



CRÉDIT AGRICOLE ITALIA GREEN COVERED BOND

EEMI BAUHAUS EVENT – 29 March 2021



CRÉDIT AGRICOLE GROUP IN ITALY

We are present with all business lines

Key in Italy

4,6 millions
Customers

~ 14.000
Employees

17 Entities
presence on all business lines

1.200 Branches
(Banks and Agos)

3,4 Bn €
Revenues

737 Mm €
Net Income

270 Bn €
Total customer assets*

78 Bn €
Loans
outstanding

Business Model and ranking



Ranking

- 7° **Commercial Bank**
(by number of branches and intermediated assets)
- Top 3 **Customer Credit** (Agos and FCA Bank)
- 3° **Asset Management**
- 6° **Bankassurance**
(life insurance)

Business model fully realised in Italy, that represents the second market of the Group (after the France)



3

* Including "non-Group" Amundi AUM and CACEIS assets under custody

Data at 31.12.2020

CRÉDIT AGRICOLE GROUP | ITALIA

CRÉDIT AGRICOLE ITALIA BANKING GROUP

Dynamic commercial activity, profitability in constant progression

Key numbers

TOTALS

130,4 Bn €

Total Funding

AuM +5% vs dec-19
Direct f. +10,6% vs dec-19

50,2 Bn €

Loans to Customers**

+7,6% vs dec-19

1.894 Mm €
Revenues
-3% y/y

19,7%
Total Capital Ratio

84 bps
Cost of Credit***

206 Mm €
Net income*
-34% y/y

14,0%
CET 1 (fully loaded)

Baa1 highest level of the Italian banking system
Rating****

Constant attention to credit quality and high levels of liquidity

51,2
NPL Coverage Ratio (%)

242%
Liquidity Coverage Ratio

Presence on the territory

More than
2 million
of customers

11 Regions
of presence



Around **9 800**
employees

3,63%
Market share on branches *****

5,4%
Market share on Mortgage Loans *****

The Group positions itself as a proximity bank, covering all market segments



RETAIL, with 871 branches and 61 business centers



PRIVATE, con 23 mercati e 18 distaccamenti



BANCA D'IMPRESA, with 28 markets and 9 detachments, 1 area large corporate



FINANCIAL ADVISORS, WITH 13 markets

CRÉDIT AGRICOLE ITALIA COVERED BOND PROGRAMME

Covered Bond Milestones

- ❑ 2013: Crédit Agricole Italia Covered Bond Programme of €8bn created
- ❑ 2014: Inaugural market issue of €1bn
- ❑ 2018: Programme extended to €16bn
- ❑ Currently outstanding: €1.75 bn retained Covered Bond; €8.25 bn market Covered Bond
- ❑ 2021: Inaugural Green Covered Bond

The covered bonds issued by Crédit Agricole Italia are rated Aa3 by Moody's

Crédit Agricole Italia Green OBG

- Crédit Agricole Italia will issue the first green Covered Bond on the Italian market:
 - within the existing Covered Bond Programme of Crédit Agricole Italia
 - under the existing Green Framework of Crédit Agricole Group, with the addition of a specific Appendix prepared by Crédit Agricole Italia (with a focus on eligibility criteria for Green Residential Real Estate)
 - with a Second Party Opinion provided by VIGEO

CRÉDIT AGRICOLE ITALIA COVERED BOND PROGRAMME

Structural features and structure overview

The Programme

- ❑ €8 bn Covered Bond Programme: first issue in July 2013, with a €2.7 bn retained issue (liquidity reserves)
- ❑ November 2014: €2.7 bn retained issue partially cancelled (€1.5bn); December 2014: € 1.0 bn market issue 7 year maturity
- ❑ September 2015: € 1.0 bn market issue 7 year maturity
- ❑ October 2016: Double tranche market issue of € 0.75 bn each, maturity of 8 and 15 years
- ❑ March 2017: Double tranche market issue of € 0.75 bn each, maturity of 8 and 12 years; December 2017: € 0.75bn market 8 year maturity
- ❑ January 2018: € 0.5 bn market issue 20 year maturity
- ❑ Programme extended to 16 bn
- ❑ March 2019: Market issue maturity of 8 years and retained issue of € 0.75 bn each
- ❑ January 2020: Double tranche market issue of €0.50 bn with 8 year maturity and €0.75 bn with 25 year maturity; April 2020: retained issue of €0.50 bn with 4 year maturity; July 2020: expiry of the first retained issue (€ 1.2 bn) and retained issue of € 0. 5 bn with 3 year maturity
- ❑ March 2021: Green market issue of €0.50 bn with 12 year maturity
- ❑ Currently outstanding: €10.5 bn of which €1.75 bn retained Covered Bond; €8.75 bn market Covered Bond
- ❑ Current rating: Aa3 from Moody's

Cover pool

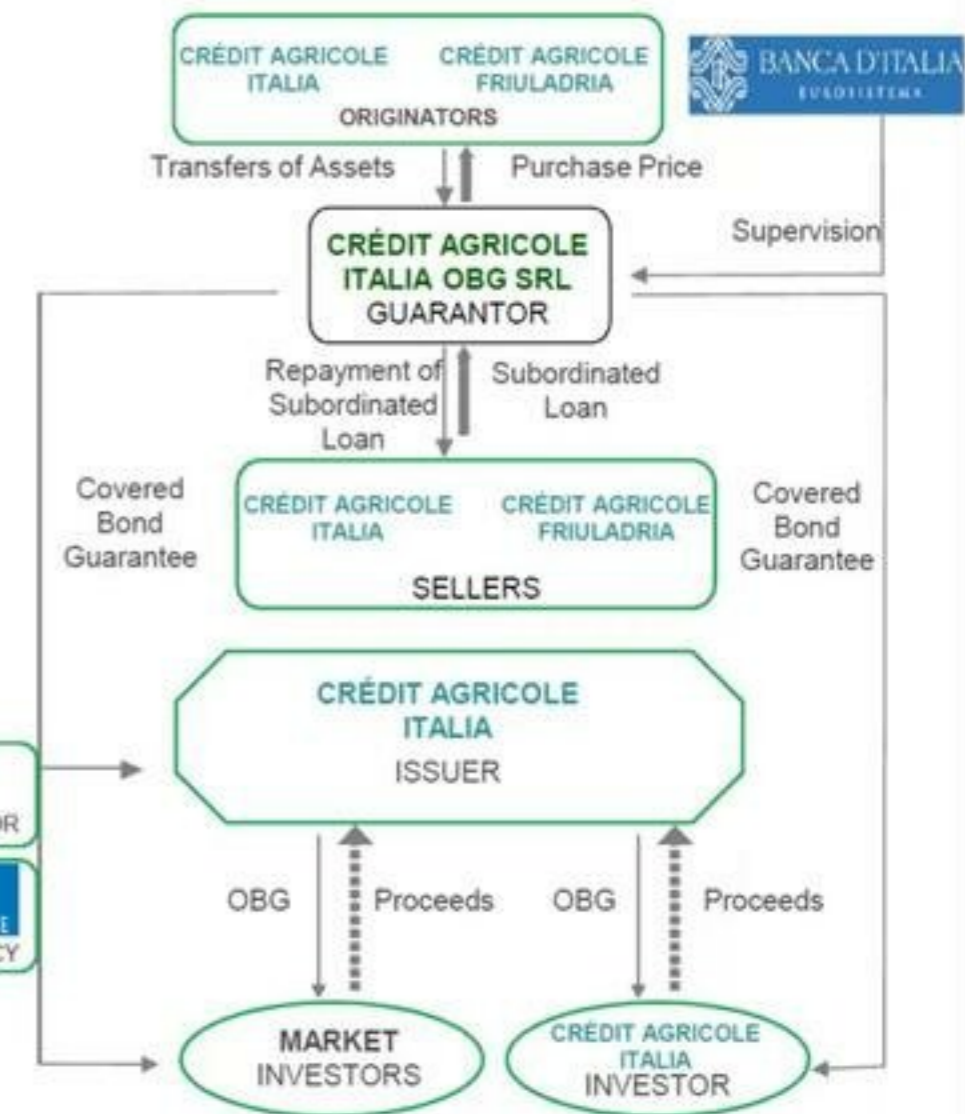
- ❑ Mortgage loans transferred to Crédit Agricole Italia OBG srl
- ❑ Self-originated mortgage loans by Crédit Agricole Italia Banking Group and originated by branches purchased from Intesa San Paolo
- ❑ Property located in Italy
- ❑ No arrears on the transfer date
- ❑ Current cover pool: 85% residential mortgage loans and 15% substitute assets* (cash)
- ❑ No ABS and commercial mortgage loans (by prospectus)

Over-collateralisation

- ❑ 7.5% committed over-collateralisation (OC)
- ❑ Current OC 15%

Monitoring

- ❑ BDO Italia: Asset Monitor reporting to Bank of Italy



*Substitute Assets: liquidity generated by repayment of mortgages and deposited on the accounts of the SPV.

CRÉDIT AGRICOLE IN ITALY AND SUSTAINABILITY

Green and Sustainability at heart of Group DNA: Group initiatives and projects

What does Sustainability mean in the CA Group in Italy?

A sustainable commercial offer



« Green & Climate Finance »

CACIB : 1* Green Bond Arranger & Bookrunner in Italy, Top 3 Bookrunner for Italian FI bonds, Green Loans for projects certified ESG

Socially Responsible Investments

AMUNDI : By the end of 2021 100% of the 1.500 billions managed by Amundi globally will be managed according to ESG criteria; in Italy Amundi already manages €300 billion in socially responsible investments

In 2020: In the annual assessment of the Principles for Responsible Investment, Amundi obtains the highest grade (A+) for its ESG strategy



Products and services « Green »

CA ITALIA / CA LEASING : Facilitated financing for renewable energy projects (installation of solar panels, activation of biogas plants, wind, hydroelectric, geothermal)

BANCASSURANCE : covers focused on sustainable mobility needs; Foraggio SAT covers

AGOS Funding for individuals to purchase electric or hybrid vehicles; automakers

In 2020: Leasys Mobility Store opens inside agencies

Crédit Agricole Italia, dedicated offers for car rental hybrid and electric cars



Green behaviors adopted by employees



Adoption of a code of conduct and CRS



Sustainable building

Four locations «Leed Platinum Certificated»:

- Green Life di CA ITALIA (Parma)
- Leasys (Rome)
- AMUNDI (Milan)
- Green Life 280 di Agos (Milan)

Supplier Sustainability

ECO VadisGold certification for responsible purchasing policies



Training for students

Training activities for young people on financial topics (Banking Group and AGOS)

A crowdfunding tool



Tool as a meeting point between subjects of the third sector, looking for funds to implement their idea for the benefit of the community, and those who aspire to support their projects: a bridge that facilitates the relationship of the parties and enables the growth of the territories

In 2020: Crédit Agricole For Future group initiative to support education and training projects



Emergency Covid-19

In 2020: a Group effort of more than 2,5 euro millions



In addition to numerous initiatives to provide concrete help from the very first weeks, the Group supported the Italian Red Cross in particular by donating 1 million euros for the purchase of equipment and vehicles. The crowdfunding portal raised 500 thousand euros.

CRÉDIT AGRICOLE ITALIA AND SUSTAINABILITY

How our commitment is realized: Driver and principle activities

WE FOCUS ON THE GREEN

- EUR 100 mln loan facility with favourable terms for virtuous green companies
- Green Mortgage, designed for families, which allows to buy a house with incentives for the purchase of high energy efficiency buildings
- Leasing finance dedicated to energy transition



SYNERGIES WITH COMPANIES

Asset Management from an ESG perspective, in collaboration with Amundi and synergy with CACIB for green bond issues and green loans



CIRCULAR ECONOMY

Creation of a competence centre dedicated to the social economy and the development of Circular Economy projects.



INNOVATION

We nurture change and invest in competence. Thanks to Le Village (in Parma and Milan) we support new forms of enterprise and future employment. The Group was awarded in 2019 for Mutuo Map* (most innovative product of 2019) and won the ABI prize for innovation 2020.



SUSTAINABLE CONSTRUCTION

The CA Green Life in Parma, which opened in 2018 and is the Group's headquarters, has been awarded as one of only three Italian buildings included in the "Library Case Study" of the World Green Building Council – the body that certifies the world's most advanced sustainable buildings.



SUSTAINABLE MOBILITY

Collaboration with Leasys to promote sustainable mobility as part of the broader «Green Way». Crédit Agricole Italia also won Mobility Innovation 2020 award and for the second year in a row was awarded by UP2Go as the best CO2 saving company. Thanks in part to the large number of colleagues who took part in Bike2Work, over 13,100 Kg of CO2 were saved in 2020 for almost 62,000 km travelled.



CENTRALITY OF PEOPLE



The centrality of people is emphasised through dedicated events and documents (Chart of Respect, Ethical Charter, inclusion Month). The ABI Protocol for the repayment of loans women victims of gender-based violence was signed and a Reverse Mentoring project was launched to promote the enhancement of skills. Lastly, for the 13th year running, the Group was certified Top Employers.

SUPPORTING TERRITORIES



We bring value to the territory by supporting the economic fabric with long-term projects: from charity and sponsorship projects to Payroll Giving and the solidarity initiatives launched on CrowdForLife, our crowdfunding portal. In 2020, 2,4 billion in government-guaranteed loans were made available and already disbursed in support of households and businesses, as well as a ceiling of 10,8 billion in moratoria.



* Application to follow step by step your mortgage request – add documents – Contact your advisor

CRÉDIT AGRICOLE ITALIA GREEN COVERED BOND

Crédit Agricole Italia fully integrated with the Crédit Agricole Group Framework

- Crédit Agricole's Green Bond Framework is aligned with the Green Bond Principles in its 2018 edition and its four core components:

Eligible projects categories:

- Renewable energy
- Green buildings
- Energy efficiency
- Clean transportation
- Waste and water management
- Sustainable agriculture and forest management

Annual report published on the Group's website detailing:

- the **allocation** of the Green Bond net proceeds
- the environmental **impact** of the Eligible Green Assets by eligibility criteria and issuing entity

Use of
Proceeds

Process for
Project
Evaluation
and
Selection

Reporting

Management
of
Proceeds

- Eligible Green Assets comply with Crédit Agricole Group standard credit process including the **Group's CSR policy** and **Sector Policies** as well as any applicable **environmental and social regulatory directives**

- The **Green Bond Committee** is in charge of the evaluation and selection of the eligible assets

- Crédit Agricole's Treasury and Medium/Long Term Funding team in charge of monitoring the allocation of the proceeds to the Eligible Green Assets on an **nominal equivalence basis**

- Allocation process monitored through an **internal information system** until maturity

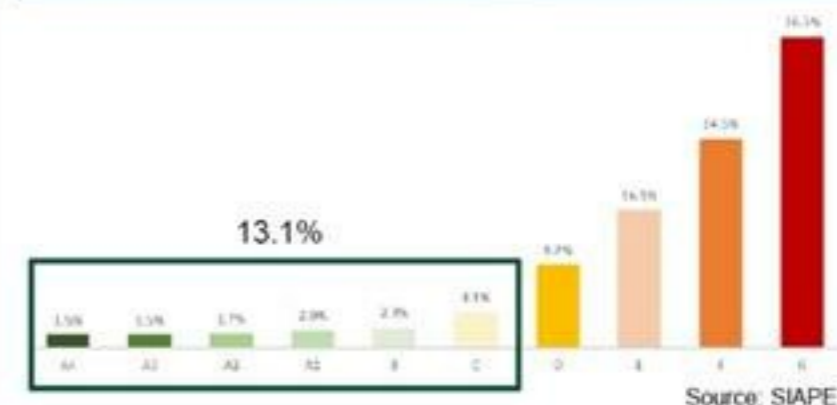
- Commitment to keep a **30% buffer** between the Green Portfolio and the Green Bonds outstanding

CRÉDIT AGRICOLE ITALIA GREEN COVERED BOND Framework Appendix on Italian Green Residential Real Estate



- Following the best current market practices, Crédit Agricole Green Bond Framework defines the Green Real Estate assets as “**Loans or investments to finance new or existing residential buildings aligned with current environmental regulation and belonging to the top 15% of the most carbon efficient buildings (kg CO₂e/sq m) in their respective countries**”
 - In order to set up Eligible Criteria aligned with the top 15% of the most carbon efficient building specifically in Italian context, Crédit Agricole Italia mandated an **independent Real Estate expert, CRIF**, which developed two approaches:
 - **Approach based on EPC**: national statistics (SIAPE database) on Attestato Prestazione Energetica (2015), that is mandatory in rent, acquisition, construction of a new building and energy renovation show that A, B, or C EPC represent 13.1% of the local residential building stock
 - **Approach based on the year of construction**: thanks to a regular update of Italian construction standards (in particular, the legislative Decree 192/2005 and Ministerial Decree 26/06/2015), the energy performance of new buildings increases over time. On **new residential properties built after 1st of January 2016** only, 98.3% present an EPC equal or better to the C class (according to SIAPE database)
- Eligibility criteria of the Crédit Agricole Italia Eligible Green Portfolio:
- **Criterion 1 (when EPC available): Home loans financing the acquisition of Italian residential properties with A, B, and C EPC in force**
 - **Criterion 2 (in absence of EPC): Home loans financing the acquisition of Italian newly residential buildings built after the 1st January 2016 after the application of a prudent 2.5% haircut over the portfolio identified under this criterion**

Distribution (%) of EPCs for residential buildings



CRÉDIT AGRICOLE ITALIA GREEN COVERED BONDS

Second-Party Opinion

Second-Party Opinion

- March 2021: Second Party Opinion from Vigeo Eiris is publicly available on Crédit Agricole Italia Banking Group website

"Vigeo Eiris is of the opinion that Credit Agricole Italia's Framework is aligned with the four core components the Green Bond Principles 2018 ("GBP")."

Expected Impacts: "the potential positive Impact of the eligible loans on the environmental objective is considered to be advanced".

"We are of the opinion that the contemplated Bonds are coherent with Crédit Agricole Italia's strategic sustainability priorities and sector issues and that they contribute to achieving the Issuer's sustainability commitments"

External review

- Crédit Agricole S.A. will request a limited assurance report on the main features of its Green Bond reporting by an external auditor in the context of the Crédit Agricole Group Annual Report ("Document de référence").

SECONDA PARTITA OPINIA
on the sustainability of Crédit Agricole Italia's Green Covered Bonds

V.E. is of the opinion that Crédit Agricole Italia's Green Covered Bonds are aligned with the four core components of the Green Bond Principles 2018 ("GBP")

Covered Bonds

Contribution to Sustainability

Expected Impacts: **Advanced**

ESG risks management: **Advanced**

ESG Metrics: **Advanced**

Characteristics of the Framework

Green Project Categories	Green Buildings
Project Locations	Italy
Existence of Framework	Yes
Share of refinancing	100% refinancing for the first issuance
Look back period	Four disclosed

Issue

Controversial Activities

The issuer agrees to not be involved in any of the 17 controversial activities screened under our methodology:

- Alcohol
- Adult entertainment
- High interest rate lending
- Weapons
- Animal welfare
- Coal
- Chemical weapons
- Human rights
- Intelligence gathering
- Disposal of nuclear waste
- Embryonic stem cell research
- Landfills
- Thermal coal
- Environmental and social
- Genetically modified organisms
- Oil and gas
- Tobacco
- Other issues

ESG Controversies

Number of controversies	None
Frequency	N/A
Severity	N/A
Responsiveness	N/A

Coherence

We are of the opinion that the contemplated Bonds are coherent with Crédit Agricole Italia's strategic sustainability priorities and sector issues and that they contribute to achieving the issuer's sustainability commitments.

March 2021



Key Findings

V.E. is of the opinion that Crédit Agricole Italia's Bonds are aligned with the four core components of the GBP.

Use of Proceeds - aligned with GBP

- Eligible Category is clearly defined and detailed, the issuer has communicated the nature of the expenditures, the eligibility criteria, and the location of Eligible Assets.
- The Environmental Objective is clearly defined, it is relevant for the Eligible Category and sets in coherence with sustainability objectives defined in international standards.
- The Expected Environmental Benefit is clear and precise, it is considered relevant, measurable, and will be quantified for the Eligible Category in the reporting.
- The issuer has transparently communicated the estimated share of refinancing for the first issuance (100%) and has committed to inform at least to investors the share of refinancing before each issuance. The issuer has not provided information on the look-back period for refinanced loans.

Evaluation and Selection - aligned with GBP and best practices identified by VE

- The process for Project Evaluation and Selection has been clearly defined and detailed by the issuer, it is considered well structured in all the evaluation and selection steps (including the proposal, selection, validation, monitoring of eligible loans). The roles and responsibilities are clear and include relevant internal expertise. The process is publicly disclosed in the Framework.
- Eligibility criteria (selection) for assets related to the Eligible Loans selection have been clearly defined and detailed by the issuer.
- The ESG risks identification and mitigation process is publicly disclosed in this SPO and is considered robust, it combines monitoring, identification and corrective measures (see detailed analysis on pages 10-12).

Management of Proceeds - aligned with GBP and best practices identified by VE

- The Process for the Management and Allocation of Proceeds is clearly defined and detailed, and is publicly available in the issuer's SPO.
- The proceeds will be allocated immediately at the time of issuance, as it is a 100% refinancing scheme.
- Net proceeds of the Bond will be tracked by the issuer in an appropriate manner and stored in a formal internal process.
- There will be no unallocated proceeds, if, for any case, 100% of proceeds of the Bonds were not allocated at the settlement date or a shortfall of Eligible Loans, the issuer has committed to keep unallocated proceeds in the form of money market products (liquid, low risk instruments) or to invest them in Green Bonds, following corporate strategy, in line with good market practices.
- The issuer has committed that as long as the Bond is outstanding, the balance of the tracked net proceeds will be periodically adjusted to match allocations to eligible category made during that period.
- The issuer has provided information on the procedure that will be applied in case of loans divestment and it has committed to reallocate divested proceeds to loans that are compliant with the bond framework.

Reporting - aligned with GBP and best practices identified by VE

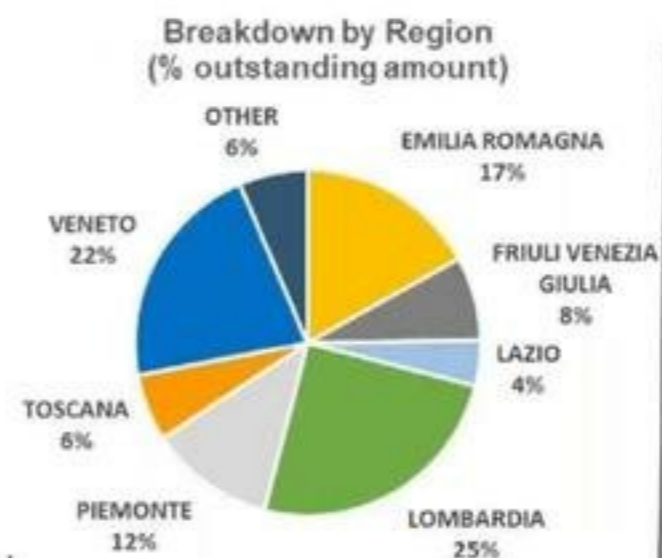
- The issuer has committed to report on the Use of Proceeds annually, until Bond maturity. The report will be publicly available and bond maturity. The external verification of the report will also be made publicly available.
- The reporting will cover relevant information related to the allocation of Bond proceeds and to the expected sustainable benefits of the loans.

CRÉDIT AGRICOLE ITALIA GREEN COVERED BOND

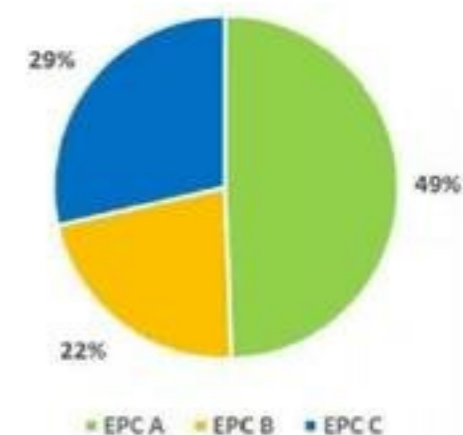
Crédit Agricole Italia Eligible Green Portfolio

Eligible Green Portfolio	
Outstanding amount	835,000,000 €
o/w Transferred in the Cover Pool	465,000,000
o/w Transferable in the Cover Pool	370,000,000
Number of loans	6.635
Average Life	22,9 years

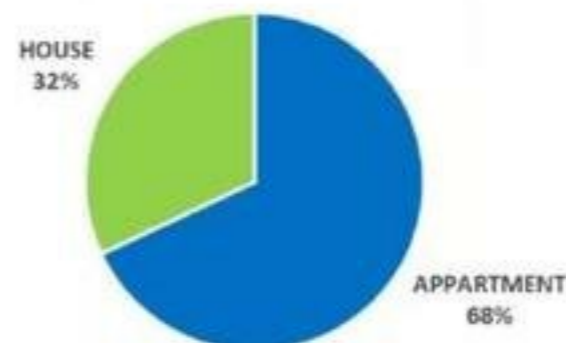
Commitment to keep at least 30% buffer between the Green Cover Pool and the Green Covered Bonds outstanding (EUR 500 millions). As of today, the "green buffer" stands at 67%



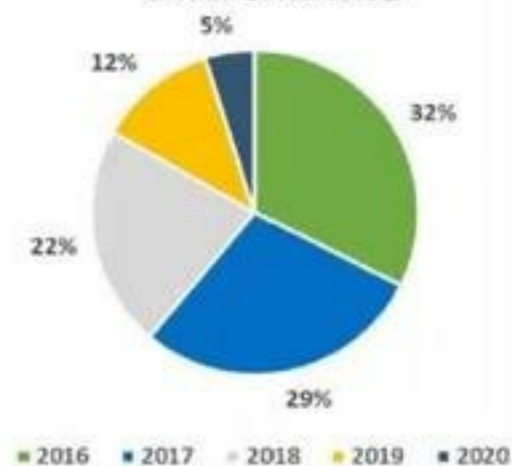
Eligible Green Portfolio under Criterion 1



Breakdown by type of dwelling (% of outstanding amount)



Eligible Green Portfolio under Criterion 2

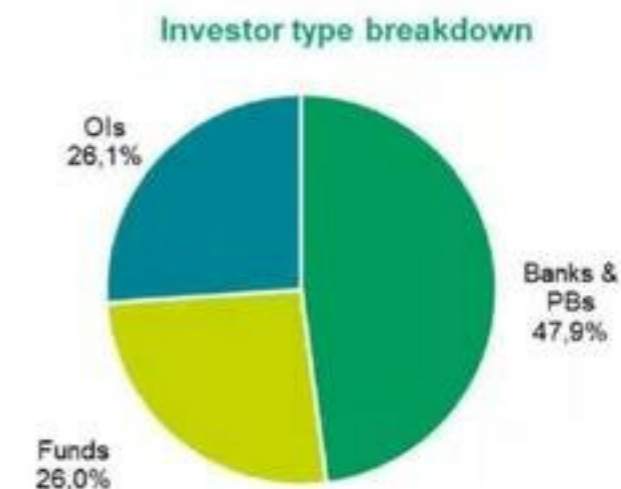
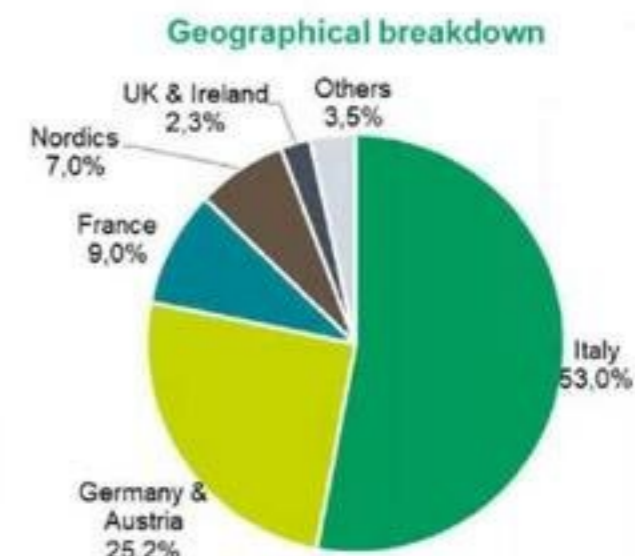


CRÉDIT AGRICOLE ITALIA GREEN COVERED BOND

Green Covered Bond – Characteristics & Allocation



Issuer	Crédit Agricole Italia SpA
Issue type	Green Mortgage Covered Bond (OBG)
Expected Issue Ratings	Aa3 (Moody's)
Amount	EUR 500 mn
Maturity	15 March 2033
Coupon	0.125%
Re-offer Spread	MS+9 bps



Crédit Agricole CIB acted as Green Structuring Advisor and Joint Bookrunner on this transaction

- Crédit Agricole Italia successfully priced its EUR 500mn inaugural green OBG transaction, setting a new record as the first Italian issuer to test the green format on the highest part of the capital structure
- It's the first ever OBG priced in single digit territory
- The deal show a good participation of ESG investors



CRÉDIT AGRICOLE ITALIA GREEN COVERED BOND

EEMI BAUHAUS EVENT – 29 March 2021

