

HIGHLIGHTS

THE FUNDAMENTALS

A BALANCED BUSINESS MODEL

€4,587 M

Underlying* Net Banking
Income in 2017

€1,286 M

Underlying* Net income,
Groupe Share in 2017

8,000

employees (EFT)

7,700

clients

34

locations
around the world

* For the details of the
underlying, read the
Registration document,
Chapter 4.1.3 Consolidated
Net Income

A STRONG
CORPORATE
AND INVESTMENT BANK

SERVING
ITS GLOBAL CLIENTS

Its clients in France and abroad
are multinational companies, medium-sized
companies and financial institutions.

7,700

CORPORATE CLIENTS
AND FINANCIAL INSTITUTIONS

Among which 1,600

PRIORITY CLIENTS

(1,100 corporates and 500 financial institutions)

For several years, Crédit Agricole CIB has changed considerably and has become more efficient and profitable. Its strategy was redefined following a business model that combines a coordinated and selective commercial approach, a moderate risk strategy and greater synergies with the Crédit Agricole Group.

	Standard & Poor's October 2017	Fitch Ratings December 2017	Moody's July 2017
short term	A-1	F1	P-1
long term	A positive outlook	A+ stable outlook	A1 stable outlook

BUILDING ON STRONG EXPERTISE

- **4th** for corporate syndicated loans in EMEA countries
(Thomson Financial -12.31.2017)
- **7th worldwide** for project finance and 2nd in EMEA
(Thomson Financial - 12.31.2017)
- **5th** for LBO financings in Western Europe
(Thomson Financial -12.31.2017)
- **6th** for international trade finance
(Dealogic -12.31.2017)
- **1st worldwide** for green bond issues
(Bloomberg -12.31.2017)
- **3rd worldwide** for financial bond issues
(Thomson Financial -12.31.2017)
- **5th** for M&A in France
(Thomson Financial -12.31.2017)

WITH A MODERATE RISK

AVERAGE VAR IN 2017:

€8 M

for Crédit Agricole CIB

AVERAGE VaR for FRENCH PEERS

€19 M

GLOBAL PRESENCE

A NETWORK OF EXPERTS IN 34 COUNTRIES

Crédit Agricole CIB, the Corporate and Investment Bank of the Crédit Agricole Group, offers its clients – corporates and financial institutions – a wide range of products and services in global markets, investment banking, structured finance, international trade and transaction banking business lines.

The Bank has a global presence – Europe, Americas, Asia-Pacific, Middle East and North Africa –, with staff of nearly 100 different nationalities. Crédit Agricole CIB provides all the know-how of an international corporate and investment bank. These diverse areas of expertise allow the teams to support their clients and meet their financial requirements in the major international markets.



EUROPE – 16 COUNTRIES

- Austria
- Belgium
- Finland
- France
- Germany
- Greece
- Italy
- Luxembourg
- Netherlands
- Norway
- Portugal
- Russia
- Spain
- Sweden
- Switzerland
- United Kingdom



AMERICAS - 7 COUNTRIES

- Argentina
- Colombia (2018)
- Brazil
- Mexico
- Canada
- United States
- Chile (2018)

MIDDLE EAST & NORTHAFRICA - 2 COUNTRIES

- Algeria
- United Arab Emirates

ASIA PACIFIC - 9 COUNTRIES

- Australia
- Japan
- China
- Singapore
- Hong Kong
- South Korea
- India
- Taiwan
- Indonesia

COMMITMENT

A USEFUL AND RESPONSIBLE BANK

100













BILLION EUROS

For the COP23, Crédit Agricole CIB has defined more demanding goals with the structuring of 100 billion euros in green financings between December 2015 and the end of 2020.

Best Bank in green capital and socially responsible investment

For the 4th consecutive year Crédit Agricole CIB received the award for the Best Bank in green capital and socially responsible investment by GlobalCapital magazine. This performance demonstrates our customers trust and the full commitment of all Crédit Agricole CIB's teams in favour of climate finance.

OUR AWARDS IN 2017

 <p>AIRPORT FINANCE HOUSE OF THE YEAR</p> <p>2012, 2014, 2015, 2016, 2017</p>	 <p>ASIA SRI DEALER OF THE YEAR</p>	 <p>EDITOR'S AWARD</p> <p>GREEN/SRI DEBT LEADERSHIP</p>	 <p>EURO PP DEALER OF THE YEAR</p>	 <p>BEST TRADE BANK IN WESTERN EUROPE</p>	 <p>SRI BOND HOUSE</p>
 <p>SRI BOND</p> <p>FRANCE - AGENCE FRANCE TRÉSOR €7BN 22-YEAR GREEN BOND</p>	 <p>SSAR BOND</p> <p>FRANCE - AGENCE FRANCE TRÉSOR €7BN 22-YEAR GREEN BOND</p>	 <p>EURO BOND</p> <p>FRANCE - AGENCE FRANCE TRÉSOR €7BN 22-YEAR GREEN BOND</p>	 <p>EUROPE INVESTMENT-GRADE CORPORATE BOND</p> <p>VOLKSWAGEN €3.5BN HYBRID BOND</p>	 <p>LATIN AMERICA BOND</p> <p>PEMEX €4.25BN TRIPLE-TRANCHE BOND</p>	 <p>SYNDICATED LOAN DEAL OF THE YEAR</p> <p>CEMEX USD 4.05BN TERM LOANS AND REVOLVING FACILITIES</p>

MAIN CLIMATE FINANCE COMMITMENTS

2003

Crédit Agricole S.A. signs the UN's Global Compact
Crédit Agricole CIB, co-founding member of the Equator principles

2008

Membership to the Climate Principles

2009

Charter of Human Rights based on OECD guidelines
Sustainable Banking team created within Crédit Agricole CIB

2010

First sector policies with analysis and exclusion criteria for the most sensitive sectors

2011

Development of an innovative methodology to quantify greenhouse gas emissions created by the Bank's loans and investments thanks to the partnership established in 2006, with the Finance and Sustainable Development Chair of Paris-Dauphine University

2014

Co-author of the Green Bond Principles
Crédit Agricole CIB, number 1 worldwide for green and sustainable bonds in euros and in dollars and remains among the leaders ever since

2015

First European bank to have made the commitment to cease financing coal mines or coal-fired power plants in high revenue countries
Commitment made on the side-lines of the COP 21 to structure 60 billion dollars in green loans between the end of 2015 and the end of 2018

2016

Co-author of the Social Bonds Principles
Commitment to cease financing new coal-fired power plants in all countries

2017

Oil and gas sector policy strengthened
Climate dimension taken into account in the CSR scoring of corporate clients
Commitment taken on the side-lines of the COP23 to structure 100 billion euros in green financings between the end of 2015 and the end of 2020
Commitment to no longer finance the least energy-efficient oils and the most dangerous ones for the environment

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