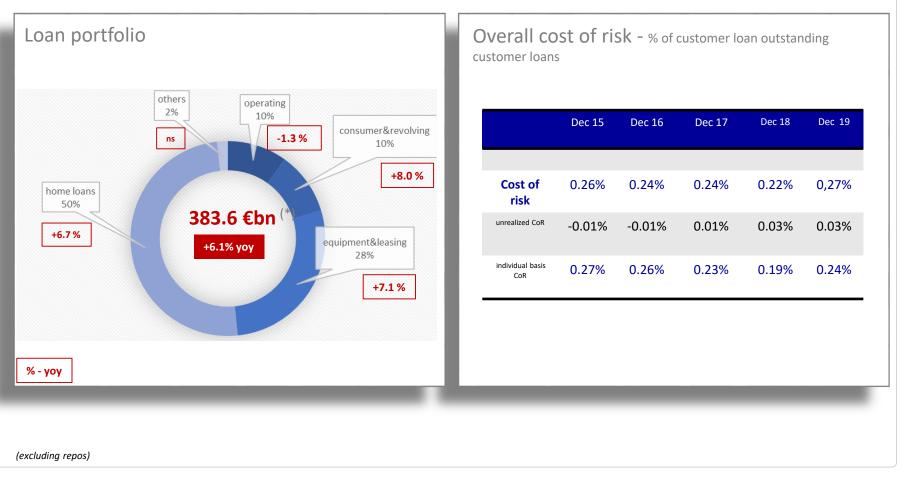




Loan portfolio: a low risk profile

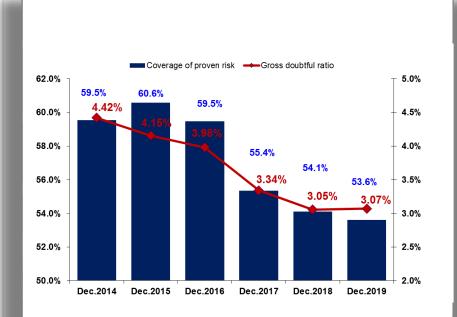
Loan outstanding amount to 383.6^(*) €bn up to +6,1% yoy

- → 191€bn home loans representing 50% of the total portfolio (with +6.7% increase)
- → consumer&revolving loans raised at +8.0% (10 % of the loan portfolio)
- → equipment&leasing an increase of 7.1% totalling more than 28% of total portfolio





Cost of risk still reflecting the good assets quality



NPL:

→ 12.079€bn (11,577 €bn as at Dec. 2018)

Total provisions for loan impairments : →1 8.444 €bn (8.019 €bn as at Dec. 2018)

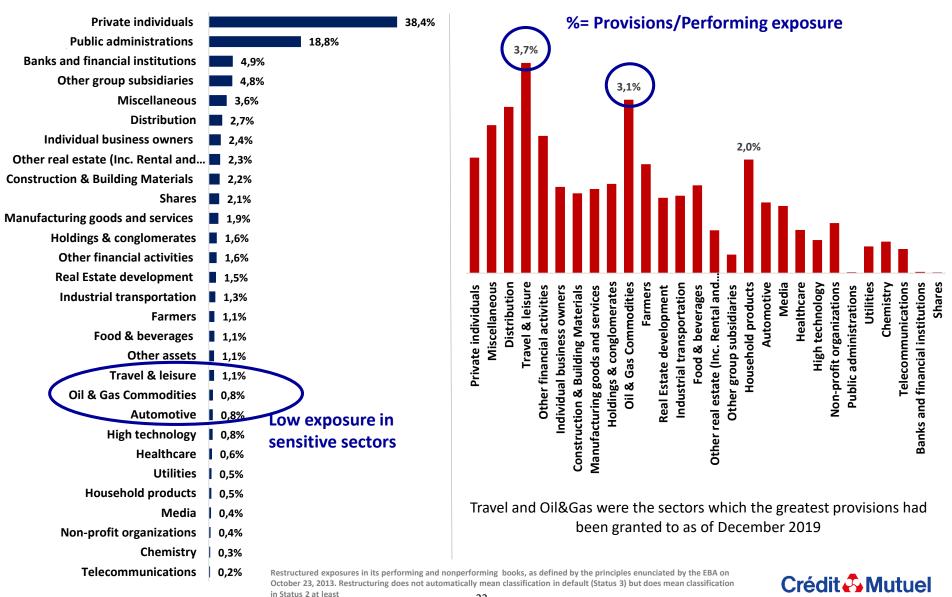
Cost of risk: → 1,061 €mn in 2019 (+157 €mn)

Gross doubtful loan ratio: \rightarrow 3.07 % as at Dec.2019 (3.05% Dec.2018)

Coverage of proven risk: \rightarrow 1 53.6% as at Dec.2019



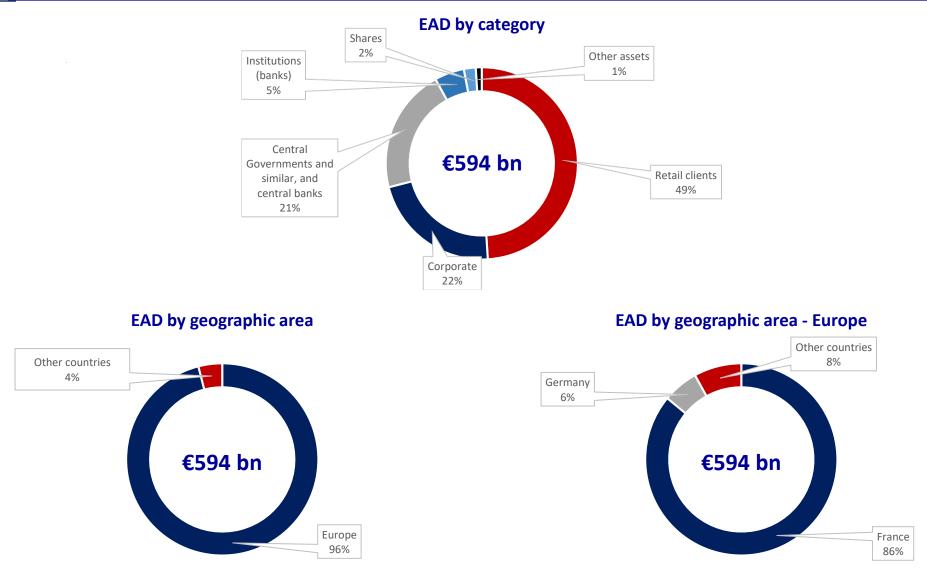
Credit quality of exposures by business sector or type of counterparty as of December 2019



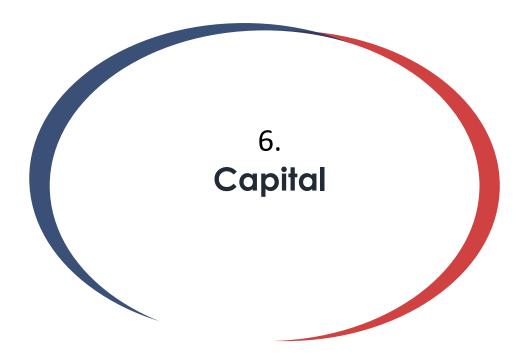
23

Alliance Fédéral

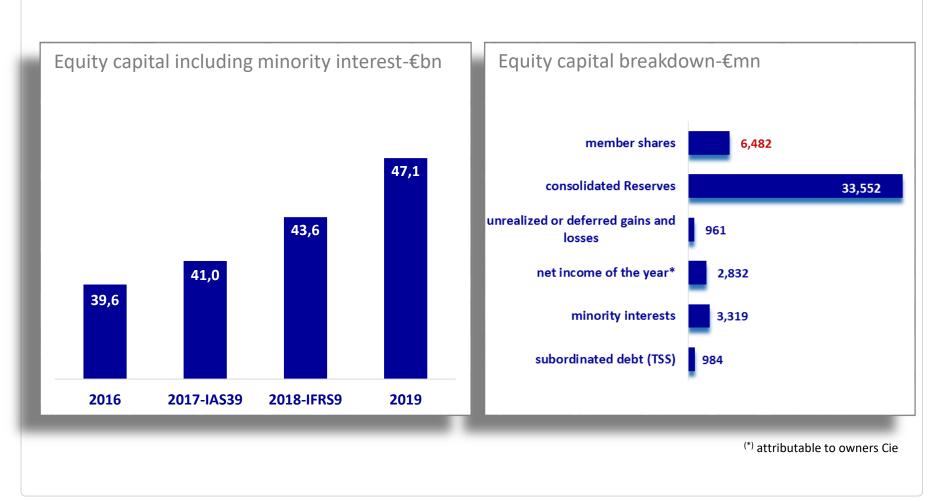
An Exposure at Default within solid regions and diversified activities as of December 2019





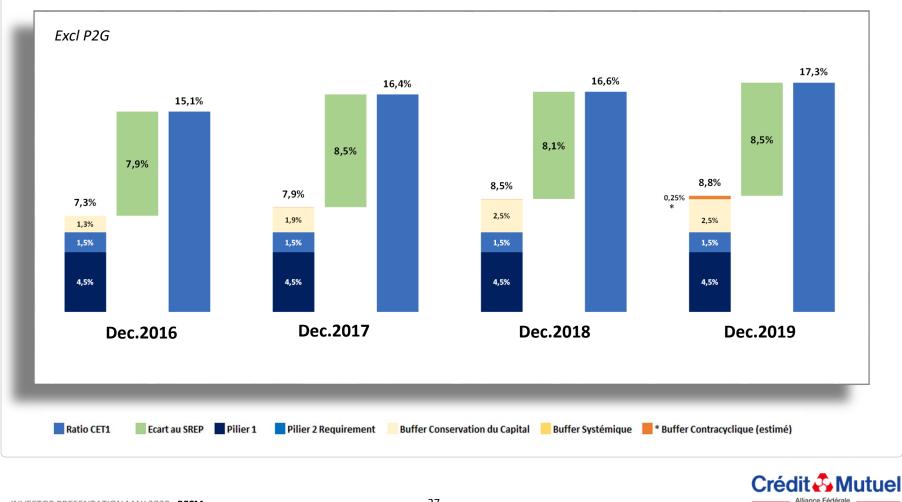








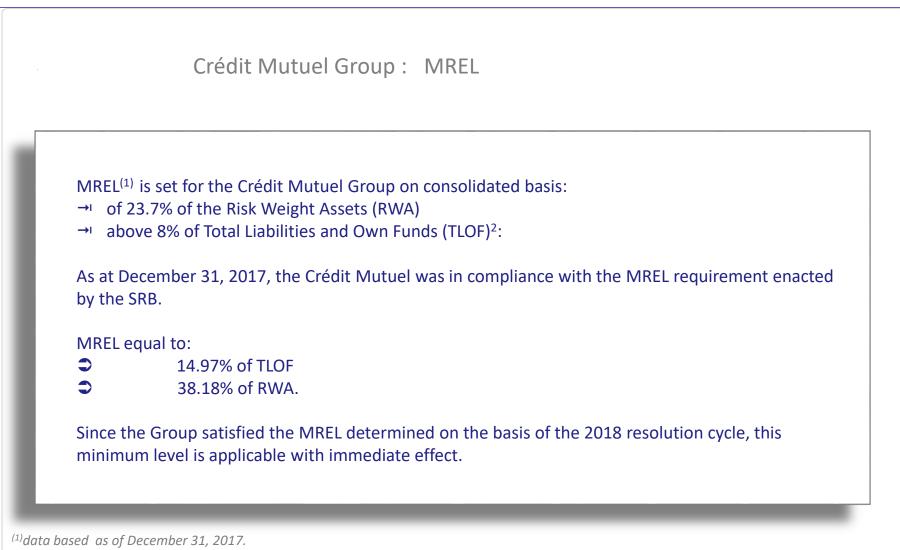
Crédit Mutuel Alliance Fédérale SREP CET1 ratio requirement & gap to actual-% (*) Fully loaded Basel III, as at Dec 2019



Fully loaded (FL) Basel III, Dec 2019 - Dec 2018 excluding transitional measures

	CE1	1 ratio FL				
	\rightarrow	as at Dec, 31st 2018:	16.6%	+70 bp		
	→	as at Dec, 31st 2019:	17.3%			
	Tot	al capital ratio FL				
	\rightarrow	as at Dec, 31st 2018:	19.7%	+70 bp		
	→	as at Dec, 31st 2019:	20.4%			
	Lev	erage ratio				
	\rightarrow	as at Dec, 31st 2018:	6.2%	+20 bp		
	→	as at Dec, 31st 2019:	6.4%			
					Dec 2019	Dec 2018
			CET1 EQUITY -	€mn	38,995	35,474
excl. transitional measures			RWA - € m	n	225,713	214,048





⁽²⁾ The requirement is equal to the default requirements publicly announced by the SRB, i.e. LAA=P1+P2R+CBR, RCA=P1+P2R, and MCC=CBR-125bp







Ratings

	RATINGS				
	MOODY'S	S&P ⁽³⁾	FITCH RATINGS ⁽²⁾		
Senior-Preferred-Unsecured	Aa3	Α	AA-		
Outlook ⁽¹⁾	stable	negative	negative		
Senior-Non-Preferred	Baa1	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) a3	Stand Alone Credit Profile (SACP) a	Viability Rating (VR) a+		
(1) Senior preferred (2)Following the COVID-19 crisis: IDR remains at A+, outlook re (3)Following the COVID-19 crisis: rating remains at A/A-1, outl	5				



Liquidity profile

Drivers of liquidity

Centralised management of funding & Assets-Liabilities:

- → strong approach of severe liquidity stress
- → significant buffer in anticipation of LCR guidance
- → high coverage of liquidtity gap

€bn	Dec 2019
Cash & deposits at Central Banks	66.4
LCR securities (after haircut LCR)	26.54
of which HQLA L1	21.1
Other central bank eligible assets	41.8
Total liquidity reserves	134.7

Strong capacity to generate liquidity

A solid deposit base:

- → customer deposit inflows remains strong up to +11.4%
- → Loan to deposit of 114.2% vs 121.9%

Access to stable sources of funding

- → diversified debt programs
- → international investors base

Funding policy management

- → promote MLT funding
- → internal reallocation of wholesale funding
- → strong liquidity buffer

LCR ^(*) 2019: 142.8% 2

2018: 131.2%

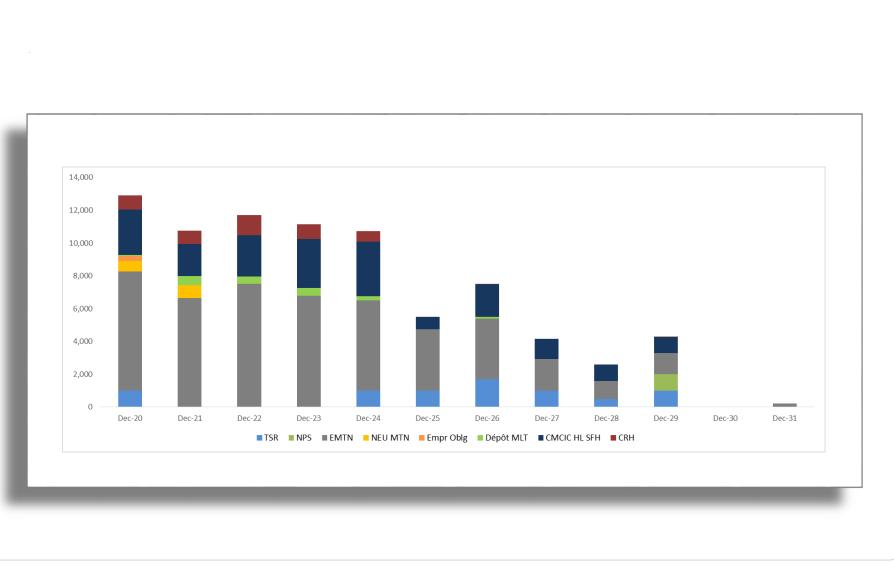
(*) year average



Medium-Long term funding policy



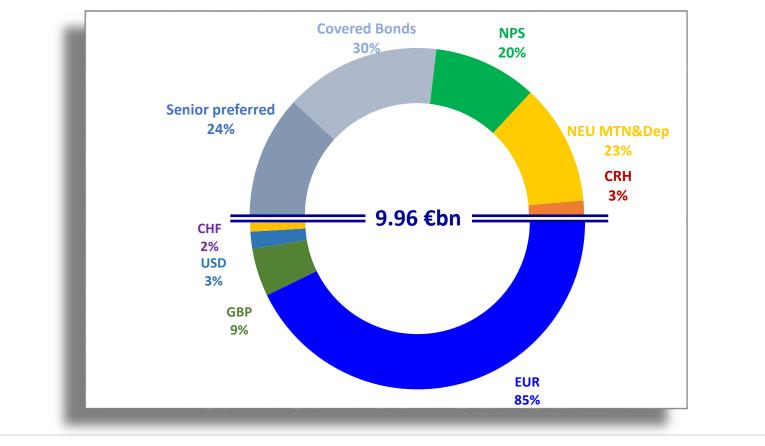
Redemption profile as at Dec 2019





2020 Funding program

- I5 €bn funding plan
- 9.96 €bn raised as at the 27th of May 2020
- 66% of funding plan completed
- 6.18 years maturity





2019 main public issues

Issued in	Туре	currency	amount	coupon	years	Maturity
Jan-19	Senior	EUR	1,250	0.75%	4+	Jun-23
Jan-19	Senior	GBP	400	2.25%	5	June-23
Jan-19	Secured	EUR	1,000	0.25%	5	Apr-24
Jan-19	Secured	EUR	1,000	1%	10	Jan-29
Fev-19	Senior	CHF	100	0.40%	5	Feb-24
Mar-19	NPS	EUR	1,000	1.75%	10	Mar-29
Apr-19	Senior	CHF	200	0.25%	6+	Jul-25
Apr-19	Senior	EUR	1,500	0.75 %	7	Jun-26
May-19	Senior	CHF	125	0.20%	7	Jun-26
June-19	Т2	EUR	1,000	1.875%	10	Jun-29
June-19	Senior	GBP	500	1.75%	5+	June-24
Jul-19	Senior	EUR	1,000	0.125 %	4+	Feb-24
Oct-19	Senior	GBP	250	1.5%	7	Oct-26
Oct-19	Senior	CHF	100	0.25%	10	Oct-29
Oct-19	Senior	YEN	130,000	0.25%/0.317%/0.423%	5/7/10	Oct-24/26/29
Nov-19	Senior	US	1,000/500	2.125%/2.375%	3/5	Nov-22/24



Issued in	Туре	currency	amount	coupon	years	Maturity
Jan-20	NPS	EUR	1,000	0.75%	10	Jan-30
Jan-20	Secured	EUR	1,250	0.125%	10	Jan-30
Fev-20	Senior	CHF	180	0.20%	8.75	Nov-28
Fev-20	Senior	GBP	600	1.25%	+5	Dec-25
Apr-20	Secured	EUR	1,750	0.125%	5	Apr-25
Jun-20	NPS	EUR	1,000	1.250%	10	Jun-30



8. Crédit Mutuel Alliance Fédérale **Social & Mutualist Responsability**



As a committed and socially responsible player

Crédit Mutuel Alliance Fédérale develops

a policy of Social & Mutualist Responsability

SMR

having Sustainable Development Goals in

- Members & customers
- Governance
- Social
- Mutual identity
- Environmental

some examples:

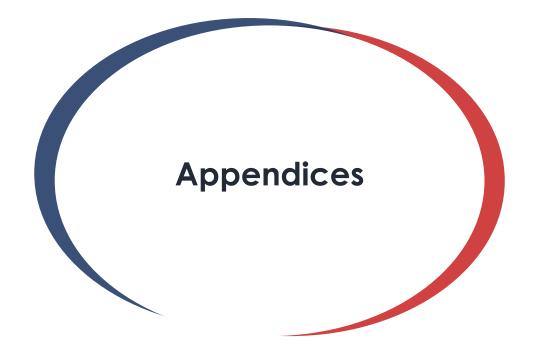
- → banking inclusion, risk management
- → effectiveness, coop governance
- → 100% digital employees training
- → gender equality
- → +90% of members
- → reducing Crédit Mutuel Alliance Fédérale carbon footprint with 30% goal
- → 30% increase in funding for climate-impact projects





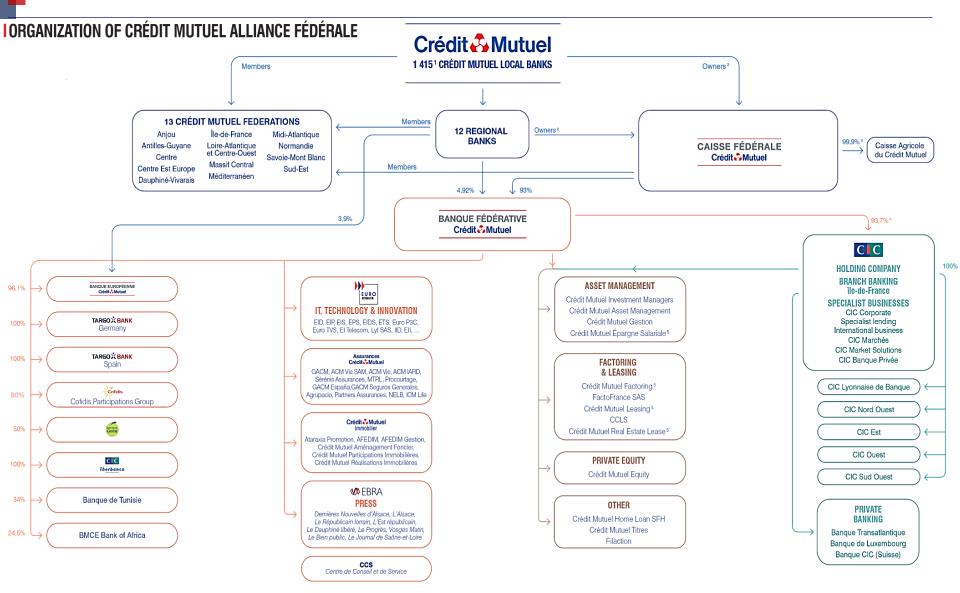
SMR policy: 5 goals-15 involments-250 projects







Organization of Crédit Mutuel Alliace Fédérale



³ As at January 1, 2020.² The Crédit Mutuel local and regional banks control 99.86%.³ The remainder is held by the 13 Crédit Mutuel Federations. ⁴ The remainder is held by Mutuelles Investissement. ⁵ Subsidiaries majority owned by CIC.

Results by business lines



(in € million)	2019	2018	change
Net banking income	10,537	10,284	+2.5%
General operating expenses	(6,607)	(6,495)	+1.7%
Gross operating income	3,929	3,789	+3.7%
Net additions to/reversals from provisions for loan losses	(913)	(867)	+5.3%
Operating income	3,016	2,922	+3.2%
Net gains/(losses) on other assets and ECC ¹	(4)	6	n.s.
Profit/(loss) before tax	3,012	2,928	+2.9%
Income tax	(1,042)	(1,039)	+0.2%
Net profit/(loss)	1,971	1,889	+4.3%

¹ ECC = equity consolidated companies = share of net profit/(loss) of equity consolidated companies.



Insurance

(in € million)	2019	2018	change	
Net insurance income	1,778	1,822	-2.4%	
General operating expenses	(629)	(584)	+7.7%	
Gross operating income	1,149	1,238	-7.2%	
Net gains/(losses) on other assets and ECC ¹	97	28	n.s.	
Profit/(loss) before tax	1,246	1,267	-1.6%	
Income tax	(374)	(423)	-11.6%	
Net profit/(loss)	873	844	+3.4%	

¹ ECC = equity consolidated companies = share of net profit/(loss) of equity consolidated companies.



(in € million)	2019	2018	change
Net banking income	572	551	+3.8%
General operating expenses	(413)	(375)	+10.1%
Gross operating income	159	176	-9.6%
Net additions to/reversals from provisions for loan losses	6	(16)	n.s.
Operating income	165	160	+2.9%
Net gains/(losses) on other assets and ECC ¹	2	26	n.s.
Profit/(loss) before tax	166	186	-10.8%
Income tax	(33)	(47)	-30.2%
Net profit/(loss)	133	139	-4.2%

¹ ECC = equity consolidated companies = share of net profit/(loss) of equity consolidated companies.

The companies that make up this business line operate both in France and abroad through CIC Banque Transatlantique, its subsidiaries and branches (Banque Transatlantique Luxembourg, Banque Transatlantique Belgium, Banque Transatlantique London), Banque de Luxembourg and Banque CIC Suisse.



(in € million)	2019	2018	change
Net banking income	383	395	-3.0%
General operating expenses	(121)	(112)	+7.8%
Gross operating income	263	283	-7.3%
Net additions to/reversals from provisions for loan losses	(139)	9	n.s.
Profit/(loss) before tax	124	292	-57.5%
Income tax	9	(75)	n.s.
Net profit/(loss)	133	217	-38.5%

The corporate banking business line provides services to large corporate and institutional customers, based on a comprehensive approach to their requirements, both in France and at CIC's foreign subsidiaries (London, Brussels, New York, Singapore and Hong Kong). It also supports the corporate networks' work on behalf of their major customers, and contributes to the development of international business and the implementation of specialized financing (acquisitions, assets, projects).



(in € million)	2019	2018	change
Net banking income	337	244	+38.0%
General operating expenses	(226)	(212)	+6.8%
Gross operating income	111	32	x 3.4
Net additions to/reversals from provisions for loan losses	(3)	(1)	n.s.
Profit/(loss) before tax	108	31	x 3.4
Income tax	(28)	(11)	n.s.
Net profit/(loss)	80	20	x 3.9

The capital markets activities of Crédit Mutuel Alliance Fédérale, grouped under the names CIC Marchés and CIC Market Solutions, are recorded in the accounts of CIC. They include the fixed-income, equities and credit investment business line and the commercial markets business (CIC Market Solutions) in France and in the branches in New York and Singapore.



Private Equity

(in € million)	2019	2018	change
Net banking income	265	278	-4.7%
General operating expenses	(51)	(50)	+3.6%
Gross operating income	214	229	-6.5%
Net additions to/reversals from provisions for loan losses	-	1	n.s.
Profit/(loss) before tax	214	230	-6.9%
Income tax	(1)	1	n.s.
Net profit/(loss)	213	231	- 7 .6%

This business activity is carried out by Crédit Mutuel Equity. Based in Paris, it also has offices in Lyon, Nantes, Lille, Bordeaux and Strasbourg, maintaining close local ties to its customers while entering a phase of gradual international development.



(in € millions)	2019	2018	change
Net banking income	1,806	1,712	+5.5%
General operating expenses	(1,587)	(1,492)	+6.4%
Gross operating income	219	220	-0.4%
Net additions to/reversals from provisions for loan losses	(5)	(8)	-38.8%
Operating income	214	212	+1.1%
Net gains/(losses) on other assets and ECC ¹	(23)	(29)	-22.9%
Profit/(loss) before tax	192	183	+4.9%
Income tax	(69)	(78)	-12.3%
Net profit/(loss)	123	104	+17.8%

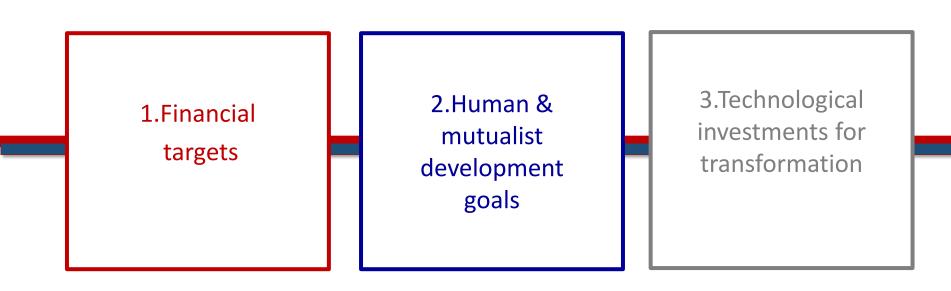
¹ ECC = equity consolidated companies = share of net profit/(loss) of equity consolidated companies..



2019-2023 Strategic plan



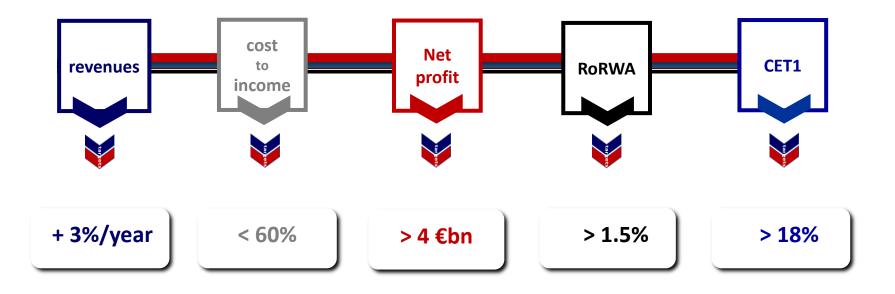
2019-2023 : Strategic plan in a nutshell







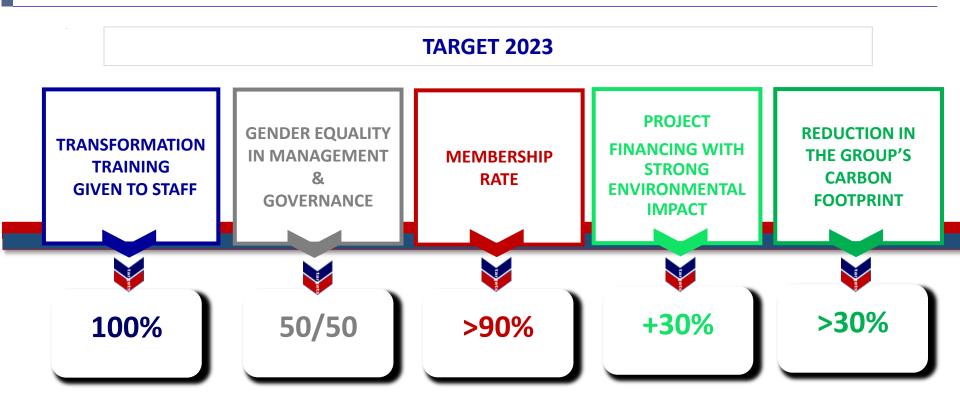
TARGET 2023^(*)



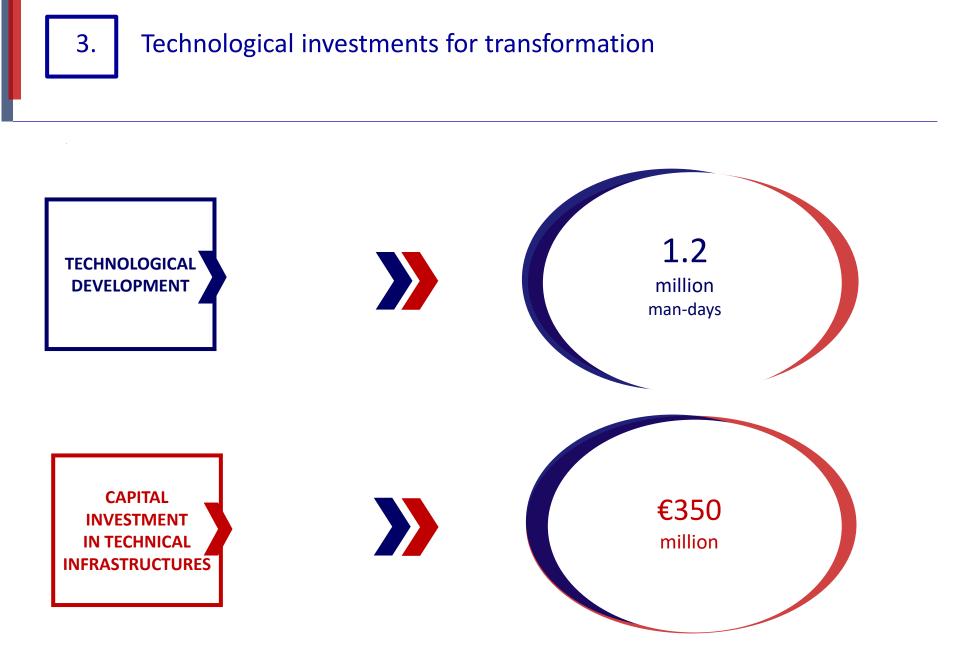
(*) all other things being equal/at a constant regulatory scope



2. Human & mutualist development goals





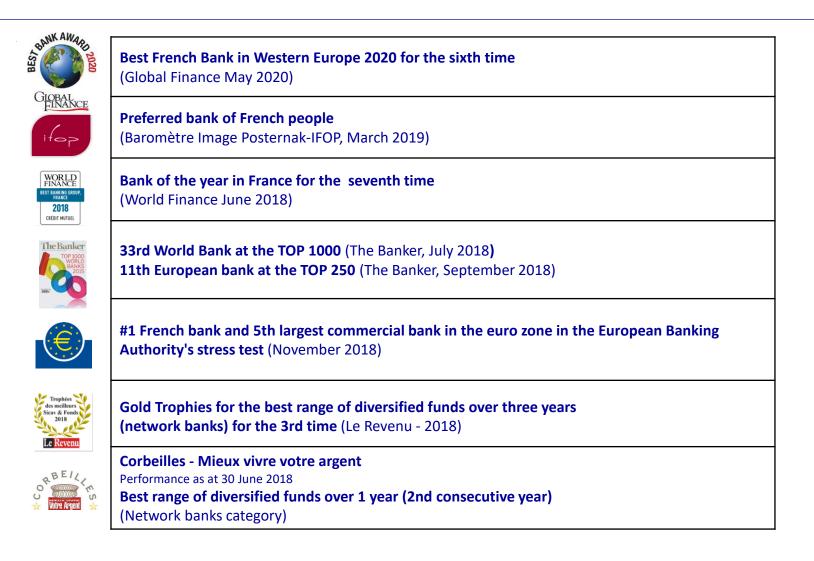








Awards





BANQUE FÉDÉRATIVE Crédit 🖧 Mutuel

issuers'website:

www.bfcm.creditmutuel.fr www.creditmutuel-homeloansfh.eu

Crédit 🖧 Mutuel Home Loan SFH

Contact details: Sandrine Cao-Dac Viola Head of Investor Relations sandrine.caodac@creditmutuel.fr +33 (0) 1 40 16 28 13