



FEBRUARY 8, 2023 / PRESS RELEASE

## CIC - Results as of December 31, 2022

# CIC achieves record net income of 2.3 billion euros in 2022, driven by the performance of its banking network

CIC achieved a remarkable performance in 2022. Its net banking income reached its highest level ever at 6.3 billion euros (+5.4%). Its net income reached 2.3 billion euros, up +8.2% year-on year.

This performance was notably thanks to the CIC banking network, whose net income rose +34.9% to €1.3 billion and corporate banking, whose net income was up +4.9% to €268 million.

Results for the year ended December 31, 2022 <sup>1</sup>

	2022	Change over 1 year At current scope
<b>NET BANKING INCOME UP, DRIVEN BY STRONG RESULTS IN THE NETWORK</b>	<b>€6,327m</b>	<b>+5.4%</b>
<i>of which retail banking</i>	€4,201m	+7.9%
<i>of which specialized business lines</i>	€2,051m	+0.9%
<b>A NET REVERSAL IN THE COST OF RISK IN 2022</b>	<b>€41m</b>	<b>Positive effect +€111m</b>
<b>INCREASE IN OPERATING INCOME</b>	<b>€2,810m</b>	<b>+8.8%</b>
<b>NET INCOME UP OVER 8%</b>	<b>€2,291m</b>	<b>+8.2%</b>

		2022	Change over 1 year
<b>STRONG BUSINESS MOMENTUM IN CUSTOMER SERVICES</b>	<i>Customer loans</i>	€240.0bn	+8.8%
	<i>Customer deposits</i>	€222.1bn	+2.0%
	<i>Insurance<sup>2</sup></i>	6.3 million	+0.2 million
	<i>New home sales<sup>2</sup></i>	2,319	(270)
	<i>Remote surveillance<sup>2</sup></i>	117,068	+2,540
<b>A SOLID FINANCIAL STRUCTURE</b>	<i>CET1 ratio</i>	12.7%	-20 pb
	<i>Leverage ratio<sup>3</sup></i>	4.2%	-70 bp
	<i>Shareholders' equity</i>	€17.8bn	+€0.8bn

<sup>1</sup> The annual audit of the financial statements for the year ended 12/31/2022 is underway. <sup>2</sup> In number of off-plan property reservation contracts. <sup>3</sup> Estimated at 12/31/2022.

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# 1. Consolidated earnings

## 1.1. Financial results

(€ millions)	2022	2021	Change at current scope	Change at constant scope <sup>1</sup>
<b>Net banking income</b>	<b>6,327</b>	<b>6,000</b>	<b>+5.4%</b>	<b>+5.1%</b>
General operating expenses	(3,557)	(3,346)	+6.3%	+6.0%
<i>of which contribution to the Single Resolution Fund, supervision costs and contributions to the FGD<sup>2</sup></i>	(223)	(166)	+34.8%	+34.8%
<b>Gross operating income</b>	<b>2,770</b>	<b>2,654</b>	<b>+4.3%</b>	<b>+4.0%</b>
Cost of risk	41	(70)	n.s.	n.s.
<i>cost of proven risk</i>	(204)	(98)	x 2	x 2
<i>cost of non-proven risk</i>	245	28	n.s.	n.s.
<b>Operating profit</b>	<b>2,810</b>	<b>2,584</b>	<b>+8.8%</b>	<b>+8.4%</b>
Net gains/(losses) on other assets and ECC <sup>3</sup>	130	136	-4.4%	-13.0%
<b>Profit before tax</b>	<b>2,940</b>	<b>2,720</b>	<b>+8.1%</b>	<b>+7.3%</b>
Income tax	(649)	(604)	+7.6%	+7.2%
<b>Net profit</b>	<b>2,291</b>	<b>2,116</b>	<b>+8.2%</b>	<b>+7.4%</b>
Non-controlling interests	2	11	-87.6%	-87.6%
<b>Net profit attributable to the group</b>	<b>2,289</b>	<b>2,105</b>	<b>+8.8%</b>	<b>+7.9%</b>

<sup>1</sup> After eliminating the effect of the first-time consolidation of CIC Private Debt in the first half of 2022.

<sup>2</sup> FGD = Fonds de Garantie des Dépôts (Deposit guarantee fund).

<sup>3</sup> ECC = equity consolidated companies = share of net profit/(loss) of equity consolidated companies.

### Net banking income

Despite a sudden and profound change in economic conditions, CIC continued to generate strong net banking income, which reached €6.3 billion versus €6 billion in 2021. This represents a year-on-year rise of 5.1% at constant scope.

Net banking income (€ millions)	2022	2021	Change	Change at constant scope
<b>Retail banking</b>	<b>4,201</b>	<b>3,894</b>	<b>+7.9%</b>	<b>+7.9%</b>
of which banking networks	3,989	3,669	+8.7%	+8.7%
<b>Specialized businesses</b>	<b>2,051</b>	<b>2,033</b>	<b>+0.9%</b>	<b>+0.0%</b>
Asset management and private banking	815	742	+9.7%	+7.1%
Corporate banking	464	421	+10.2%	+10.2%
Capital markets	342	351	-2.7%	-2.7%
Private equity	430	518	-17.1%	-17.1%
<b>Holding company services</b>	<b>75</b>	<b>73</b>	<b>+2.7%</b>	<b>+2.7%</b>
<b>TOTAL CIC NBI</b>	<b>6,327</b>	<b>6,000</b>	<b>+5.4%</b>	<b>+5.1%</b>

Income from **retail banking** rose by 7.9%, reflecting strong commercial activity, with a particularly strong increase in the CIC regional banking and île-de-France networks (+8.7%).

Net banking income from **asset management and private banking** grew by 7.1% year-on-year at constant scope to €815 million. At current scope, it was up 9.7% as a result of the first-time consolidation of CIC Private Debt in the first half of 2022.



**Corporate banking** saw a sharp increase in income (+10.2%) to €464 million thanks to strong activity in lending to large corporates and in project financing.

After falling sharply, stock market indices rebounded strongly in the fourth quarter, as a result of which the **capital markets** activities reported robust income of €342 million. This is lower than the level seen in 2021 (-2.7%), which featured an exceptional post-Covid recovery.

In **private equity**, income reached €430 million in 2022 versus €518 million in 2021, the second highest level recorded after 2021.

### General operating expenses and gross operating income

General operating expenses amounted to €3.6 billion in 2022, an increase of 6% at constant scope.

Employee benefit expenses include general salary increases (3.2% in 2022) and a bonus to support purchasing power of €3,000 paid in December 2022. Other operating expenses were impacted by a sharp increase in contributions to the Single Resolution Fund, supervision costs and contributions to the Deposit Guarantee Fund, which totaled €223 million in 2022 (€187 million of which for the SRF alone, an increase of 38% on 2021). Overall, the rise in contributions to the SRF and the supervisory authorities was six times that of the increase in general operating expenses. Excluding the contribution to the SRF and supervision costs, general operating expenses rose by 4.5% at constant scope.

The cost/income ratio deteriorated by 0.4 of a point versus 2021, rising to 56.2%.

Gross operating income rose by 4% at constant scope to €2.8 billion.

### Cost of risk and operating income

The overall cost of risk showed a net reversal of €41 million compared with net allocations of €70 million in 2021. This reflects two trends:

- An increase in the cost of proven risk in respect of network customers and in corporate finance due to downgraded receivables. This deterioration, caused by the present economic uncertainties, nonetheless remains under control at 8 basis points.
- The cost of non-proven risk shows a stronger recovery following the abandonment of recognized sectoral provisions during the health crisis and offset by the tightening of our economic scenario assumptions. A post-model adjustment has also been implemented, aiming to cover the uncertainties related to the current economic climate, particularly on leveraged transactions. This device allows better understand macroeconomic variables in our forward-looking provisioning.

The ratio of non-performing loans remained stable at 2.4%. The coverage rate for bad debts was 39.1% and the overall coverage rate is 57.2% at the end of December 2022.

Expressed as a percentage of outstanding loans, the cost of risk for customer loans remained very low at 1 basis point, compared with 3 basis points at the end of 2021.

As a result of this decrease, operating income rose by 8.4% year-on-year at constant scope to €2.8 billion.

### Profit before tax

After taking into account a €122 million share of the profit of equity consolidated companies (Groupe des Assurances du Crédit Mutuel) as well as non-recurring items related to the net reversal of newly consolidated CIC Private Debt, profit before tax was €2.9 billion compared with €2.7 billion in 2021 (+7.3%).

### Net profit

In an unsettled economic environment, CIC achieved net profit of €2.3 billion, an increase of 8.2% (+7.4% at constant scope after restatement for the first-time consolidation of CIC Private Debt).

Net profit attributable to the group came to €2.3 billion (+8.8%).

## 1.2. Financial structure

### Liquidity and refinancing<sup>1</sup>

Banque Fédérative du Crédit Mutuel (BFCM), CIC's parent company, raises the necessary medium- and long-term market funds on behalf of Crédit Mutuel Alliance Fédérale and monitors liquidity. Like the other group entities, CIC is part of this mechanism, which ensures that its own liquidity and refinancing needs are covered.

### Shareholders' equity and solvency

At December 31, 2022, CIC had shareholders' equity of €17.8 billion compared with €17 billion at end-December 2021.

CIC's solvency remained strong at the end of December 2022, with a Common Equity Tier 1 (CET1) ratio of 12.7%. The Tier 1 ratio was also 12.7% at end-December 2022 and the overall solvency ratio was 14.9%.

Risk-weighted assets (RWA) came to €135.4 billion at December 31, 2022 (compared with €120.5 billion at end-December 2021). At €123.0 billion, credit risk-weighted assets represented 91% of the total.

The leverage ratio was 4.2% at December 31, 2022 versus 4.9% at end-December 2021.

## 1.3. Ratings

CIC's ratings replicate those of Crédit Mutuel Alliance Fédérale - Banque Fédérative du Crédit Mutuel, which owns its capital.

	LT/ST counterparty <sup>**</sup>	Issuer/LT preferred senior debt	Outlook	ST preferred senior debt	Stand-alone rating <sup>***</sup>	Date of last publication
<b>Standard &amp; Poor's<sup>1</sup></b>	AA-/A-1+	A+	Stable	A-1	a	11/30/2022
<b>Moody's<sup>2</sup></b>	Aa2/P-1	Aa3	Stable	P-1	a3	9/20/2022
<b>Fitch Ratings<sup>3</sup></b>	AA-	AA-	Stable	F1+	a+	12/30/2022

\* The Issuer Default Rating is stable at A+.

\*\* The counterparty ratings correspond to the following agency ratings: Resolution Counterparty for Standard & Poor's, Counterparty Risk Rating for Moody's and Derivative Counterparty Rating for Fitch Ratings.

\*\*\* The stand-alone rating is the Stand-Alone Credit Profile (SACP) for Standard & Poor's, the Adjusted Baseline Credit Assessment (Adj. BCA) for Moody's and the Viability Rating for Fitch Ratings.

<sup>1</sup> Standard & Poor's: Crédit Mutuel group rating.

<sup>2</sup> Moody's: Crédit Mutuel Alliance Fédérale/BFCM and CIC ratings.

<sup>3</sup> Fitch Ratings: Crédit Mutuel Alliance Fédérale rating.

The audit of the financial statements for the year ended December 31, 2022 is being conducted by the statutory auditors.

The Board of Directors met on February 7, 2023 to approve the financial statements.

All financial communications are available at: [www.cic.fr/fr/banques/institutionnel/actionnaires-et-investisseurs/index.html](http://www.cic.fr/fr/banques/institutionnel/actionnaires-et-investisseurs/index.html) under the heading "regulated information" and are published by CIC in accordance with the provisions of Article L. 451-1-2 of the French Monetary and Financial Code and Articles 222-1 et seq. of the General Regulation of the French Financial Markets Authority (Autorité des marchés financiers - AMF).

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<sup>1</sup> For more information, please refer to the Crédit Mutuel Alliance Fédérale press release.

## 1.4. Key figures

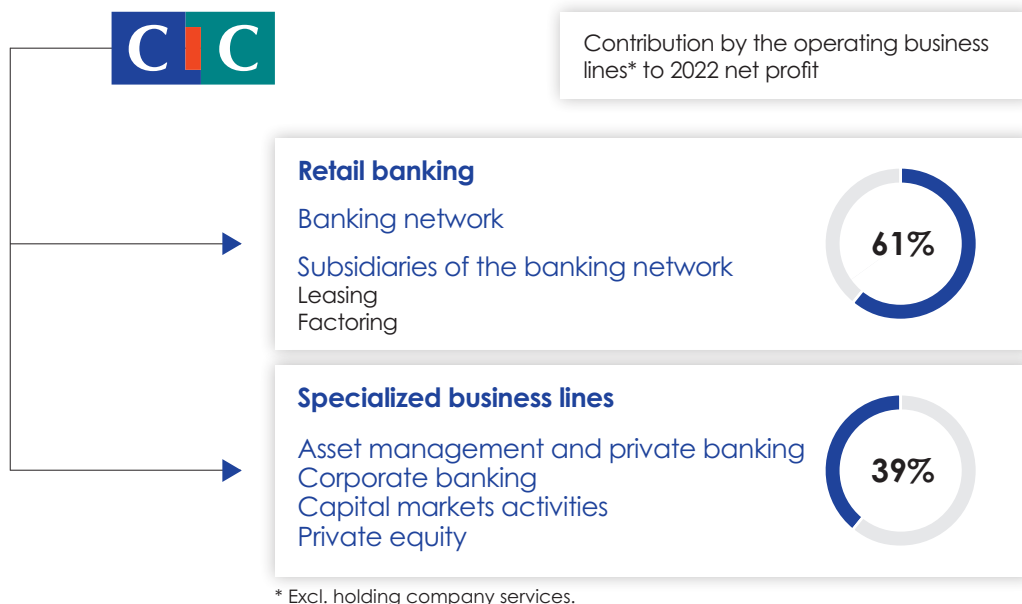
CIC

Key figures

(€ millions)	12/31/2022	12/31/2021	12/31/2020
<b>Financial structure and business activity</b>			
Balance sheet total	<b>406,373</b>	361,389	354,257
Shareholders' equity (including net profit for the period before dividend pay-outs)	<b>17,805</b>	16,982	15,262
Customer loans (including leasing)	<b>240,002</b>	220,550	208,703
Total savings	473,083	480,212	445,689
- of which customer deposits	222,144	217,829	213,784
- of which insurance savings	45,037	45,534	35,416
- of which financial savings (invested in savings products)	205,902	216,849	196,489
<b>Key figures</b>			
Average workforce (full-time equivalent)	<b>19,290</b>	19,401	19,809
Number of branches (banking network)	1,749	1,781	1,837
Number of customers (banking network)	<b>5,537</b>	5,463	5,534
Individuals	4,392	4,338	4,273
Business and corporate customers	1,145	1,125	1,081
<b>Key ratios</b>			
Cost/income ratio	<b>56.2%</b>	55.8%	62.8%
Total cost of risk as a percentage of outstanding loans	<b>8 bp</b>	3 bp	51 bp
Loan-to-deposit ratio	<b>108.0 %</b>	101.2%	97.6%
Leverage ratio - delegated act - without transitional arrangements	4.2%	4.9%	4.4%
Overall solvency ratio - without transitional arrangements	<b>14.9%</b>	15.2%	14.8%
CET1 ratio - without transitional arrangements	<b>12.7%</b>	12.9%	12.5%

(€ millions)	2022	2021	2020
<b>Results</b>			
<b>Net banking income</b>	<b>6,327</b>	<b>6,000</b>	<b>5,139</b>
General operating expenses	(3,557)	(3,346)	(3,225)
<b>Gross operating income</b>	<b>2,770</b>	<b>2,654</b>	<b>1,914</b>
Cost of risk	41	(70)	(1,074)
<b>Operating profit</b>	<b>2,810</b>	<b>2,584</b>	<b>839</b>
Net gains/(losses) on other assets and ECC	130	136	75
<b>Profit before tax</b>	<b>2,940</b>	<b>2,720</b>	<b>914</b>
<b>Corporate income tax</b>	<b>(649)</b>	<b>(604)</b>	<b>(252)</b>
<b>Net profit</b>	<b>2,291</b>	<b>2,116</b>	<b>662</b>
Non-controlling interests	2	11	0
<b>Net profit attributable to the group</b>	<b>2,289</b>	<b>2,105</b>	<b>662</b>

## 2. Results by business line



### 2.1. Retail banking

#### 2.1.1. Banking network

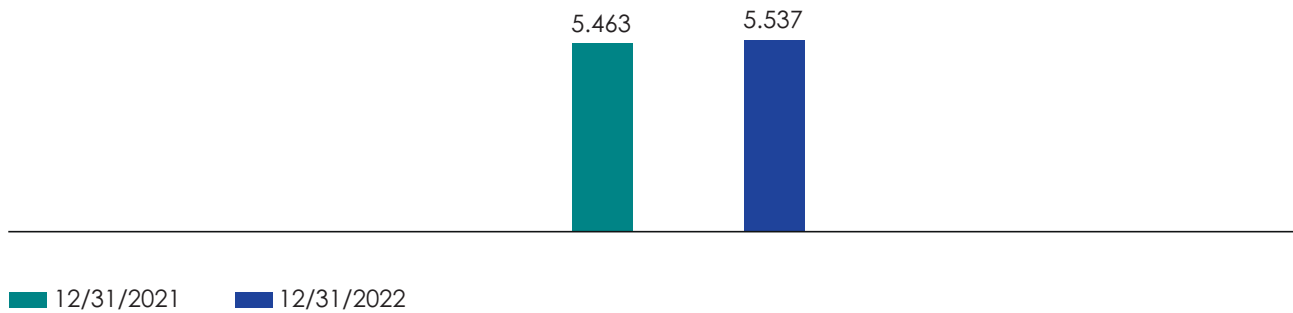
(€ millions)	2022	2021	Change
<b>Net banking income</b>	<b>3,989</b>	<b>3,669</b>	<b>+8.7%</b>
General operating expenses	(2,309)	(2,238)	+3.1%
<b>Gross operating income</b>	<b>1,680</b>	<b>1,431</b>	<b>+17.4%</b>
Cost of risk	74	(65)	n.s.
<i>cost of proven risk</i>	(148)	(68)	x 2.1
<i>cost of non-proven risk</i>	222	3	n.s.
<b>Operating profit</b>	<b>1,754</b>	<b>1,366</b>	<b>+28.4%</b>
Net gains/(losses) on other assets and ECC <sup>1</sup>	4	-6	n.s.
<b>Profit before tax</b>	<b>1,758</b>	<b>1,359</b>	<b>+29.3%</b>
Income tax	(469)	(404)	+16.2%
<b>Net profit</b>	<b>1,289</b>	<b>956</b>	<b>+34.9%</b>

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

With nearly 74,000 new customers, CIC's banking network had over 5.5 million customers at end-December 2022, a 1.4% increase year-on-year. The number of business and corporate customers increased by 1.8% to 1.1 million and the number of retail customers (79% of the total) rose by 1.2%.

### CIC banking network

Number of customers  
(in millions)

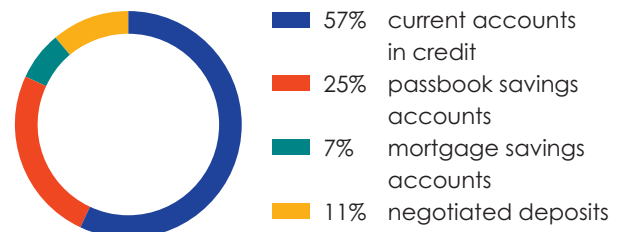
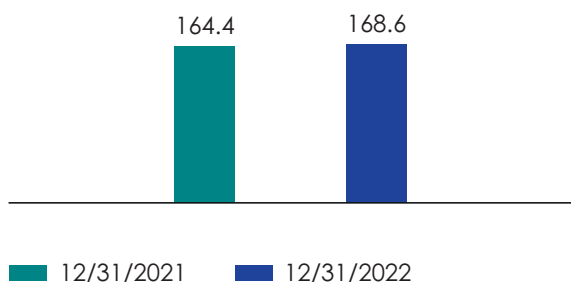


Deposits amounted to €168.6 billion at end-December 2022, up 1.3%.

Inflows were particularly high in 2022 into passbook accounts (+4.6%) and term deposit accounts (+49.5%), which benefited from rising interest rates and customer interest in more liquid and secure products in an environment of unstable financial markets.

### CIC network customer deposits (€ billions)

Structure of customer deposits  
at December 31, 2022

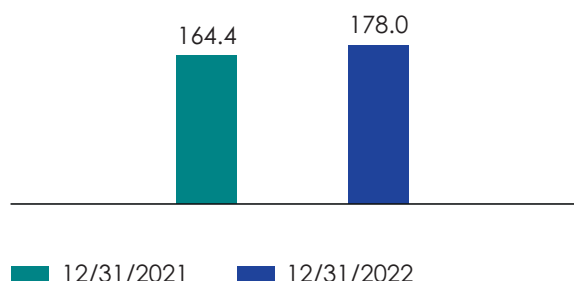


At the end of 2022, outstanding loans totaled €178 billion, an increase of 8.3% year on year. After the recovery in 2021, outstanding loans grew in all of the main loan categories:

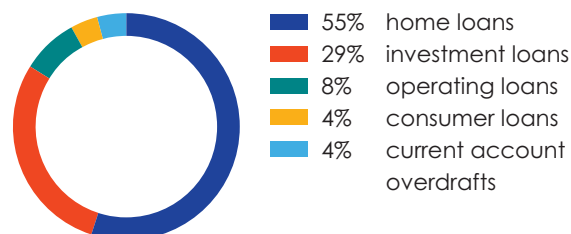
- outstanding home loans rose by 7.9% to €98.7 billion; the total amount released over the year fell by a slight 1.8% to €19.9 billion following the slowdown observed in the second half of the year;
- investment loans rose by 14.4% to €51.6 billion; demand for financing for business projects remained strong, with an increase in funds released of 38.2% to €17.6 billion;
- outstanding consumer credit rose by +4.3% to €6.2 billion.



### CIC network outstanding customer loans (€ billions)



### Structure of customer loans at December 31, 2022



The multi-service strategy led to an increase in products sold to our customers:

- The number of property and personal insurance policies (excluding life insurance) reached 6.3 million, up 3.6% year-on-year;
- The number of mobile phone contracts was 553,000, down slightly year-on-year;
- The number of remote home surveillance subscriptions rose by 2.2% to more than 117,000 contracts.

In terms of earnings, CIC's banking network recorded strong growth in net banking income, up by 8.7% to nearly €4 billion. It benefited from the rise in interest margin resulting from an increase in income from lending and in fee income (+10.2%).

General operating expenses rose by 3.1% to €2.3 billion.

The cost/income ratio improved by 3.1 percentage points to 57.9% and gross operating income was up by nearly 18% to €1.7 billion.

The cost of risk showed a net reversal of €74 million compared with a net allowance of €65 million in 2021, with profit before tax rising by 29.3% to €1.8 billion.

Net profit came to €1.3 billion in 2022, up by a sharp 34.9% year-on-year.

## 2.1.2. Subsidiaries of the banking network

Within the retail banking activity, the supporting business lines made net banking income of €212 million (-5.4%), net of fees paid to the network. Net profit came to €135 million (€159 million in 2021) after taking into account €121 million representing the share of profit of Groupe des Assurances du Crédit Mutuel (€131 million in 2021).

## 2.2. Specialized businesses

Asset management and private banking, corporate banking, capital markets and private equity round out CIC's banking and insurance offering. These four businesses account for 33% of net banking income and 39% of the net profit of the operational business lines.

Note: a new "Asset management and private banking" business line was created in the first half of 2022. It consists of entities previously included in "Subsidiaries of the banking network", "Private banking" and "Capital markets". For further details, see section 3.2.

### 2.2.1. Asset management and private banking

(€ millions)	2022	2021 <sup>1</sup>	Change	Change at constant scope <sup>2</sup>
<b>Net banking income</b>	<b>815</b>	<b>742</b>	<b>+9.7%</b>	<b>+7.1%</b>
General operating expenses	(521)	(467)	+11.6%	+9.4%
<b>Gross operating income</b>	<b>294</b>	<b>276</b>	<b>+6.6%</b>	<b>+3.2%</b>
Cost of risk	(33)	(9)	n.s.	n.s.
<b>Operating profit</b>	<b>261</b>	<b>267</b>	<b>-2.3%</b>	<b>-5.9%</b>
Net gains/(losses) on other assets and ECC <sup>2</sup>	13	11	+23.4%	-86.7%
<b>Profit before tax</b>	<b>274</b>	<b>278</b>	<b>-1.3%</b>	<b>-8.9%</b>
Income tax	(53)	(54)	-1.0%	-5.3%
<b>Net profit</b>	<b>221</b>	<b>224</b>	<b>-1.4%</b>	<b>-9.8%</b>

<sup>1</sup> Constant scope - See section 3.2.

<sup>2</sup> After elimination of the effect of the first-time consolidation of CIC Private Debt in 2022.

**The companies that make up this business line operate in France and internationally through Banque Transatlantique, Banque de Luxembourg and Banque CIC Suisse. Two other subsidiaries that offer asset management services joined this business line in the first half of 2022: Crédit Mutuel Épargne Salariale (previously included in "Business Subsidiaries") and newly consolidated CIC Private Debt.**

Net banking income from asset management and private banking rose by 7.1% at constant scope to €815 million.

During 2022, it benefited from the contribution from the newly consolidated subsidiary CIC Private Debt (net banking income of €19.4 million).

General operating expenses increased by 9.4% and gross operating income rose by 3.2% to €294 million.

At €33 million in 2022 versus €9 million in 2021, the cost of risk included provisions for non-proven risk treated in accordance with IFRS 9.

Net gains/(losses) on other assets and ECC included non-recurring income related to the first-time consolidation of CIC Private Debt.

Net profit came to €221 million in 2022 compared with €224 million in the year ended December 31, 2021.

This data does not include the private banking activity carried out through CIC's network and at its five regional banks, i.e. net banking income of €235.8 million (+5.2%) and net profit of €105.5 million (+11.9%).

Despite a difficult economic environment, **Groupe Banque Transatlantique** turned in good results in 2022. Net banking income rose by 1.5% to €197.7 million versus €194.8 million in 2021. This can be attributed to business volumes at all the Group's entities in France and outside France. Moreover, a decrease was recorded in the performance fees of its subsidiary Dubly Transatlantique Gestion compared with the level seen in 2021 (strong stock market activity in 2021). Net profit was down slightly by 7% to €60.6 million versus €65.5 million in 2021.



The cost/income ratio was 57.3% (3.5 basis points higher than in 2021).

Customer funds invested in savings products amounted to €52 billion, rising during the second half of the year. Capital inflows remained strong.

The lending activity, particularly real estate loans, remained strong despite the rise in interest rates. Outstanding loans amounted to €4.7 billion at December 31, 2022, with €1 billion in new loans over the year, an increase of nearly 20% compared with 2021.

The bank confirmed its leading position in the management of stock option and free share plans, with 16 company plans included for the year, and management for unlisted companies, startups in particular, also added on.

Support for philanthropic projects also continued to grow, with nearly €2 million provided via the Fonds de Dotation Transatlantique (€14 million since its inception in 2012), which celebrated its 10th anniversary in 2022.

**Banque de Luxembourg** posted solid performances across all its business lines in 2022, thanks to strong sales momentum at the retail, business and corporate customer levels and a strong rise in net interest income.

Net banking income came to €354.1 million in 2022, up by 9%, with net profit of €98 million, 11% more than in 2021. This increase can be attributed to a 69% increase in net interest income to €100.1 million while net fee income fell by a slight 3% to €244 million in a difficult stock-market environment. Outstanding customer loans were down slightly at €122 billion at the year-end.

In 2022, Banque de Luxembourg continued to deliver on its sustainability ambitions. In this way, it intends to meet the expectations of its stakeholders, the requirements of B Corp certification as well as the regulations in this area, by launching numerous initiatives to be rolled out in the coming years.

In 2022, **Banque CIC (Suisse)** continued its development, with total assets of €13.3 billion and more than 445 employees. It takes advantage of its omnichannel approach by combining personal support and proximity to customers with the e-banking solution, CIC eLounge. To target younger customers and meet the needs of a modern customer base, it introduced the CIC ON offering, which combines the best of traditional and digital banking, and allows customers to pick their banking services according to their needs.

Volumes increased sharply during 2022, with savings volumes up 3.7% to €17.3 billion and loan volumes up 8.0% to €9.8 billion.

Net banking income rose by 24% and is now edging close to €200 million. The bank ensured greater diversification of income, while refinancing through customer funds was particularly stable. Financial income came to €33.4 million, down in relation to 2021, following an increase in provisions.

**CIC Private Debt** attracted new investors, with net inflows reaching €200 million, bringing its assets under management to €2.9 billion. In addition, a new theme was launched by CIC Private Debt with CIC Transition Infra Debt 2, an impact fund classified as SFDR Article 9.

## 2.2.2. Corporate banking

(€ millions)	2022	2021	Change
<b>Net banking income</b>	<b>464</b>	<b>421</b>	<b>+10.2%</b>
General operating expenses	(142)	(125)	+13.5%
<b>Gross operating income</b>	<b>322</b>	<b>296</b>	<b>+8.8%</b>
Cost of risk	21	32	-35.3%
<i>cost of proven risk</i>	(37)	(0)	n.s.
<i>cost of non-proven risk</i>	58	32	+81.1%
<b>Profit before tax</b>	<b>343</b>	<b>328</b>	<b>+4.5%</b>
Income tax	(75)	(73)	+3.0%
<b>Net profit</b>	<b>268</b>	<b>255</b>	<b>+4.9%</b>

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 assists the "corporate" networks in their dealings with major customers and contributes to the development of international business and the implementation of specialized financing (acquisitions, assets and projects).

Corporate banking commitments rose by €4.3 billion to €60.2 billion, in terms of both drawn and undrawn credit lines, including €3.4 billion for France and €0.96 billion for the branches.

Net banking income increased by 10.2% to €464 million in 2022. It was impacted by strong growth in income from large corporates as a result of robust lending activity and an increase in fee income, a slight fall in income from structured financing and an improvement in income from international financing at the branches.

The cost of risk showed a net reversal of €21 million compared with €32 million in 2021.

Net profit therefore rose by nearly 5% to €268 million.

In **structured financing** (acquisition financing, project financing, asset financing and securitization), there was a sharp slowdown in underwriting of acquisition financing, which was offset by strong momentum in project financing, asset financing and securitization. Overall, new loan issuance remained solid, amounting to €4.2 billion over the year, similar to the level seen the previous year. Earnings on a like-for-like basis (not including dividends from CIC Private Debt in 2022) came out 14% lower than in 2021, which was an exceptional year, particularly due to a negative cost of proven risk (provision reversals) over the period.

The **large corporates (CIC Corporate)** activity supports the development of listed and unlisted major French and foreign industrial companies and financial institutions with revenue of more than €500 million as part of a long-term relationship. Customers continued their medium-term investments and projects during 2022, despite a difficult bond market and unfavorable macroeconomic factors, such as the crisis in Ukraine, rise in energy and raw material prices, etc. Income was up strongly thanks to new loans and an increase in fee income arising from profitable and strategic capital transactions.

The **international business department** helps corporate customers carry out their international projects. In a strained geopolitical and economic environment, volumes of confirmed documentary credit rose by 16.8%, reflecting a focus on supporting exporting companies by securing their transactions and settlements.

This focus is also visible in the support given to French companies seeking to expand their activities abroad. Support was provided to 302 companies, with the teams at our overseas offices efficiently representing their clients abroad and acting as effective contact points.

### 2.2.3. Capital markets

(€ millions)	2022	2021 <sup>1</sup>	Change
<b>Net banking income</b>	<b>342</b>	<b>351</b>	<b>-2.7%</b>
General operating expenses	(236)	(232)	+1.8%
<b>Gross operating income</b>	<b>106</b>	<b>119</b>	<b>-11.3%</b>
Cost of risk	(1)	(3)	-83.0%
<b>Profit before tax</b>	<b>105</b>	<b>116</b>	<b>-9.2%</b>
Income tax	(28)	(28)	-2.0%
<b>Net profit</b>	<b>77</b>	<b>87</b>	<b>-11.6%</b>

<sup>1</sup> Constant scope - See section 3.2.

**CIC Marchés comprises the commercial capital markets activities for corporate and financial institution customers (under the CIC Market Solutions brand), the investment activity and all associated post-market activities.**

After falling sharply, stock market indices rebounded strongly in the fourth quarter, as a result of which the capital markets activities reported robust income of €342 million. This is lower than the level seen in 2021 -2.7%, which featured an exceptional post-Covid recovery.

Gross operating income amounted to €106 million. Total net profit from capital markets activities was €77 million.

**CIC Market Solutions** enjoyed good overall business momentum in 2022. IFRS net banking income rose by 33% to €169 million versus €127 million in 2021. This growth was mainly driven by the issuance of EMTN and the interest rate/currency/commodities hedging activities.

The **investment** business line (including France and the New York, Singapore and London branches) made net banking income of €173 million in 2022 compared with €224 million in 2021. Despite the significant fall recorded by the benchmark indices (equities, credit), the strong rebound in the fourth quarter enabled the business line to generate robust earnings, albeit lower than in 2021 (an exceptional year given the post-Covid recovery).

## 2.2.4. Private equity

(€ millions)	2022	2021	Change
<b>Net banking income</b>	<b>430</b>	<b>518</b>	<b>-17.1%</b>
General operating expenses	(75)	(77)	-2.0%
<b>Gross operating income</b>	<b>355</b>	<b>442</b>	<b>-19.7%</b>
Cost of risk	2	(21)	n.s.
<b>Profit before tax</b>	<b>357</b>	<b>420</b>	<b>-15.2%</b>
Income tax	(17)	(4)	n.s.
<b>Net profit</b>	<b>340</b>	<b>416</b>	<b>-18.3%</b>

**CIC and Crédit Mutuel Alliance Fédérale provides capital financing to startups, SMEs and mid-caps through its Crédit Mutuel Equity entity, which encompasses all the group's equity financing businesses, from innovation capital, growth capital and buyout capital to infrastructure investments and M&A advisory services. Crédit Mutuel Equity finances development projects, mainly in France via eight regional offices in Paris, Lyon, Nantes, Bordeaux, Lille, Strasbourg, Marseille and Toulouse but also abroad through subsidiaries in Germany, Belgium, Switzerland and Canada.**

Crédit Mutuel Equity invests the capital of Crédit Mutuel Alliance Fédérale to make a long-term commitment alongside company managers to help them carry out the necessary transformation of their business models and create financial value as well as non-financial value, and progress through the different stages of economic, social and environmental development.

This commitment is borne out by the fact that it has held more than a quarter of its 329 equity interests for more than ten years. Portfolio turnover nonetheless remains very dynamic, reflecting Crédit Mutuel Equity's strength in the market, with an average of more than one billion euros invested and divested every two years.

In 2022, more than €436.5 million was invested as part of a prudent policy taking into account the prevailing geopolitical uncertainty, the resulting economic impact on projected corporate growth and the resulting valuation multiples. Over four years, more than €2 billion has been used to finance new projects or support portfolio companies.

The portfolio of investment assets surpassed €3.3 billion, demonstrating the strong momentum of these businesses across all segments.

Total income reached €430 million, the second highest level on record after 2021, which was an exceptional year in view of the post-Covid recovery. Three quarters of this amount stems from capital gains.

Net profit was high at €340.0 million thanks to strong activity in growth and merger opportunities within the prudently valued portfolio lines, particularly in the sectors affected by the crisis. CIC Conseil posted a record level of fees billed on mergers and acquisitions.

As an investor that is serious about its societal commitments, Crédit Mutuel Equity adopts a vision that is service oriented and focused on sustainability and human considerations, favoring balanced financial structures, respecting project timeframes and ensuring a fair redistribution of value.

### 3. Additional information

#### 3.1. Outstanding loans and deposits – consolidated scope

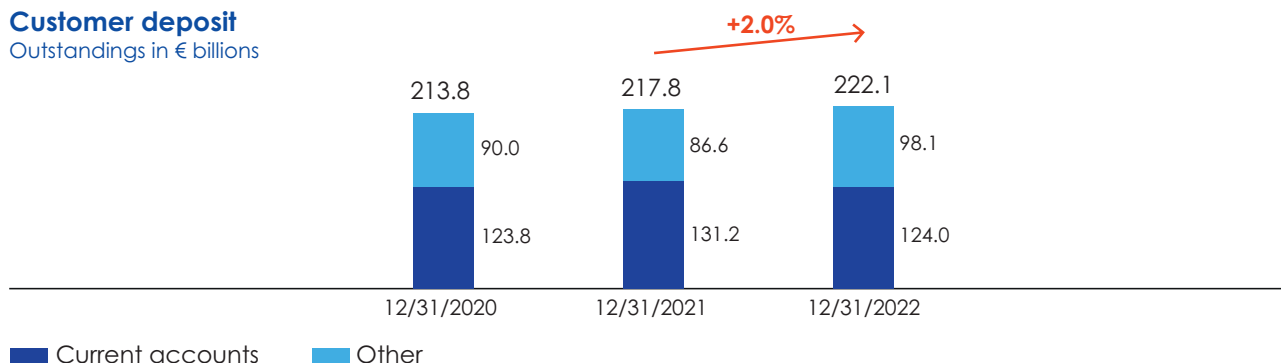
##### Customer deposits

Deposits came to €222.1 billion at the end of 2022, up by 2% year-on-year.

Inflows into Livret A, LDD and LEP passbook accounts were particularly high in 2022, rising by 13.1% year-on-year, to nearly €21 billion. The circumstances were particularly favorable for regulated savings products, which saw a four-fold increase in remuneration rates at a time when the unstable financial market environment prompted customers to seek more liquid and secure products. This environment was also favorable for term deposit accounts (+33.3%). However, outflows from current accounts reached over €7 billion.

##### Customer deposit

Outstandings in € billions



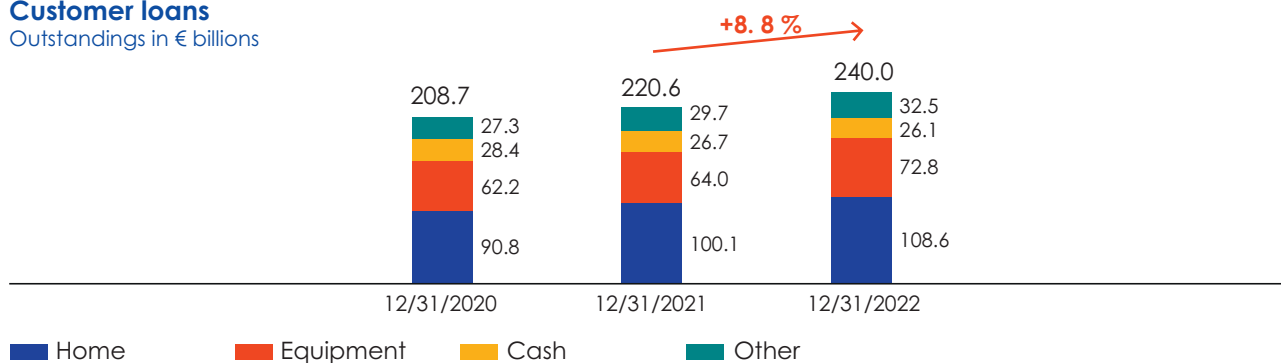
##### Customer loans

At the end of 2022, outstanding loans totaled €240 billion, an increase of 8.8% year on year. After the recovery in 2021, outstanding loans grew in all of the main loan categories:

- outstanding home loans rose by 8.4% to €108.6 billion;
- outstanding equipment loans rose by +13.7% to €72.8 billion.

##### Customer loans

Outstandings in € billions



## 3.2. Change in segmentation

A new "Asset management and private banking" business line was created in the first half of 2022.

It consists of various entities that were included in other business lines until December 2021:

- Crédit Mutuel Asset Management and Crédit Mutuel Épargne Salariale, which were previously included in "Retail Banking" / "Subsidiaries of the banking network";
- Cigogne Management, which was previously included in "Capital Markets";
- CIC Private Debt, which was consolidated in the first half of 2022;
- All subsidiaries previously included in "Private banking".

The impacts on the published data for 2021 are detailed in the tables below:

### Analysis of income statement by business segment - NEW SEGMENTATION

12/31/2021 (€ millions)	Retail banking	Financing and capital markets	Asset management and private banking	Private equity	Holding company services	Total
Net banking income	3 894	773	742	518	73	6 000
General operating expenses	(2 387)	(358)	(467)	(77)	(58)	(3 346)
<b>Gross operating income</b>	<b>1 506</b>	<b>415</b>	<b>276</b>	<b>442</b>	<b>16</b>	<b>2 654</b>
Cost of counterparty risk	(69)	29	(9)	(21)	-	(70)
Gains on other assets <sup>1</sup>	125	-	11	-	-	136
<b>Profit/(loss) before tax</b>	<b>1 562</b>	<b>444</b>	<b>278</b>	<b>420</b>	<b>16</b>	<b>2 720</b>
Income tax	(447)	(101)	(54)	(4)	3	(604)
<b>Net profit/(loss)</b>	<b>1 115</b>	<b>343</b>	<b>224</b>	<b>416</b>	<b>19</b>	<b>2 116</b>

### Analysis of income statement by business segment - OLD SEGMENTATION

12/31/2021 (€ millions)	Retail banking	Financing and capital markets	Private banking	Private equity	Holding company services	Total
Net banking income	3 931	800	678	518	73	6 000
General operating expenses	(2 413)	(365)	(433)	(77)	(58)	(3 346)
<b>Gross operating income</b>	<b>1 518</b>	<b>435</b>	<b>245</b>	<b>441</b>	<b>15</b>	<b>2 654</b>
Cost of counterparty risk	(69)	29	-9	(21)	-	(70)
Gains on other assets <sup>1</sup>	136	-	-	-	-	136
<b>Profit/(loss) before tax</b>	<b>1 585</b>	<b>464</b>	<b>236</b>	<b>420</b>	<b>15</b>	<b>2 720</b>
Income tax	(451)	(106)	(46)	(4)	3	(604)
<b>Net profit/(loss)</b>	<b>1 134</b>	<b>358</b>	<b>190</b>	<b>416</b>	<b>18</b>	<b>2 116</b>



### 3.3. Changes at constant scope

Changes at constant scope are calculated by excluding the consolidation of CIC Private Debt from the 2022 figures.

#### CIC

(€ millions)	2022 <sup>1</sup>	change in scope <sup>2</sup>	2022 excl. change <small>3 = 1 - 2</small>	2021 <sup>4</sup>	2022/2021 per. cst. <sup>3/4</sup>
<b>Net banking income</b>	<b>6,327</b>	<b>19</b>	<b>6,308</b>	<b>6,000</b>	<b>+5.1%</b>
General operating expenses	(3,557)	(10)	(3,547)	(3,346)	+6.0%
<i>of which: supervisory and resolution expenses</i>	<i>(223)</i>	<i>-</i>	<i>(223)</i>	<i>(166)</i>	<i>+34.8%</i>
<b>Gross operating income</b>	<b>2,770</b>	<b>9</b>	<b>2,760</b>	<b>2,654</b>	<b>+4.0%</b>
Cost of risk	41	-	41	(70)	n.s.
<i>Cost of proven risk</i>	<i>(204)</i>	<i>-</i>	<i>(204)</i>	<i>-98</i>	<i>x 2</i>
<i>Cost of non-proven risk</i>	<i>245</i>	<i>-</i>	<i>245</i>	<i>28</i>	<i>n.s.</i>
<b>Operating profit</b>	<b>2,810</b>	<b>9</b>	<b>2,801</b>	<b>2,584</b>	<b>+8.4%</b>
Net gains/(losses) on other assets and ECC	130	12	118	136	-13.0%
<b>Profit before tax</b>	<b>2,940</b>	<b>21</b>	<b>2,919</b>	<b>2,720</b>	<b>+7.3%</b>
Income tax	(649)	(2)	(647)	(603)	+7.2%
<b>Net profit</b>	<b>2,291</b>	<b>19</b>	<b>2,272</b>	<b>2,116</b>	<b>+7.4%</b>
Non-controlling interests	2	-	2	12	-87.6%
<b>Net profit attributable to the group</b>	<b>2,289</b>	<b>19</b>	<b>2,271</b>	<b>2,105</b>	<b>+7.9%</b>

#### Asset management and private banking

(€ millions)	2022 <sup>1</sup>	change in scope <sup>2</sup>	2022 excl. change <small>3 = 1 - 2</small>	2021 <sup>4</sup>	2022/2021 per. cst. <sup>3/4</sup>
<b>Net banking income</b>	<b>815</b>	<b>19</b>	<b>795</b>	<b>742</b>	<b>+7.1%</b>
General operating expenses	(521)	(10)	(511)	(467)	+9.4%
<b>Gross operating income</b>	<b>294</b>	<b>9</b>	<b>284</b>	<b>276</b>	<b>+3.2%</b>
Cost of risk	(33)	-	(33)	-9	x 3.8
<b>Operating profit</b>	<b>261</b>	<b>9</b>	<b>251</b>	<b>267</b>	<b>-5.9%</b>
Net gains/(losses) on other assets and ECC	13	12	1	11	-86.7%
<b>Profit before tax</b>	<b>274</b>	<b>21</b>	<b>253</b>	<b>278</b>	<b>-8.9%</b>
Income tax	(53)	(2)	(51)	(54)	-5.3%
<b>Net profit</b>	<b>221</b>	<b>19</b>	<b>202</b>	<b>224</b>	<b>-9.8%</b>

### 3.4 Alternative performance indicators

Name	Definition/calculation method	For the ratios, justification of use
cost/income ratio	ratio calculated from items in the consolidated income statement: ratio of general operating expenses (sum of items "employee benefit expense", "other general operating expenses" and "allocations/reversals of depreciation, amortization and provisions for property, plant and equipment and intangible assets") to "net banking income"	measure of the bank's operational efficiency
overall cost of risk for customer loans as a percentage of outstanding loans (expressed in % or basis points)	cost of risk for customer loans as stated in the notes to the consolidated financial statements as a percentage of gross outstanding loans at the end of the period	enables assessment of the level of risk as a percentage of credit commitments on the balance sheet
cost of risk	item "cost of counterparty risk" in the publishable consolidated income statement	measures the level of risk
customer loans	item "loans and receivables due from customers at amortized cost" on the asset side of the consolidated balance sheet	measure of customer activity in terms of loans
cost of proven risk	impaired assets (S3): see note "cost of counterparty risk"	measures the level of proven risk (non-performing loans)
cost of non-proven risk	12-month expected losses (S1) + expected losses at maturity (S2): see note "cost of counterparty risk." Application of IFRS 9.	measures the level of non-proven risk (for performing loans)
customer deposits; accounting deposits	item "due to customers at amortized cost" on the liabilities side of the consolidated balance sheet	measure of customer activity in terms of balance sheet resources
insurance-based savings	life insurance products held by our customers - management data (insurance company)	measure of customer activity in terms of life insurance
bank savings products, customer funds managed and held in custody	off-balance sheet savings products held by our customers or under custody (securities accounts, mutual funds, etc.) - management data (group entities)	representative measure of activity in terms of off-balance sheet funds (excluding life insurance)
total savings	sum of account deposits, insurance-based savings and bank savings products	measure of customer activity in terms of savings
operating expenses, general operating expenses, management fees	sum of lines "employee benefit expense", "other general operating expenses" and "allocations/reversals of depreciation, amortization and provisions for property, plant and equipment and intangible assets" in the publishable consolidated income statement	measures the level of general operating expenses
interest margin, net interest revenue, net interest income	calculated from items in the consolidated income statement: difference between interest received and interest paid: - interest received = item "interest and similar income" in the publishable consolidated income statement - interest paid = item "interest and similar expenses" in the publishable consolidated income statement	representative measure of profitability
loan to deposit ratio	ratio calculated from items in the consolidated balance sheet: ratio expressed as a percentage of total customer loans to customer deposits	measure of dependency on external refinancing
coverage ratio	determined by calculating the ratio of credit risk provisions (S3 impairments) to the gross outstandings identified as in default in accordance with regulations (gross receivables subject to an S3 individual impairment)	this coverage ratio measures the maximum residual risk associated with loans in default ("non-performing loans")
ratio of non-performing loans to gross loans	ratio of gross receivables subject to an S3 individual impairment to gross customer loans (calculated from "loans and receivables due from customers" note to the consolidated financial statements: gross receivables + finance leases)	indicator of asset quality

## Alternative performance indicators (APIs): reconciliation with the financial statements

<b>(€ millions)</b>			
<b>Cost/income ratio</b>	<b>2022</b>	<b>2021</b>	<b>2020</b>
General operating expenses	(3,557)	(3,346)	(3,225)
Net banking income	6,327	6,000	5,139
<b>Cost/income ratio</b>	<b>56.2%</b>	<b>55.8%</b>	<b>62.8%</b>
<b>Loan-to-deposit ratio</b>	<b>12/31/2022</b>	<b>12/31/2021</b>	<b>12/31/2020</b>
Net customer loans	240,002	220,550	208,703
Customer deposits	222,144	217,829	213,784
<b>Loan-to-deposit ratio</b>	<b>108.0%</b>	<b>101.2%</b>	<b>97.6%</b>
<b>Non-performing loan ratio</b>	<b>12/31/2022</b>	<b>12/31/2021</b>	<b>12/31/2020</b>
Gross receivables subject to individual impairment (S3)	5,798	5,300	5,307
Gross customer loans	243,316	224,028	212,333
<b>Non-performing loan ratio</b>	<b>2.4%</b>	<b>2.4%</b>	<b>2.5%</b>
<b>Cost of risk as a percentage of outstanding loans</b>	<b>12/31/2022</b>	<b>12/31/2021</b>	<b>12/31/2020</b>
Cost of risk for customer loan losses	(20)	(71)	(814)
Gross customer loans	243,316	224,028	212,333
<b>Annualized cost of risk for customer loans as a percent-age of outstanding loans (in basis points)</b>	<b>1</b>	<b>3</b>	<b>38</b>
<b>Coverage rate on non-performing loans</b>	<b>12/31/2022</b>	<b>12/31/2021</b>	<b>12/31/2020</b>
Provisions for impairment in value on doubtful loans (S3)	2,268	2,260	2,418
Gross receivables subject to individual write-downs (S3)	5,798	5,300	5,307
<b>Coverage rate on non-performing loans</b>	<b>39.1%</b>	<b>42.6%</b>	<b>45.6%</b>
<b>Overall coverage ratio</b>	<b>12/31/2022</b>	<b>12/31/2021</b>	<b>12/31/2020</b>
Provisions for impairment in value on doubtful (S3) and performing loans (S1 & S2)	3,314	3,477	3,630
Gross receivables subject to individual write-downs (S3)	5,798	5,300	5,307
<b>Overall coverage ratio</b>	<b>57.2%</b>	<b>65.6%</b>	<b>68.4%</b>