



## HIGHLIGHTS



**CRÉDIT AGRICOLE**  
CORPORATE & INVESTMENT BANK

# CREATING VALUE FOR OUR CLIENTS

## 4,936\*

MILLION EUROS IN CIB  
NET BANKING INCOME  
IN 2016

## 1,182\*

MILLION EUROS IN CIB  
NET INCOME GROUP  
SHARE IN 2016

## 7,395\*

EMPLOYEES (FTE)

## 32\*

COUNTRIES

## 1,150\*

CORPORATE CLIENTS

## 525\*

FINANCIAL INSTITUTION  
CLIENTS

Crédit Agricole CIB is the Corporate and Investment Bank of the Crédit Agricole Group, the world's 11<sup>th</sup> banking group in terms of Tier 1 capital (*The Banker*, July 2016).

## CRÉDIT AGRICOLE GROUP

SERVING  
CORPORATES  
AND FINANCIAL  
INSTITUTIONS

A COMPREHENSIVE  
OFFER DRAWING  
ON WORLD-  
RENOWNED  
EXPERTISE

### BREAKDOWN OF OUR CLIENTS

30%  
financial institutions

70%  
corporates

### BREAKDOWN OF OUR ACTIVITIES

51%  
capital markets  
and investment

49%  
financing

### INVESTMENT BANKING

Advisory activities related to stocks  
and securities issuance

Structuring and selling transactions  
involving equity derivatives

Activities dedicated to mergers and acquisitions

### GLOBAL MARKETS DIVISION

Credit

Interest rate derivatives

Structuring and product development

Foreign exchange

### COMMERCIAL BANKING

Cash management

Transactional commodity finance

Syndicated loans

International trade financing

### TREASURY DIVISION

Short term liquidity management

Bank short term refinancing

### STRUCTURED FINANCE

Aircraft and rail financing

Shipping financing

Real estate and hotels

Project financing

\* EXCLUDING PRIVATE BANKING

With a presence in 32 countries, Crédit Agricole CIB provides its clients with a range of products and services in market activities, investment banking, structured finance and commercial banking.

## CORPORATE AND INVESTMENT BANK

ROOTED  
IN EUROPE WITH  
GLOBAL AMBITIONS

BACKED  
BY CRÉDIT AGRICOLE  
GROUP

WITH A LOW-RISK  
STRATEGY AND SOLID  
SOLVENCY RATIOS

### BREAKDOWN OF OUR NBI BY REGION

**64%**  
Europe

**18%**  
Americas

**16%**  
Asia-Pacific

**2%**  
Middle East  
and North Africa

### CRÉDIT AGRICOLE S.A. RATINGS

short term long term

Standard & Poor's  
December 2015

**A-1**

**A**  
stable outlook

Fitch Ratings  
May 2017

**F1**

**A+**  
stable outlook

Moody's  
July 2016

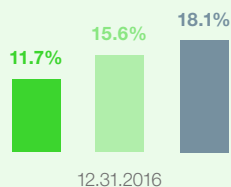
**P-1**

**A1**  
stable outlook

### AVERAGE VAR IN 2016:

**€13m**  
for Crédit Agricole CIB  
compared with the average  
of its French peers of  
**€21m**

### SOLVENCY RATIOS



■ CET 1 Ratio ■ Tier 1 solvency ratio ■ Overall solvency ratio

# A NETWORK OF EXPERTS ALL OVER THE WORLD

Our international network allows us to support our clients, corporates and financial institutions, in every region. In Europe, the Americas, Asia-Pacific, the Middle East or globally, numerous awards recognise our teams' expertise and professionalism.

## WORLDWIDE

**Transport finance house of the year**  
(*Global Transportation Finance*)

-

**Rail Finance House of the year 2011, 2012, 2014, 2015, 2016** (*Global Transport Finance*)

-

**Airport House of the Year**  
(*Global Transportation Finance*)

-

**Global Bank of the Year award  
for the Infrastructure & Energy team**  
(*Infrastructure Investor*)

-

**#2 Bookrunner worldwide,  
All Financial Bonds in Euros**  
(*Thomson Financial 12/31/2016*)

**#4 Bookrunner worldwide,  
All international Investment grade in Euros**  
(*Thomson Financial 12/31/2016*)

-

**#2 Bookrunner – Green bonds – World**  
(*Crédit Agricole CIB*)

-

**#5 Arranger of financing backed by export  
credit agencies – World** (*Dealogic 12/31/2016*)

-

**#1 Bookrunner – Aircraft financing in 2015  
and 2016 – World**  
(*Air Finance Journal, April 2016*)

-

**#4 Arranger – Project finance – World**  
(*Thomson Financial 12/31/2016*)



## IN ASIA PACIFIC

**Asia-Pacific Bank of the Year** (*Airline Economics*)

-

**+ 20 TIERS IN THE RANKINGS**

**Crédit Agricole CIB improved in the rankings for EUR/USD/JPY  
issues for investment grade Asian issuers (excl. Japan)**  
(*Bloomberg*)

-

**+ 11 TIERS IN THE RANKINGS**

**for Crédit Agricole CIB as bookrunner for syndicated loans  
(excl. Japan & Australia) –** (*Thomson Reuters*)

-

**Best provider of RMB-linked Structured Products – Structured  
Products Awards for Excellence 2016 from Asian Private Banker**

## IN EUROPE

**European Bank of the year**  
(PFI Awards 2016)

-

**First bookrunner in the Euro private placement market** (Dealogic)

-

**First bookrunner for ABCP securitisation in Europe** (CPWare)

-

**European Bank of the year 2016 for aircraft finance** (Airline Economics)

-

**Best Arranger of Euro Private Placements** (GlobalCapital)

-

**Covered Bond Euro House** (IFR Awards)

-

**European Project Finance House of the Year** (Project Finance International)

**16 COUNTRIES**



**#5 in France – Bookrunner – Global Equity**  
(Thomson Financial 12/31/2016)

-

**#4 in France – Advisory – Mergers & Acquisitions**  
(Thomson Financial 12/31/2016, any French involvement)

-

**#1 Bookrunner – ABCP securitisation – Europe**  
(CP Ware & Banque de France)

-

**#2 Syndication activities – France**  
(Thomson Financial 12/31/2016)

-

**#1 in Euro Private Placements – Europe**  
(Dealogic 12/31/2016)

**5**

**COUNTRIES**

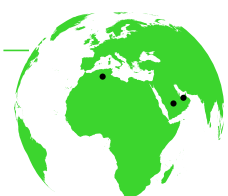


## IN AMERICAS

**#3 in terms of the number of loans linked to project finance in the Americas**  
(Thomson Reuters)

**3**

**COUNTRIES**



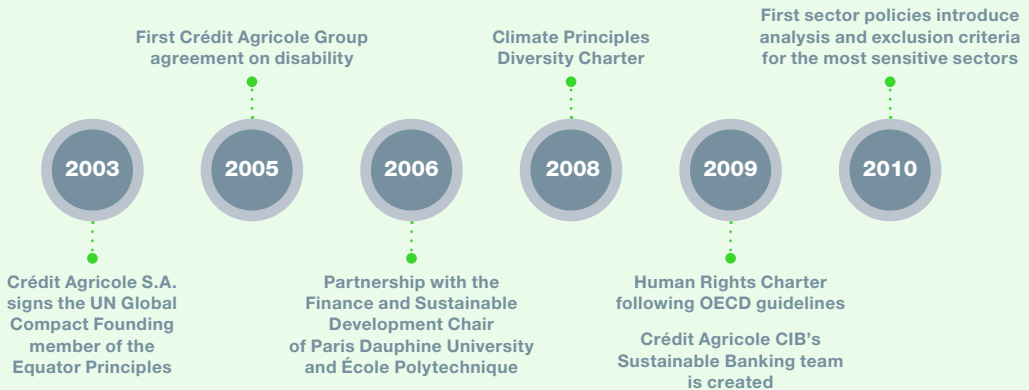
## IN NORTH AFRICA AND IN MIDDLE EAST

**#13 in the Thomson Reuters CIB rankings for market share**

# OUR CSR COMMITMENTS

The fight against climate change has been a priority for Cr dit Agricole CIB since 2003. Our teams are proud of this commitment and of our expertise in financing the energy transition.

The Bank started financing the first wind farms in 1997, but the first significant commitment was made in 2003 when the Bank signed the Equator Principles. Since then Cr dit Agricole CIB has become the world expert in terms of socially responsible finance.



## OUR AWARDS





## IN 2016



---

## CRÉDIT AGRICOLE CIB 2016

12, place des États-Unis CS 70052  
92547 Montrouge Cedex - France  
Phone: +33 (0)1 41 89 00 00

CA-CIB.COM




Crédit Agricole CIB



Crédit Agricole CIB



@CA\_CIB   
@CA\_CIB\_EN 