



Paris, February 27, 2014

## CIC in 2013

Solid commercial activity,  
improved results  
and financial solidity

Results for the year ended Tuesday, December 31, 2013

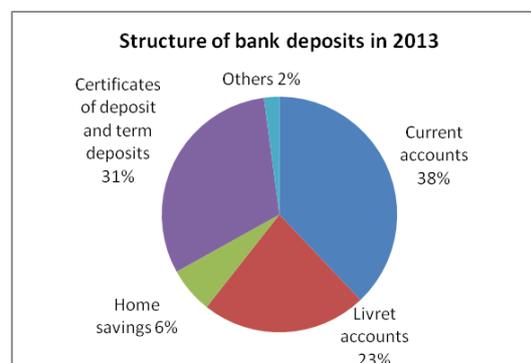
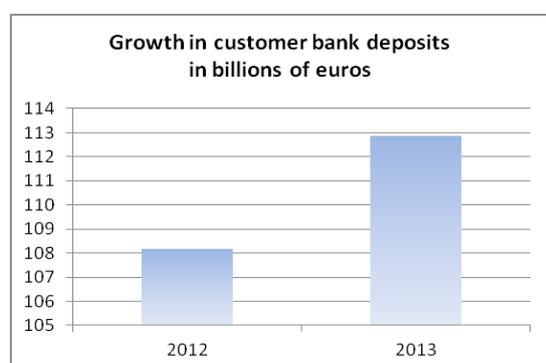
Net banking income	�4,466m	→	A dynamic branch network and an improvement in financial markets	(+5%)
Net income	�851m	→	Strong performances	(+18%)
Basel 2.5 CET1 ratio	11.6%	→	A solid balance sheet	
<b>Business</b>				
Loans	�136.8bn	→	Active financing of the economy	(+2.9%)
Balance sheet deposits	�112.8bn	→		(+4.3%)
Savings under management and custody	�231.1bn	→		(+3.9%)

CIC has maintained its growth momentum with three objectives: deliver quality service to its customers, provide increasingly better-tailored products by diversifying its offer, and participate in the financing of the economy in all regions of France. During the year, the number of customers and branches continued to grow, as did loan outstandings, deposits and insurance and service activities (remote banking, remote surveillance and telephony). In these conditions, net income totaled  851m, up 18%.

## Continued commercial dynamism and support for the economy

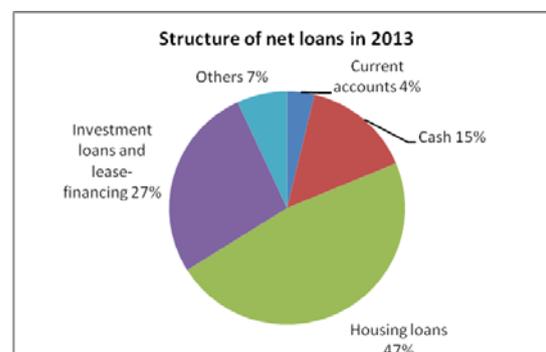
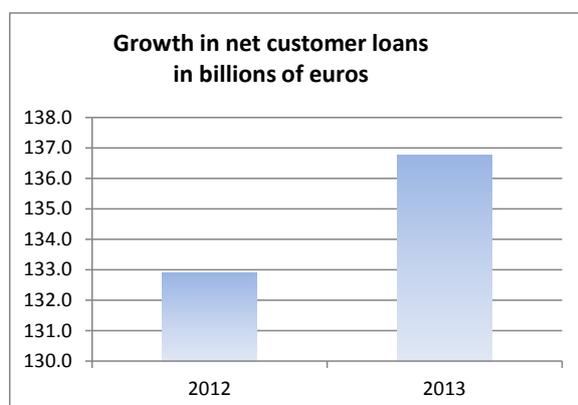
In 2013, the commitment of all staff members and the relationship of trust they have established with their customers enabled the bank to best serve its client base of private individuals, associations, self-employed professionals and corporates.

Bank deposits totaled €112.8 billion (+4.3%), driven by current accounts (+10.7%) and home savings plans (+5.2%). Certificates of deposit and term deposits grew by 1.1% and outstanding deposits held in savings plans were stable.



Total loan outstandings came to €136.8 billion, up 2.9% from 2012. This growth resulted from:

- firstly, growth in investment loans, up 5.4% to €28.1 billion, and lease-financing, which grew by the same amount to €8.9 billion;
- secondly, housing loans, which grew by 3.7% to €64.7 billion.



The loan-to-deposit ratio – the ratio of total net loans to balance sheet deposits expressed as a percentage – improved sharply to 121.2% at December 31, 2013, compared with 122.9% a year earlier.

## Growth in financial results

<i>(in millions of euros)</i>	2013	2012	Change 2013/2012
Net banking income	4,466	4,260	4.8%
Operating expenses	(2,888)	(2,944)	-1.9%
Gross operating profit	1,578	1,316	19.9%
Income before tax	1,280	1,022	25.2%
Net income	851	722	17.9%

*The financial statements for the period ended December 31, 2013 were approved by the Board of Directors of Crédit Industriel et Commercial (CIC), chaired by Mr. Michel Lucas, on February 27, 2014.*

Net banking income grew by 4.8% to €4,466 million. It was notably buoyed by the dynamism of retail banking, which contributed close to 75% of total net banking income.

Operating expenses decreased by 1.9% to €2,888 million.

The cost-income ratio stood at 64.7%, compared with 69.1% at December 31, 2012.

Net provision allocations/reversals for loan losses totaled €367 million, compared with €356 million at the end of 2012. They included a €32 million charge following the sale on the market of Greek sovereign bonds eligible for the Private Sector Involvement (PSI) plan adopted on February 21, 2012.

The actual net provision for known risks, as a proportion of total loan outstandings, rose from 0.20% to 0.22% and the overall non-performing loan coverage ratio was 51.5% at Tuesday, December 31, 2013.

Net income (€851 million) grew by 18%, attesting to a strong performance during the year.

The Board of Directors will propose to the general meeting of stockholders on May 22, 2014 a dividend of €7.00 per share compared with €7.50 with respect to the previous year.



## A solid balance sheet

### Liquidity and refinancing

Most financing is provided by BFCM, which controls a 92.8% stake in CIC, the financing vehicle of the CM11-CIC group.

### Capital adequacy

At December 31, 2013, the CET1 capital ratio (Basel 2.5) stood at 11.6% following the repayment of €500 million of deeply subordinated securities (TSS). CET1 prudential capital amounted to €10.5 billion.

The European regulation on prudential requirements entered into force on January 1, 2014. Under this regulation, and without considering transitional measures, the CET1 capital ratio would be 10.2% and the leverage ratio 4.0%. These confirm the group's solidity.

Rating agencies Moody's and Fitch affirmed in 2013 the long-term rating of CIC, a subsidiary of BFCM, while Standard & Poor's lowered it by one notch. Its long-term ratings are A with a stable outlook by Standard & Poor's, A+ with a stable outlook by Fitch and Aa3 with a negative outlook by Moody's.

## Divisional breakdown of results

### ***Retail banking: CIC's core business***

	2013	2012	Change 2013/2012
<i>(in millions of euros)</i>			
Net banking income	3,330	3,083	8.0%
Operating expenses	(2,202)	(2,245)	-1.9%
Gross operating income	1,128	838	34.6%
Income before tax	918	743	23.6%

Retail banking encompasses the CIC banking network and all specialist activities whose products are mainly distributed through this network: equipment leasing, vehicle leasing with purchase options, real-estate leasing, factoring of receivables, fund management, employee savings plans and insurance.



Loan outstandings increased by 3.5% to €116.4 billion, partly thanks to investment loans (+5.4%) and housing loans (+3.3%). Deposits increased by 3.9% to €86.7 billion, driven by growth in creditor current accounts (+13.1% to €29.4 billion) and home savings (+5.3% to €7 billion).

Net banking income grew by 8% to €3,330 million at December 31, 2013, compared with €3,083 million in 2012.

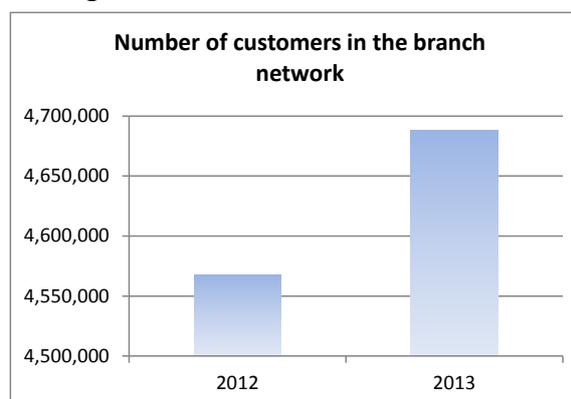
Net fee income received in 2013 rose by 7% and represented 42% of net banking income. General operating expenses fell from €2,245 million in 2012 to €2,202 million. Net provision allocations/reversals for loan losses totaled €312 million, compared with €201 million in 2012.

In all, income before tax in retail banking came to €918 million, compared with €743 million a year earlier.

### The branch network

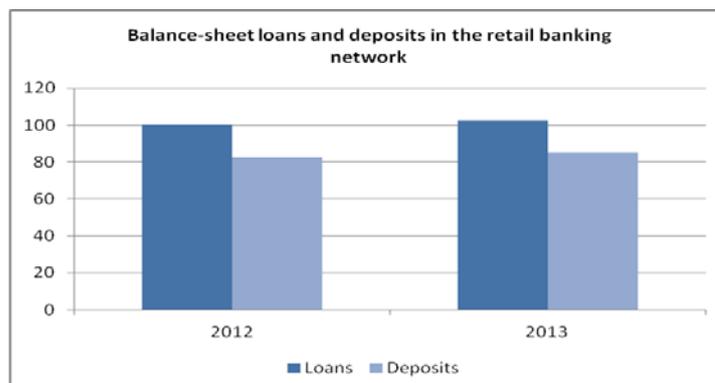
With 15 new branch openings, bringing the total to 2,067, the network continued its growth momentum in 2013 and extended its national coverage.

Over the same period, the number of customers rose by 120,573 to 4,688,233 (up 2.6%).



Loan outstandings rose by 2.5% to €102.6 billion at December 31, 2013. Investment and housing loans grew by 5.1% and 3.3% respectively.

Balance-sheet deposits totaled €85.3 billion, up 3.5% compared with December 31, 2012.



Loan origination rose sharply to €21.6 billion (+34%). Buoyed by investment and housing loans, it staged a recovery following a downturn in the real estate market in 2012.

The insurance business continued to grow. The number of contracts increased in all segments.

The number of property and casualty contracts was raised to 3,171,761 (portfolio of contracts up 5.5%) and service activities recorded the following growth:

- +6.3% in remote banking with 1,718,814 contracts,
- +13.5% in telephony (344,071 contracts),
- +12.1% in theft protection (77,966 contracts),
- +7.2% in electronic payment terminals (113,568 contracts).

Net banking income in the branch network totaled €3,111 million, compared with €2,897 million a year earlier, with similar growth in the margin and net fee income, the latter representing more than 45% of net banking income. General operating expenses amounted to €2,066 million and net provision allocations/reversals for loan losses stood at €304 million (+€109 million).

Income before tax in the branch network amounted to €743 million, compared with €595 million in 2012.

**Retail banking support businesses** generated net banking income of €219 million in 2013, compared with €186 million in 2012, and income before tax of €175 million (€148 million in 2012).

### Corporate banking

	2013	2012	Change 2013/2012
<i>(in millions of euros)</i>			
Net banking income	278	282	-1.4%
Operating expenses	(85)	(88)	-3.4%
Gross operating profit	193	194	-0.5%
Income before tax	155	130	19.2%

Loan outstandings in corporate banking stood at €11.1 billion.

In a difficult economic environment, net banking income was respectable at €278 million (€282 million in 2012).

Net provision allocations/reversals for loan losses fell from €64 million in 2012 to €38 million in 2013.

Income before tax grew by €25 million to €155 million (€130 million in 2012).

### Capital markets

	2013	2012	Change 2013/2012
<i>(in millions of euros)</i>			
Net banking income	473	555	-14.8%
Operating expenses	(166)	(178)	-6.7%
Gross operating profit	307	377	-18.6%
Income before tax	300	351	-14.5%

The capital markets division generated net banking income of €473 million in 2013 (€555 million in 2012). Net provision allocations/reversals for loan losses totaled €7 million, compared with €26 million in 2012.

Income before tax fell from €351 million to €300 million.

### Private banking

	2013	2012	Change 2013/2012
<i>(in millions of euros)</i>			
Net banking income	444	464	-4.3%
Operating expenses	(329)	(334)	-1.5%
Gross operating profit	115	130	-11.5%
Income before tax	109	106	2.8%



Outstanding balance-sheet deposits in private banking were stable at €15.8 billion and outstanding loans stood at €8.6 billion. Savings under management and custody totaled €71.9 billion.

Net banking income edged down to €444 million in 2013 from €464 million in 2012. Thanks to tight control of general operating expenses and a decrease in net provision allocations/reversals for loan losses, income before tax was similar to that in 2012 at €109 million versus €106 million.

### **Private equity**

<i>(in millions of euros)</i>	2013	2012	Change 2013/2012
Net banking income	119	100	19.0%
Operating expenses	(34)	(34)	0.0%
Gross operating profit	85	66	28.8%
Income before tax	85	66	28.8%

Invested assets totaled €1.7 billion, of which €200 million in 2013.

The portfolio consists of 469 investment lines.

Net banking income came to €119 million in the year to December 31, 2013, compared with €100 million in 2012. Income before tax stood at €85 million, compared with €66 million.

### **In conclusion**

CIC will focus in 2014 on developing its commercial activity by offering all its customers products and services that meet their needs. Aided by up-to-the-minute technology, its customer relationships, whether physical or digital, form the linchpin of its strategy. As the bank for self-employed professionals and corporates – one in three is a CIC customer – it participates actively in the economic life of France's regions. As the bank for private individuals and associations, it gives life every day to projects that form the backbone of our society.

By combining growth, efficiency and risk control, and by drawing on the professionalism of its employees and on its parent company, Crédit Mutuel – a powerful group of European dimension – CIC has the means to confront challenges over the years ahead.



*The consolidated financial statements have been audited. The audit certificate will be issued after the finalization of additional procedures required for the publication of the annual financial report.*

Financial information at Tuesday, December 31, 2013 comprises this press release and specific information based on the recommendations of the Financial Stability Board and on sovereign risk exposure.

Complete financial information is available on the internet site [www.cic.fr/cic/fr/banques/le-cic/institutionnel/actionnaires-et-investisseurs](http://www.cic.fr/cic/fr/banques/le-cic/institutionnel/actionnaires-et-investisseurs) under the heading "regulated information" and is published by CIC in accordance with the provisions of article L451-1-2 of the French Monetary and Financial Code and 222-1 and following of the General Regulations of the Autorité des marchés financiers (French financial markets authority - AMF).

Director of information

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## CIC's business divisions and principal subsidiaries

	CIC				
BRANCH NETWORK	100%	100%	100%	100%	100%
	CIC Nord Ouest	CIC Ouest	CIC Sud Ouest	CIC Est	CIC Lyonnaise de Banque
PRIVATE BANKING <sup>(1)</sup>	100%	100%	100%	100%	
	CIC Banque Transatlantique	Banque CIC Suisse	Banque de Luxembourg	CIC Private Banking-Banque Pasche	
PRIVATE EQUITY	100%				
	CM-CIC Capital Finance				
SPECIALIST BUSINESSES	23.5%	99.9%	100%	99.2%	
	CM-CIC Asset Management	CM-CIC Epargne Salariale	CM-CIC Securities	CM-CIC Bail	
	54.1%	95.5%	100%		
	CM-CIC Lease	CM-CIC Factor	CM-CIC Aidexport		
INSURANCE	20.5%				
	Groupe des Assurances du Cr�dit Mutuel				
COMMON GROUP RESOURCE UNITS	12.5%	Zero capital	Zero Capital		
	Euro Information	GIE CM-CIC Titres	GIE CM-CIC Services		

## Key figures

(in millions of euros)	December 31, 2013	December 31, 2012
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### Business

Total assets	232 919	235 732
Loans and advances to customers, including finance leases (1)	136 767	132 890
Customer deposits	112 847	108 162
Savings managed and in custody (2)	231 077	222 301
Number of property and casualty insurance policies (3)	3 171 761	3 005 175

### Shareholders' equity

Attributable to owners of the company	11 130	10 362
Non-controlling interests	105	106
Total	11 235	10 468

Employees, year end (4)	20 083	20 446
Number of branches (5)	2 067	2 074
Number of customers (6)	4 688 233	4 567 660
Private individuals	3 872 578	3 781 616
Corporates and self-employed professionals	815 655	786 044

## Financial results

Income statement	December 31, 2013	December 31, 2012
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Net banking income	4 466	4 260
General operating expenses	(2 888)	(2 944)
Operating income before provisions	1 578	1 316
Net provision allocations/reversals for loan losses	(367)	(356)
Operating income after provisions	1 211	960
Net gain/(loss) on disposals of other assets	4	11
Share of income/(loss) of affiliates	65	51
Income before tax	1 280	1 022
Corporate income tax	(429)	(300)
Net income	851	722
Non-controlling interests	(6)	(24)
Net income attributable to owners of the company	845	698

(1) Including lease-financing

(2) Month-end outstandings, including adjusted amount of securities issued in 2012.

(3) Fine-tuned management rule. Adjusted 2012 figures.

(4) Full-time equivalents.

(5) 15 branch openings, 22 closures (of which 12 due to the reorganization of part of the network).

(6) Branch network. Adjusted 2012 figures.