FEBRUARY 7, 2024 / PRESS RELEASE

RESULTS FOR THE YEAR ENDED DECEMBER 31, 2023

CIC made net income of nearly €2 billion, marked by excellent results from the specialized businesses and resilience in the networks

CIC turned in a good performance in 2023 with net revenue reaching a record €6.46 billion (+2.1%). Its net income of nearly €2 billion, down 13.2%, was impacted by a total cost of risk of €468 million. Despite a deterioration reflecting an increase in corporate defaults, the cost of risk nevertheless remained on a par with the level seen before the massive aid provided during the health crisis.

CIC maintained very high operating results, with a cost/income ratio of 58.7 %. The growth in operating expenses was in line with CIC's strategy to prioritize a strong social contract, significant technological investment and an acceleration of its sponsorship policy linked to its adoption of the status of a benefit corporation.

Retail banking, impacted by a lower level of loan releases, the rise in the cost of funding and constraints around the usury rate, remained resilient, with a **fall in revenues of 4.2 %. The specialized businesses turned in excellent performances, in particular asset management and private banking (+15%), corporate and investment banking (+34.2%) and the capital markets activities (+36%).**

The solidity of CIC's financial results demonstrates the relevance of its diversification strategy, with the specialized businesses contributing nearly half of its income.

Results for the year ended December 31, 2023[1]

	2023	Change over 1 year
GROWTH IN NET REVENUE	**€6,458m**	**+2.1%**
of which the banking network	*€3,836m*	*-3.8%*
of which the specialized business lines	*€2,369m*	*+15.5%*
GENERAL OPERATING EXPENSES IN LINE WITH DEVELOPMENT OBJECTIVES	**€3,792m**	**+6.6%**
COST OF RISK BACK AT THE LEVEL SEEN BEFORE THE MASSIVE AID DURING COVID	**€468m**	**+€509m**
NET INCOME DOWN AFTER A RECORD YEAR IN 2022	**€1,989m**	**-13.2%**

		2023	Change over 1 year
STRONG BUSINESS MOMENTUM IN CUSTOMER SERVICES	Customer loans	**€252.2bn**	**+5.1%**
	Customer deposits	**€230.3bn**	**+3.7%**
	Insurance[2]	**6.6 million**	**+3.8%**
	Mobile phone and box[2]	**556,000**	**+0.6%**
	Remote surveillance[2]	**123,000**	**+5.1%**

[1] The annual audit of the financial statements for the year ended December 31, 2023 is under way.
[2] En number of contracts.

Contents

1. Consolidated earnings

1.1. Financial results

(€ millions)	2023	2022	Change
Net revenue	**6,458**	**6,327**	**+2.1%**
General operating expenses	(3,792)	(3,557)	+6.6%
Gross operating income	**2,666**	**2,770**	**-3.7%**
Cost of risk	(468)	41	n.s.
cost of proven risk	*(562)*	*(204)*	*x 2.7*
cost of non-proven risk	*94*	*245*	*-61.5%*
Operating income	**2,198**	**2,810**	**-21.8%**
Net gains and losses on other assets and ECC [1]	355	130	x 2.7
Net profit/(loss) before tax	**2,553**	**2,940**	**-13.2%**
Income tax	(564)	(649)	-13.2%
Profit/(loss) for the period	**1,989**	**2,291**	**-13.2%**
Non-controlling interests	3	2	n.s.
Group net income	**1,986**	**2,289**	**-13.3%**

[1] ECC = equity consolidated companies = share of net income of equity consolidated companies.

Net revenue

In a changing interest rate environment, CIC's net revenue continued to grow, exceeding €6.4 billion, an increase of 2.1% compared with December 31, 2022. This increase can be attributed to good results in the specialized business lines, particularly private banking, corporate banking and capital markets, despite a decline in retail banking.

Net revenue (€ millions)	2023	2022	Change
Retail banking	**4,024**	**4,201**	**-4.2%**
of which banking networks	*3,836*	*3,989*	*-3.8%*
Specialized business lines	**2,369**	**2,051**	**+15.5%**
Asset management and private banking	937	815	+15.0%
Corporate banking	623	464	+34.2%
Capital markets	465	342	+36.0%
Private equity	345	430	-19.8%
Holding company services	**65**	**75**	**-14.3%**
TOTAL CIC net revenue	**6,458**	**6,327**	**+2.1%**

The retail banking business adapted to the new interest rate environment. With a decrease in loan releases, the rise in the cost of resources, and constraints around the usury rate, retail banking revenues fell by -4.2% to €4.0 billion.

The banking network generated net revenue of €3.8 billion (-3.8%).

The contribution of the **asset management and private banking** business line increased by 15% to €937 million at end-2023, of which nearly €738 million from private banking, reflecting strong commercial activity, an increase in the net interest margin and an increase in stock market and management fees.

Corporate banking saw a sharp increase in its net revenue (+34.2%) to €623 million thanks to strong activity in lending to large corporates and in project financing.

The movements observed in the financial markets were good news for the **capital markets** activities, which saw net revenue rise by 36% to €465 million compared with €342 million at end-December 2022.

Net revenue in the **private equity** business was solid at nearly €345 million compared with €430 million in 2022 after two exceptional years.

General operating expenses and gross operating income

In 2023, general operating expenses rose by 6.6% to €3.8 billion, in line with growth targets and amid an inflationary environment.

Employee benefits expense (55% of operating expenses) include, in particular, the effects of salary increases decided in early 2023 (payroll expense +4.5%).

The increase in other operating expenses reflects investments in technology and the sponsorship policy linked to the societal dividend in the amount of €28 million. Other operating expenses continued to be impacted in 2023 by the contributions to the Single Resolution Fund, supervision costs and the Deposit Guarantee Fund, which totaled €181 million in 2023 (versus €223 million in 2022).

The cost/income ratio was 58.7% in 2023 compared with 56.2% in 2022.
Gross operating income fell by 3.7% to €2.7 billion.

Cost of risk and operating income

2023 saw an increase in the overall cost of risk to €468 million, which weighed on income growth:

- an increase in the cost of proven risk in respect of network customers, consumer credit and corporate finance due to a rise in defaults on the professional and corporate markets and downgraded receivables. This deterioration reflects uncertain economic conditions and came to 16 basis points (versus 10 basis points at end-2022), nevertheless below the 2019 level (17 basis points);

- a significant net reversal in the cost of non-proven risk of nearly €94 million compared with €245 million in 2022, following the discontinuation in 2022 of the sector provisions set aside during the pandemic period and the adjustment in 2023 of a management overlay relating to uncertainties linked to the current economic environment (change of IFRS 9 model).

The non-performing loan ratio increased to 2.7%, identical to the pre-Covid 19 level.

As a result of this increase in the cost of risk, operating income fell by 21.8% year-on-year to €2.2 billion.

Income before tax

After taking into account a €119 million share of income of equity consolidated companies (Groupe des Assurances du Crédit Mutuel) and a capital gain of €231 million on the disposal of Crédit Mutuel Asset Management, Cigogne Management and CIC Private Debt to BFCM, income before tax was down 13.2% to €2.6 billion.

Net income

In an unsettled macroeconomic environment, net income fell by 13.2% to nearly €2.0 billion.

Group net income came to €1.99 billion (-13.3%).

1.2. Financial structure

Liquidity and refinancing [1]

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.

Solvency and capital management

At December 31, 2023, CIC's shareholders' equity totaled €20.3 billion compared with €17.8 billion at December 31, 2022.

[1] For more information, please refer to the Crédit Mutuel Alliance Fédérale press release.

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**	Issuer/LT preferred senior debt	Outlook	ST preferred senior debt	Stand-alone rating***	Date of last publication
Standard & Poor's [1]	AA-/A-1+	A+	Stable	A-1	a	11/22/2023
Moody's [2]	Aa2/P-1	Aa3	Stable	P-1	a3	02/01/2024
Fitch Ratings [*3]	AA-	AA-	Stable	F1+	a+	01/19/2024

* 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.

1 Standard & Poor's: Crédit Mutuel group rating.

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

3 Fitch Ratings: Crédit Mutuel Alliance Fédérale rating.

In 2023 and early 2024, the three main financial rating agencies confirmed the external ratings and stable outlook assigned to Crédit Mutuel Alliance Fédérale and the Crédit Mutuel group. This reflects operational efficiency, recurring earnings, a low risk profile and strong financial fundamentals.

The audit of the financial statements for the year ended December 31, 2023 is being conducted by the statutory auditors.

The Board of Directors met on February 6, 2024 to approve the financial statements.

All financial communications are available at: 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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1.4. Key figures

CIC

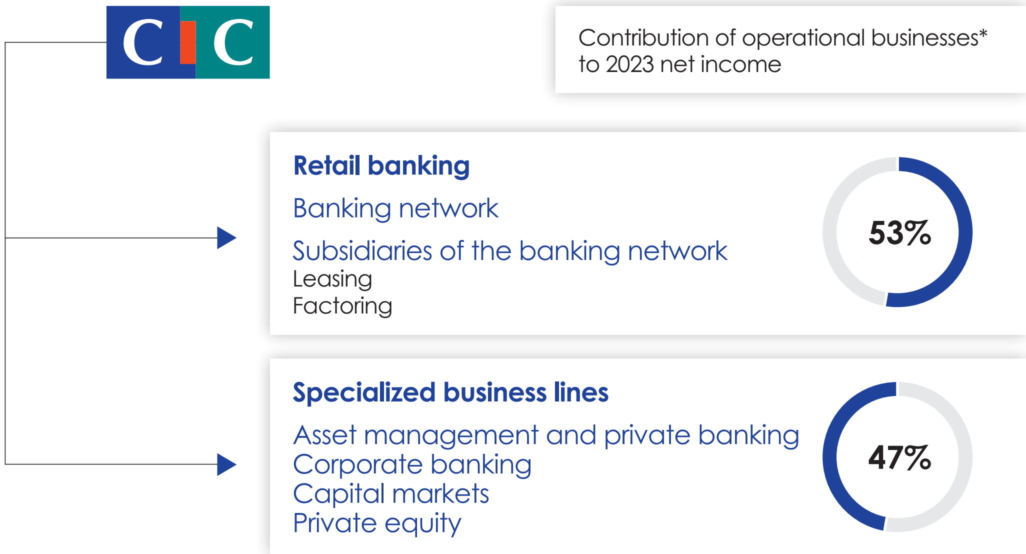
Key figures

(€ millions)	2023	2022	2021
Financial structure and business activity			
Balance sheet total	411,802	406,373	361,389
Shareholders' equity (including net profit for the period, before dividend pay-outs)	20,299	17,805	16,982
Customer loans (including leasing)	252,182	240,002	220,550
Total savings	495,525	473,083	480,212
- of which customer deposits	230,348	222,144	217,829
- of which insurance savings	46,069	45,037	45,534
- of which investment savings (managed and in custody)	219,108	205,902	216,849
Key figures			
Average workforce (full-time equivalent)	19,647	19,290	19,401
Number of banking network retail branches	1,714	1,749	1,781
Number of customers (banking network) – in millions	5.619	5.537	5.463
Retail customers	4.447	4.392	4.338
Business and corporate customers	1.173	1.145	1.125
Key ratios			
Cost/income ratio	58.7%	56.2%	55.8%
Overall cost of customer risk related to outstanding loans	5 bp	1 bp	3 bp
Loan-to-deposit ratio	109.5%	108.0%	101.2%

(€ millions)	2023	2022	2021
Results			
Net revenue	**6,458**	**6,327**	**6,000**
General operating expenses	(3,792)	(3,557)	(3,346)
Gross operating income	**2,666**	**2,770**	**2,654**
Cost of risk	(468)	41	(70)
Operating income	**2,198**	**2,810**	**2,584**
Net gains/(losses) on other assets and ECC	335	130	136
Net profit/(loss) before tax	**2,553**	**2,940**	**2,720**
Income tax	(564)	(649)	(604)
Profit/(loss) for the period	**1,989**	**2,291**	**2,116**
Non-controlling interests	3	2	11
Group net income	**1,986**	**2,289**	**2,105**

2. Results by business line

CIC employs solutions that meet the needs of all its retail, business and non-profit customers via a network of five regional banks, network subsidiaries and four skills hubs for its specialized businesses. As a benefit corporation (*entreprise à mission*) with entrepreneurship at the heart of its DNA, CIC has the support of employees who drive forward development, diversification and mutuality in the interests of all its customers.



* Excluding Holding company services.

In its 2024-2027 strategic plan, Crédit Mutuel Alliance Fédérale strengthened its development ambitions, particularly in relation to the corporate market (mainly via the Corporate and Investment Banking (CIB) activity in France and abroad and the CIC networks). In this context, the review initiated at the end of 2023 in view of a potential reorganization of Crédit Mutuel Alliance Fédérale's CIB activities on the one hand, and CIC's retail banking network activities on the other hand, including through a streamlining of the structures, is ongoing and a consultation of the employee representatives on a project is expected by summer 2024.

2.1. Retail banking

2.1.1. Banking network

(€ millions)	2023	2022	Évolution
Net revenue	**3,836**	**3,989**	**-3.8%**
General operating expenses	(2,465)	(2,309)	+6.8%
Gross operating income	**1,371**	**1,680**	**-18.4%**
Cost of risk	(235)	74	n.s.
cost of proven risk	*(291)*	*(148)*	*+96.8%*
cost of non-proven risk	*56*	*222*	*-74.7%*
Operating income	**1,136**	**1,754**	**-35.2%**
Net gains and losses on other assets and ECC [1]	4	4	-12.7%
Net profit/(loss) before tax	**1,140**	**1,758**	**-35.2%**
Income tax	(306)	(469)	-34.8%
Profit/(loss) for the period	**834**	**1,290**	**-35.3%**

[1] ECC = equity consolidated companies = share of net income of equity consolidated companies.

The banking network had 5.6 million customers at the end of December 2023, a year-on-year increase of 1.5% or more than 83,000 additional customers. There were more than 1 million business and corporate customers, representing a higher increase of 2.4%. The number of retail customers grew by a more moderate level of 1.2%, representing nearly 80% of the total.

Network of CIC regional banks (outstandings at end of period in billions of euros)	12/31/2023	12/31/2022	Change in %
Current accounts	79.1	96.0	-17.6%
Livret A passbook accounts	15.1	12.8	+18.6%
Other passbook accounts	25.1	28.7	-12.7%
Mortgage savings agreements	11.1	12.3	-9.7%
Brokered deposits [1]	45.2	18.7	x 2.4
Other	0.1	0.1	+46.4%
Customer deposits	**175.8**	**168.6**	**+4.3%**

[1] Term deposits and Plan d'Épargne Populaire (PEP) savings plans.

Deposits amounted to €175.8 billion at end-December 2023, up 4.3%.

The nature of deposits changed in 2023 with an increase in brokered deposits.

Regulated savings totaled €37 billion (x 4.4) at 31 December 2023 compared with €8 billion a year earlier.

The outflows shown from current accounts (-18%) were transferred *Livret A* passbook savings accounts, the outstandings of which increased by 18.6% to more than €15 billion. The attractive remuneration offered also had a positive effect on growth in term deposit and *plan d'épargne populaire (PEP)* accounts. Brokered deposits therefore increased by €26.5 billion to more than €45 billion at the end of 2023.

Network of CIC regional banks (outstandings at end of period in billions of euros)	12/31/2023	12/31/2022	Change in %
Home loans	103.4	98.7	+4.8%
Consumer credit	6.6	6.2	+6.0%
Equipment and leasing	54.3	51.6	+5.3%
Operating loans [1]	18.7	19.3	-11.8%
Other	0.3	0.0	n.s.
Customer loans	**183.3**	**175.8**	**+4,3%**

[1] Current accounts in debit and cash flow loans.

Outstanding loans reached €183.3 billion, up 4.3% at end-December 2023 compared with €175.8 billion in 2022. In total, the CIC network generated €42.2 billion in new loans compared with €50.9 billion a year earlier, a decrease of 17%.
There was continued growth in outstanding loans in 2023 in all of the main categories:

- outstanding home loans rose by 4.8% to €103.4 billion; the total amount released over the year fell by 22.4% to €15.4 billion, impacted by interest rate constraints and the deferral of customer projects;
- outstanding investment loans rose by 5.3% to €54.3 billion; demand for funding for business projects remained strong, with €14.2 billion released (-19%);
- outstanding consumer credit rose by 6% to €6.6 billion.

The number of products held per customer rose on the back of the multi-service strategy:

- the number of property and health & provident insurance contracts (excluding life insurance) reached 6.6 million, a rise of 3.8% over the previous year;
- the number of mobile telephone contracts increased slightly year-on-year to 556,000 at the end of 2023
- the number of remote home surveillance subscriptions rose by 5.1% to more than 123,000 contracts.

Concerning the CIC banking network, the growth in fee and commission income (+3.3%) was not enough to offset a decline in its net revenue (-3.8%) to €3.8 billion.

General operating expenses rose by 6.8% to €2.5 billion.

The cost/income ratio was 64.3%, with gross operating income of €1.4 billion compared with €1.7 billion at end-2022.

As the cost of risk deteriorated, with a net provision of €235 million compared with a net reversal of €74 million in 2022. Income before tax amounted to €1.1 billion.

Net income came to €834 million in 2023, down 35.3%.

2.1.2. Subsidiaries of the banking network

Within the retail banking activity, the supporting business lines made net revenue of €188 million (-11.5%), net of fees paid to the network. Net income came to €113 million (versus €135 million at December 31, 2022) after taking into account the group’s €119 million share of the profit of Groupe des Assurances du Crédit Mutuel (€121 million in 2022).

2.2. Specialized business lines

Asset management and private banking, corporate banking, capital markets and private equity round out CIC's banking and insurance offering. These four businesses accounted for 37% of the net revenue and 47% of the net income of the operational business lines

2.2.1. Asset management and private banking

(€ millions)	2023	2022	Change	Change at constant scope
Net revenue	**937**	**815**	**+15.0%**	**+17.4%**
General operating expenses	(555)	(521)	+6.6%	+8.3%
Gross operating income	**382**	**294**	**+29.8%**	**+33.7%**
Cost of risk	(75)	(33)	x 2.2	x 2.2
Operating income	**306**	**261**	**+17.4%**	**+21.0%**
Net gains and losses on other assets and ECC [1]	16	13	+25.3%	x 11.6
Net profit/(loss) before tax	**323**	**274**	**+23.3%**	**+26.9%**
Income tax	(68)	(53)	+27.7%	+33.4%
Profit/(loss) for the period	**255**	**221**	**+15.4%**	**+25.3%**

[1] ECC = equity consolidated companies = share of net income of equity consolidated companies.

The private banking subsidiaries operate in France and internationally through Banque Transatlantique, Banque de Luxembourg and Banque CIC (Suisse). The asset management business line comprises the following entities: Crédit Mutuel Épargne Salariale, CIC Private Debt[1], Cigogne Management[1], Banque de Luxembourg Investments, Dubly Transatlantique Gestion

At €937 million, net revenue from **asset management and private banking** rose by 15.0% amid a difficult economic environment and tensions in the financial markets. This increase was mainly due to the excellent net interest margin for the private banking entities at €419 million (up 47.9%) and robust commercial activity, while income from asset management decreased.

General operating expenses rose by 6.6% in 2023, while gross operating income rose by more than 29.8% to €382 million.

Net gains on other assets and equity consolidated companies came to €16 million, compared with €13 million in 2022. The figure includes non-recurring income related to the first-time consolidation of CIC Private Debt.

Net income came to €255 million compared with €221 million in 2022.

These data do not include the private banking business carried out through CIC's network and its five regional banks, i.e. net revenue of €212 million (-10%) and net income of €87 million (-18%).

The **Banque Transatlantique** group continued to grow and posted solid results for 2023. All of the group's entities in France and abroad saw an improvement in their commercial performance, amid a new interest rate environment. Net revenue, one-third of which was generated outside France, amounted to €206 million, a rise of 2% compared with 2022. This rise was driven by both the increase in net interest income (+8% compared with 2022) and the increase in fee income other than the performance and outperformance fees received by Dubly Transatlantique Gestion (+2% versus 2022). Net income was stable at €59.1 million (€61.2 million in 2022).

[1] Company sold in the third quarter of 2023; the figures above incorporate its first-half results.

All of the Banque Transatlantique group entities, i.e. Banque Transatlantique France, Banque Transatlantique Belgium, Banque Transatlantique Luxembourg, Dubly Transatlantique Gestion and Transatlantique Private Wealth, reached or surpassed their 2023 budget.
Outstanding loans amounted to €5.2 billion (up +7% on 2022). New home loans remained strong over the year, with outstandings totaling €3.2 billion (+7% on 2022).
In 2023, the positive effect of the rise in the markets combined with very strong capital inflows in all customer segments (senior executives, business leaders, family offices, expatriates, etc.) led to record savings outstandings of €62.5 billion (+19% compared with 2022). Financial savings totaled €56.5 billion in 2023, an increase of 20%.
Twenty new plans were acquired in 2023, confirming Banque Transatlantique's position as the French leader in administering manager shareholding plans.

During 2023, **Banque de Luxembourg** continued to benefit from a favorable interest rate environment, along with strong commercial growth in all its businesses serving individuals, corporates and asset management professionals.

Net revenue came to €437.2 million at end-2023, up 23%, while net profit came to €115.0 million, an increase of +17% on 2022. This increase can be attributed to a 92% increase in net interest income to €192.6 million, while net fee income fell by a slight 4% to €234.4 million. Customer outstandings remained stable, to €121 billion at the end of 2023.

During the year, Banque de Luxembourg obtained B Corp™ certification. In doing so, it joined the community of over 7,000 certified companies worldwide that meet high societal, environmental, governance and transparency requirements.

For **Banque CIC (Suisse)**, fiscal year 2023 was marked by a strategic review to strengthen its market positioning as a bank serving entrepreneurs and businesses and to further harness synergies with the group.

With a balance sheet total of €14.3 billion, the extensive expertise of its 461 employees in financing and investments, and excellent results in the management of the funds entrusted to it, Banque CIC (Suisse) is perfectly positioned to continue generating growth. Volumes differed during 2023, with savings volumes down 2.0% to €16.9 billion and loan volumes up 8.7% to €10.7 billion.

Net revenue rose by 23% to €240 million. Net income came to €47.7 million, up by a sharp 43% on 2022, representing the best result in the bank's history despite an increase in provisions.

2.2.2. Corporate banking

(€ millions)	2023	2022	Change
Net revenue	**623**	**464**	**+34.2%**
General operating expenses	(154)	(142)	+8.5%
Gross operating income	**468**	**322**	**+45.5%**
Cost of risk	(159)	21	n.s.
cost of proven risk	*(194)*	*(37)*	*x 5.1*
cost of non-proven risk	*34*	*58*	*-40.6%*
Net profit/(loss) before tax	**317**	**343**	**-7.4%**
Income tax	(121)	(75)	+61.3%
Profit/(loss) for the period	**197**	**268**	**-26.6%**

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).

Net revenue rose by 34.2% to €623 million at the end of 2023.

There was a net cost of risk provision of €159 million in 2023 compared with a reversal of €21 million at end-December 2022.

Net income therefore fell by 26.6% to €197 million in 2023, compared with €268 million the previous year.

The **structured financing** activity (acquisition finance, project finance, asset finance and securitization) was very active across all its business lines. Overall, loan production was higher than in 2022, totaling €4.9 billion over the year, an increase of 13% on the previous year. Net revenue[1] reached an all-time high of €281.3 million. The cost of proven risk was very low at less than 5 basis points, enabling good results across all business lines. Net income[1] reached €182 million, up on 2022.

The **large corporates (CIC Corporate)** activity, which provides long-term support for the development of listed and unlisted major French and foreign industrial companies and financial institutions, made revenue of more than €500 million. Amid ongoing inflation and changing monetary policies, investment operations continued in 2023 at a slower pace than in 2022. Revenues were nevertheless up sharply, driven by the rise in lending rates, which had a very positive impact on net interest income, as well as by good commercial momentum, particularly linked to strategic transactions or trade finance in France and abroad (lending, bond issues, guarantees, factoring, etc.).

The **international business department** helps corporate customers carry out their international projects. Despite a context of geopolitical stress and a lack of visibility, it continued to support companies, helping them to secure international sales: documentary transactions, international guarantees, forfaiting, supplier loans, buyer loans, etc. Through its specialized subsidiary, CIC Aidexport, customers obtain personalized assistance and advice for their international development, in particular in relation to multi-market targeting, partner selection, setting up sales or production operations and detailed and realistic analysis of target markets. In 2023, nearly 250 companies were supported by CIC Aidexport. In this context, the teams played the part of ambassadors for their customers, acting as effective representatives.

[1] Financial statements.

2.2.3. Capital markets

(€ millions)	2023	2022	Change
Net revenue	**465**	**342**	**+36.0%**
General operating expenses	(257)	(236)	+8.6%
Gross operating income	**208**	**106**	**+97.3%**
Cost of risk	(5)	(1)	x 8.1
Net profit/(loss) before tax	**204**	**105**	**+93.9%**
Income tax	(57)	(28)	x 2
Profit/(loss) for the period	**147**	**77**	**+90.1 %**

CIC Marchés comprises the commercial capital markets business - under the CIC Market Solutions brand - for corporate customers and financial institutions, investment activity and the post-market services that support these activities.

The capital markets activities benefited from opportunities created by the movements observed in the financial markets. **CIC Marchés** saw a sharp increase of 36.0% in net revenue to €465 million. Its general operating expenses rose by 8.6% to €257 million. Gross operating income rose by 97.3 % to €208 million.
Total net income from the capital markets activities was €147 million in 2023, an increase of 90.1% (€77 million in 2022).

CIC Market Solutions enjoyed good sales momentum in 2023. IFRS net revenue came to €241 million compared with €169 million at end-2022, an increase of 43%. This growth was driven by all activities.

The **investment** business line (including France and the New York, Singapore and London branches) generated net revenue of €224 million in 2023 compared with €173 million in 2022, beating its five-year average. The continued exit by central banks from unconventional policies, anti-inflationary measures, multiple geopolitical tensions and banking events (Crédit Suisse and Silicon Valley Bank) all brought volatility to the financial markets and to bond markets in particular. The investment business was particularly active in 2023 in order to take advantage of opportunities that presented themselves. Earnings volatility was low in light of the context.

2.2.4. Private equity

(€ millions)	2023	2022	Change
Net revenue	**345**	**430**	**-19.8%**
General operating expenses	(86)	(75)	+14.8%
Gross operating income	**259**	**355**	**-27.1%**
Cost of risk	0	2	n.s.
Net profit/(loss) before tax	**259**	**357**	**-27.5%**
Income tax	(2)	(17)	-87.0%
Profit/(loss) for the period	**256**	**340**	**-24.6%**

Crédit Mutuel Equity encompasses 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 and makes long-term commitments alongside company managers to promote innovation, growth and employment, and thus enable them to carry out the necessary transformation of their business models, create financial and 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 333 equity interests for more than ten years. The renewal of the portfolio nevertheless remains very dynamic and provides an indication of the organization's effectiveness: over the last three years, more than €1.5 billion has been sold and more than €1.7 billion has been invested. .

2023 saw a record level of investment. Nearly €700 million was deployed 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. In France, no less than €430 million was invested in new companies throughout the country and nearly €200 million was reinvested in the capital of portfolio companies. This portfolio of investment assets reached €3.8 billion, demonstrating the strong momentum of the private equity businesses across all segments.

At €345 million, total income, two-thirds of which came from capital gains, returned to a normal level after two exceptional years post-Covid. Net income amounted to €256 million, demonstrating the solidity and effectiveness of the model deployed, which has given rise to more than €1 billion in cumulative net income being generated over the last three fiscal years.

For the second consecutive year, CIC Conseil posted record fees on mergers and acquisitions, despite a difficult market environment: 28 deals were finalized in 2023 and nearly €15 million in fees was charged.

As an investor that is serious about its societal commitments, Crédit Mutuel Equity has adopted a vision that is service-oriented and focused on sustainability and human considerations. It emphasizes balanced financial arrangements and adheres to project timeframes to always ensure a fair redistribution of the value created from its transactions among all stakeholders: the shareholders, managers and employees of the companies supported.

3. Additional information

3.1. Outstanding loans and deposits – consolidated scope

Customer deposits

(in € billions)	12/31/2023	12/31/2022	Change in %
Current accounts	99.6	124.1	-19.8%
Livret A passbook accounts	15.3	12.9	+18.6%
Other passbook accounts	26.2	30.5	-14.3%
Mortgage savings agreements	11.2	12.4	-9.7%
Brokered deposits [1]	73.7	40.0	+84.2%
Other	4.5	2.3	+95.1%
Customer deposits	**230.3**	**222.1**	**+3.7%**

[1] Term deposits and *Plan d'Épargne Populaire* (PEP) savings plans.

Deposits increased by 3.7% to €230 billion at end-2023, impacted by a sudden repricing of commercial liabilities. These deposits reflect significant transfers from current accounts to interest-bearing accounts.

Following an increase in interest rates in 2023, inflows were particularly high in *Livret A* passbook accounts, as illustrated by an 18.6% increase in these deposits to €15.3 billion at the expense of current accounts (-19.8%). Reflecting the trend seen in the CIC banking networks, regulated savings benefited from higher interest rates, with an increase of 8.9% to €37.0 billion.

Brokered deposits (term accounts and PEPs) increased by 84.2% year-on-year to €73.7 billion compared with €40 billion at end-2022.

Customer loans

(in € billions)	12/31/2023	12/31/2022	Change in %
Home loans	113.5	108.6	+4.5%
Consumer credit	7.0	6.6	+6.5%
Equipment and leasing	91.3	86.8	+5.1%
Operating loans [1]	30.6	32.2	-5.0%
Other	9.8	5.8	+70.1%
Customer loans	**252.2**	**240.0**	**+5.1%**

[1] Current accounts in debit and cash flow loans.

At the end of 2023, outstanding loans totaled €252.2 billion, a year-on-year increase of 5.1%.

Despite higher interest rates, outstanding loans grew in all the main loan categories:

- home loans rose by 4.5% to €113.5 billion;
- consumer credit rose by 6.5% to €7.0 billion;
- equipment loans and leasing rose by 5.1% to nearly €91.3 billion;
- operating loans fell by 5.0% to €30.6 billion;
- other loans rose by 70.1% to €9.8 billion.

3.2 Alternative performance indicators

Name	Definition/calculation method	For ratios, justification of use
Cost/income ratio	Calculated from the consolidated income statement items: ratio of general operating expenses (sum of the 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 revenue"	Measurement of the operating efficiency of the bank
Overall cost of customer risk related to the outstanding loans (expressed in % or in basis points)	Cost of customer risk as stated in the notes to the consolidated financial statements related to 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	"Cost of counterparty risk" item in the publishable consolidated income statement	Measurement of the level of risk
Customer loans/new loans	"Loans and receivables due from customers at amortized cost" item on the asset side of the consolidated balance sheet	Measurement of customer activity in terms of loans
Cost of proven risk	Impaired assets (S3): see note on "cost of counterparty risk"	Measurement of 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 on "cost of counterparty risk." Application of IFRS 9	Measurement of the level of non-proven risk (for performing loans)
Customer deposits; accounting deposits	"Due to customers at amortized cost" item on the liabilities side of the consolidated balance sheet	Measurement of customer activity in terms of balance sheet resources
Insurance savings products	Life insurance products held by our customers - management data (insurance company)	Measurement of customer activity in terms of life insurance
Financial savings, savings under management and in custody	Off-balance sheet savings products held by our customers or under custody (securities accounts, UCITS, etc.) - management data (group entities)	Representative measurement of activity in terms of off-balance sheet resources (excluding life insurance)
Total savings	Sum of accounting deposits, insurance savings and bank financial savings	Measurement of customer activity in terms of savings
General operating expenses, general expenses, management expenses	Sum of the 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	Measurement of the level of general operating expenses
Net interest margin, net interest revenue, net interest income	Calculated from the items on the consolidated income statement: difference between interest received and interest paid: - interest received = the item "interest and similar income" in the publishable consolidated income statement - interest paid = the item "interest and similar expenses" in the publishable consolidated income statement	Representative measurement of profitability
Loan-to-deposit ratio, commitment ratio	Ratio calculated from items in the consolidated balance sheet: ratio expressed as a percentage of total customer loans to customer deposits	Measurement of dependency on external refinancing
Return on assets (ROA)	The ratio of average return on total assets is calculated by dividing net income by the average of total assets over two years	ROA is an indicator of the bank's performance. It measures the income generated in relation to the assets mobilized
Total coverage ratio	Determined by calculating the ratio of credit risk provisions (S1, S2 and S3 impairments) to the gross outstandings identified as in default in accordance with the regulations (gross receivables subject to an S3 individual impairment)	This coverage ratio measures the maximum residual risk associated with total outstandings
Coverage ratio of non-performing loans	Determined by calculating the ratio of credit risk provisions (S3 impairments) to the gross outstandings identified as in default in accordance with the regulations (gross receivables subject to an S3 individual impairment)	This coverage rate measures the maximum residual risk associated with loans in default ("non-performing loans")
Non-performing loan ratio, CDL ratio	Ratio of gross receivables subject to an S3 individual impairment to gross customer loans (calculated from the "loans and receivables due from customers" note to the consolidated financial statements: gross receivables + finance leases)	Asset quality indicator

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

(€ millions)

Cost/income ratio	**2023**	**2022**	**2021**
Operating expenses	(3,792)	(3,557)	(3,346)
Net revenue	6,458	6,327	6.000
Cost/income ratio	**58.7%**	**56.2%**	**55.8%**

Loan-to-deposit ratio	**12/31/2023**	**12/31/2022**	**12/31/2021**
Net customer loans	252,182	240,002	220,550
Customer deposits	230,348	222,144	217,829
Loan-to-deposit ratio	**109.5%**	**108.0%**	**101.2%**

Coverage ratio of non-performing loans	**12/31/2023**	**12/31/2022**	**12/31/2021**
Provisions for impairment on non-performing loans (S3)	(2,673)	(2,268)	(2,260)
Gross receivables subject to individual impairment (S3)	6,946	5,798	5,300
Taux de couverture	**38.5%**	**39.1%**	**42.6%**

Total coverage ratio	**12/31/2023**	**12/31/2022**	**12/31/2021**
Provisions for impairment on non-performing (S3) and performing (S1 and S2) loans	(3,605)	(3,314)	(3,477)
Gross receivables subject to individual impairment (S3)	6,946	5,798	5,300
Total coverage ratio	**51.9%**	**57.2%**	**65.6%**

Non-performing loan ratio	**12/31/2023**	**12/31/2022**	**12/31/2021**
Gross receivables subject to individual impairment (S3)	6,946	5,798	5,300
Gross customer loans	255,787	243,316	224,028
Non-performing loan ratio	**2.7%**	**2.4%**	**2.4%**

Overall cost of customer risk related to the outstanding loans	**2023**	**2022**	**2021**
Total cost of risk for customer loan losses	(129)	(20)	(71)
Gross customer loans	255,787	243,316	224,028
Overall cost of customer risk related to the outstanding loans (in basis points)	**5**	**1**	**3**

Net income/average assets (ROA)	**2023**	**2022**	**2021**
Net income	1,989	2,291	2,116
Average assets	409,087	404,269	362,403
Return on assets	**0.49%**	**0.57%**	**0.58%**