



# Investor Presentation

H1 2023 RESULTS

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# CA Auto Bank Overview

- CA Auto Bank (“CAAB”, evolving out of FCA Bank) fully owned by Crédit Agricole effective 3rd April 2023
- CAAB operates under the Italian Banking Act and is supervised by the European Central Bank as a “significant” financial institution for prudential purposes, within the framework of Crédit Agricole
- The goal of CAAB is to be an independent and multi-brand pan-European leader in the financing and leasing of vehicles, leveraging a European market worth € 120Bn potential business and focusing on the automotive industry and all mobility sectors, backed by with the risk discipline and financial strength of a universal banking group
- CAAB is open to new partnerships, reaching out to:
  - Manufacturers without captive companies or willing to modernize their financial services operations and products
  - New entrants mainly producing low emission vehicles, independent distributors, retailers and on-line platforms
- CAAB will pursue three main development areas:
  - Consolidation of the white label agreements and JVs already managed by FCA Bank
  - New agreements with different players in the market (dealers, distribution groups, rental companies, etc.)
  - Rental, subscription and mobility activities under the Drivalia brand
- CA Auto Bank’s goal is to also lead the energy transition, achieving 80% of the portfolio of new vehicles being “green” by 2030 and thus becoming a European leader in green mobility, through the adoption of an ESG strategy and the development of mobility solutions for green driving through Drivalia
- Drivalia to provide a full range of leasing, rental (short/medium-long) and mobility plans: from electric car sharing to car subscriptions and rentals of all durations, including operational leasing



# CA Auto Bank Overview

- **CA Auto Bank** (“CAAB”, formerly FCA Bank) is fully owned by Crédit Agricole Consumer Finance (CACF), which is in turn **fully owned by Crédit Agricole S.A. since 3rd April 2023**
- CAAB operates under the Italian Banking Act and is **supervised by the European Central Bank as a “significant” financial institution for prudential purposes, as an entity of Crédit Agricole Group**
- **CAAB will support Crédit Agricole S.A.’s ambitions to become a European leader in green mobility, in line with its 2025 Medium Term Plan.** It will help the Crédit Agricole Group to accompany the sector’s transformation and to promote individuals and businesses transition towards electric and soft mobilities.
- **CAAB is an independent and a multi-brand pan-European leader** in the financing and leasing of vehicles, leveraging a European market worth € 120Bn, focusing on the automotive industry and on mobility, within the risk framework and financial strength of a universal banking group
- **CAAB is open to new partnerships**, targeting manufacturers with no pan-European captive companies and new entrants with needs in terms of Electric Vehicles production, independent distributors and white-label dealers
- **CAAB will focus on three main development areas:**
  - Consolidation of the white label agreements and JVs already managed under the FCA Bank label
  - Pursuit of new agreements with any player in the market (dealers, distribution groups, rental companies, etc.)
  - Rental, subscription and mobility activities under the Drivalia brand in Europe
- **CA Auto Bank’s goal is also to be a leading actor of the energy transition**, reaching by 2030 the goal of 80% of the portfolio of electric or hybrid vehicles and thus becoming a European leader in low carbon mobility, through the adoption of an ESG strategy and the development of mobility solutions for green more responsible/more sustainable driving through its subsidiary Drivalia
- **Drivalia will provide a full range of leasing, rental (short/medium-long) and mobility plans:** from electric car sharing to car subscriptions and rentals of all durations, including operational leasing.



# Current Ratings

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## MOODY'S

- “Baa1” Long-term (Negative Outlook)
- “P-2” Short-term
- “Baa1” Deposits Long-term

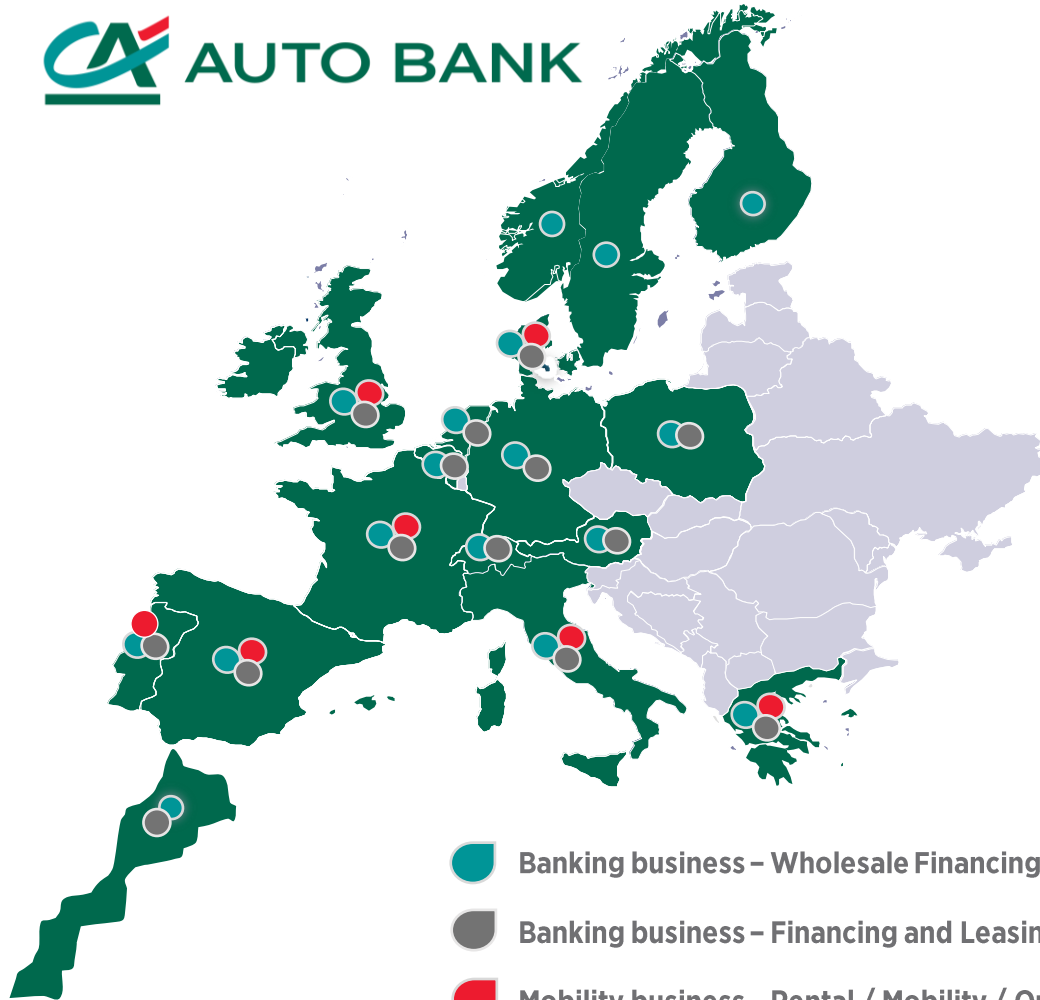
## FitchRatings



- “A-” Long-term (Stable Outlook)
- “F1” Short-term

## Rating highlights

- Crédit Agricole on-going support
- Strong profitability, supporting a sound capitalization
- Low stock of problem loans
- High geographic diversification
- Matched maturities profile
- No direct exposure to Italian sovereign risk

# Business Overview (as of 30 June 2023)



-  Banking business – Wholesale Financing Portfolio H1 2023 (End of Period): € 3.5Bn (14% of total)
-  Banking business – Financing and Leasing Portfolio H1 2023 (End of Period): € 20.4Bn (83% of total)
-  Mobility business – Rental / Mobility / Op. Leasing Portfolio H1 2023 (End of Period): €0.8Bn (3% of total)

**10,000** AUTOMOTIVE RETAILERS IN EUROPE

**45+** PARTNER BRANDS

**18** MARKETS

**26** LEGAL ENTITIES

**11** BRANCHES

**1,821** EMPLOYEES



## Partner Brands

# MORE THAN 45 PARTNER BRANDS



\*In countries where Stellantis Financial Services is not active

# H1 2023 Highlights

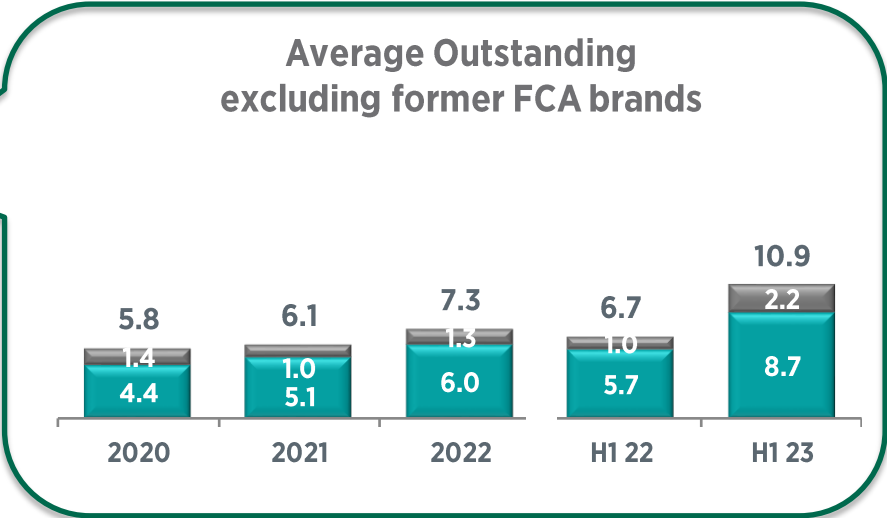
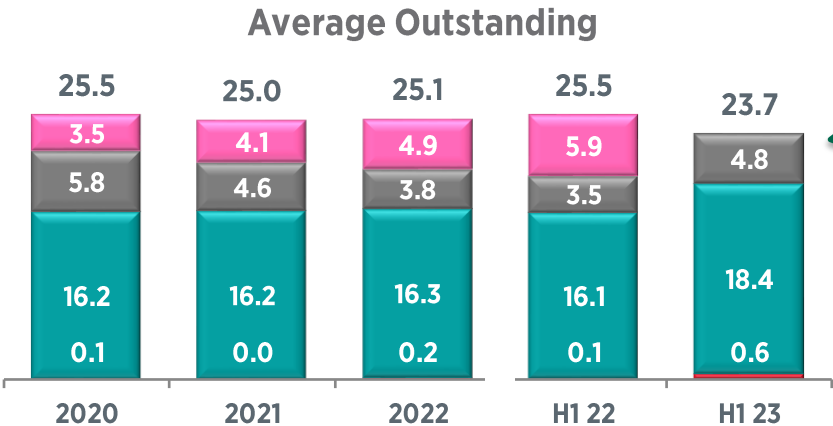
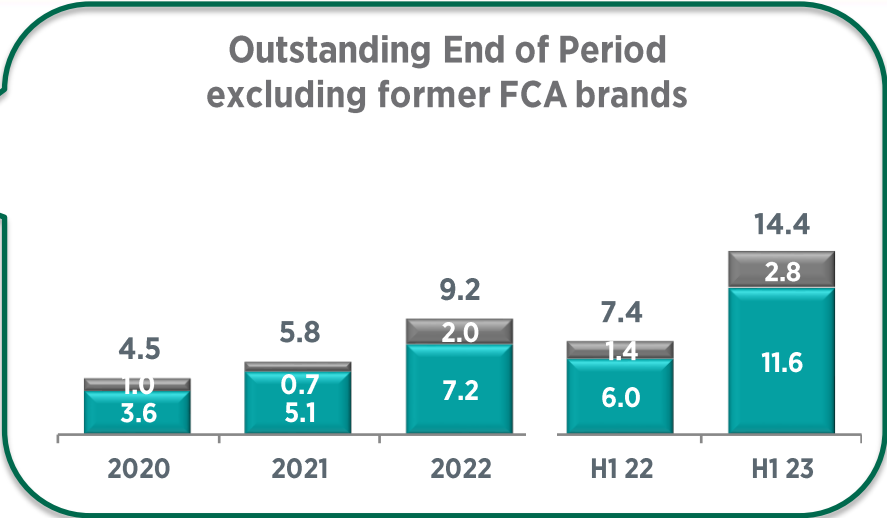
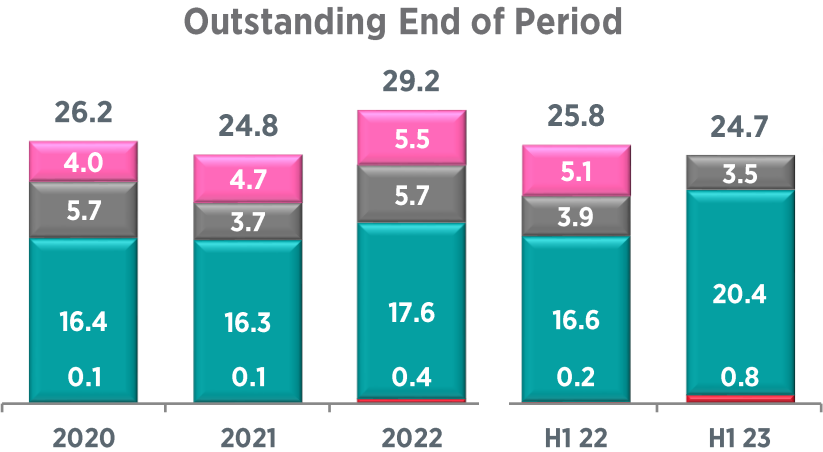
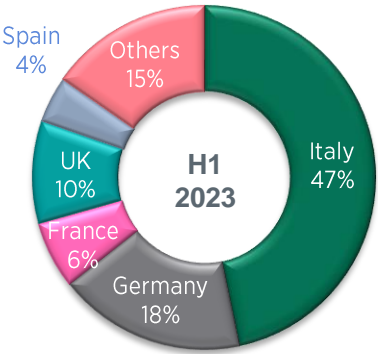
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- End of Period Portfolio growing to € 24.7Bn in H1 2023, +€ 0.9Bn vs. FY 2022: “white label” new business volumes more than offsetting the “FCA captive” business runoff
- Average Portfolio at € 23.7Bn in H1 2023 vs. € 19.6Bn in H1 2022 (excluding Leasys)
- Net Banking Income & Rental Margin at € 402m as at 30 June 2023 vs. € 386m as at 30 June 2022
- Cost of risk stable at 0.39%
- Net Profit at € 267Mn vs. € 158Mn in H1 2022
- Solid liquidity position, backed by Crédit Agricole Consumer Finance’s funding support
- Sound capitalization (Consolidated perimeter):
  - CET 1 set at 13.77%, including Profit Retention on 30 June 2023 results (Half Year financial statements reporting a preliminary figure of 12.58%)
  - Total Capital Ratio set at 15.24%, including Profit Retention on 30 June 2023 results (Half Year financial statements reporting a preliminary figure of 14.06%)
  - Total Capital of € 3.1Bn, including Profit Retention on 30 June 2023 results (Half Year financial statements reporting a preliminary figure of € 2.8Bn )



# End of Period Outstanding

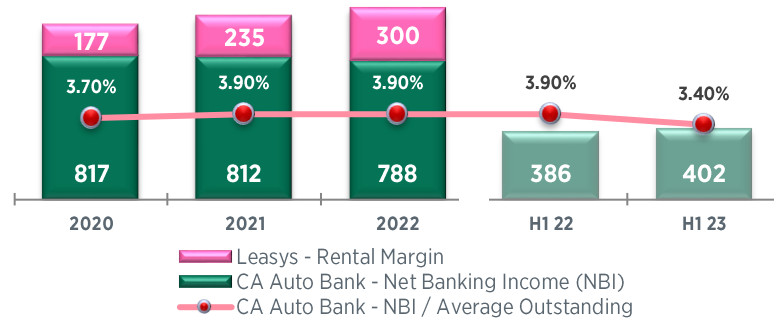
- Non-Captive business outstanding: +57% vs. FY-2022 and 2x vs H1-2022
- Overall outstanding: +4% vs. FY-2022 (excluding Leasys)
- Growth concentrated in the Financing and Leasing business
- Rental / Mobility / Op. Leasing portfolio nearly 2x vs. FY-2022 and 4x vs H1-2022



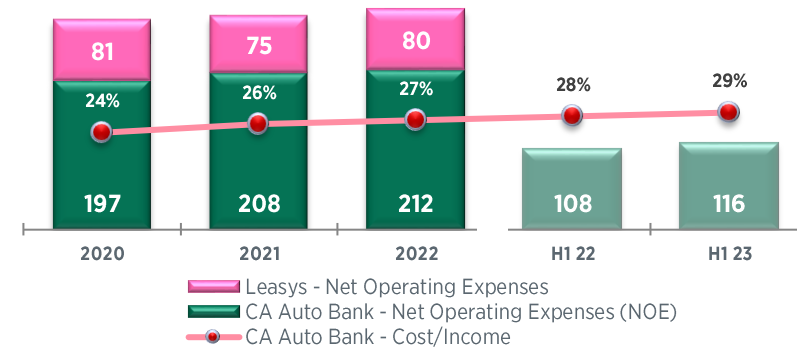
- Leasys Group
- Banking business - Wholesale Financing
- Banking business - Financing and Leasing
- Rental/Mobility/Op. Leasing

# Key Financial Indicators

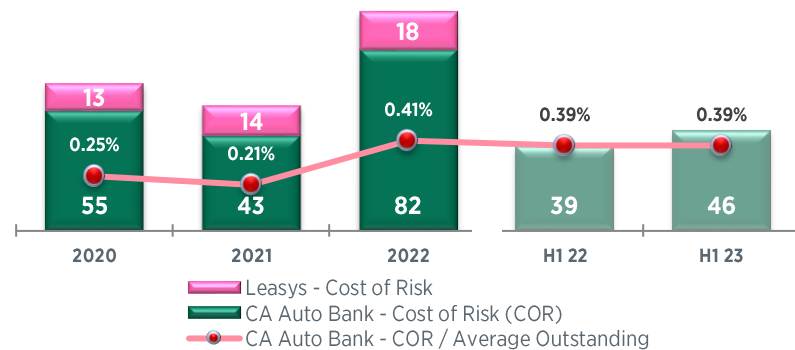
Net Banking Income (€/M) & Percentage on Avg. Outstanding (\*)



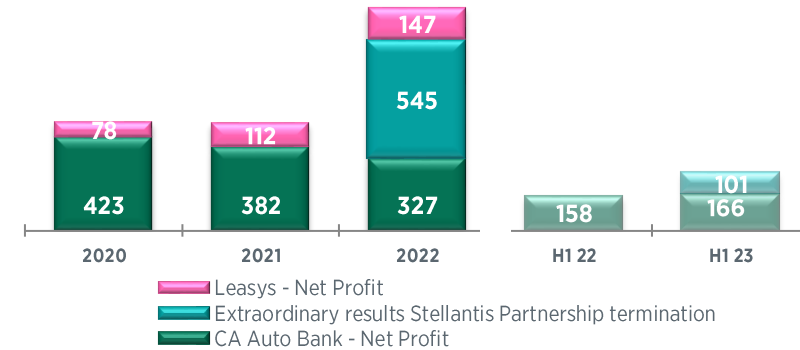
Net Operating Expenses (€/M) & Percentage on Net Banking Income



Cost of Risk (€/M) & Percentage on Average Outstanding

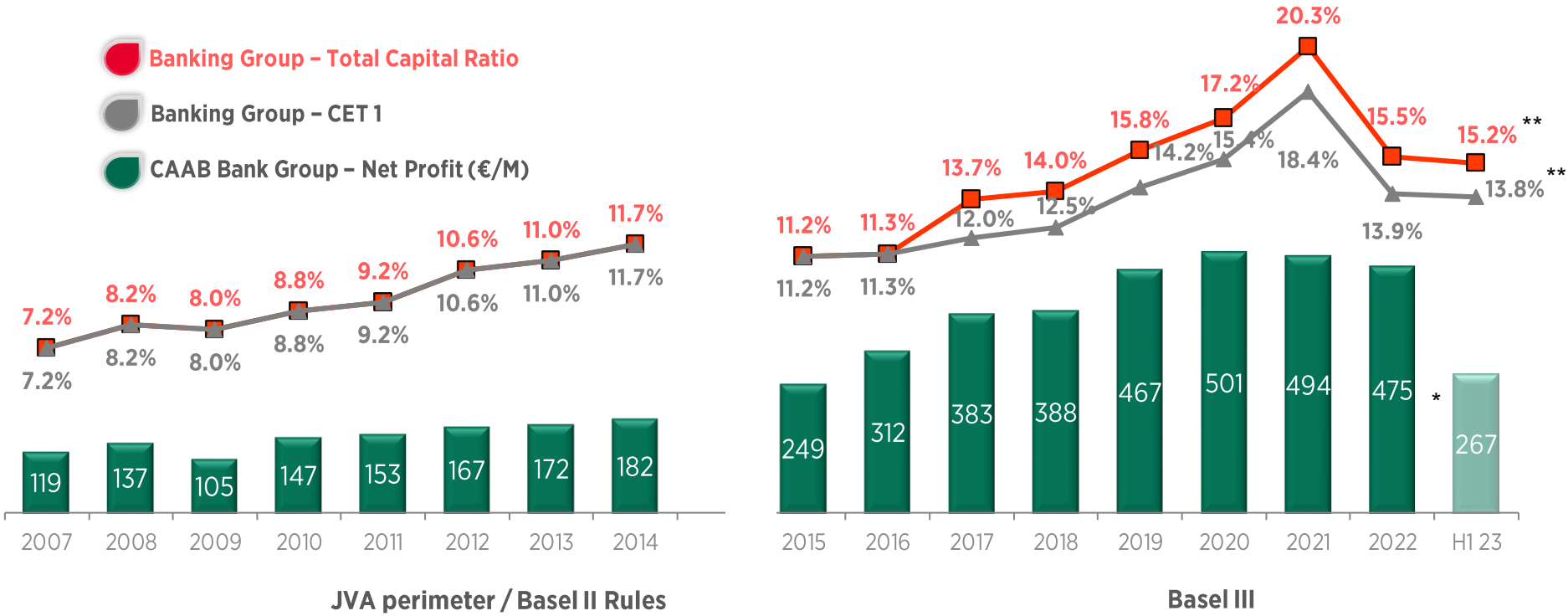


Net Profit (€/M)



(\*) FY 22 does not include the extraordinary effects related to the gain on the sale of the Leasys Group (€ 632Mn) and to the impairment of the goodwill of the Wholesale Financing business line (€87Mn)

# Performance Indicators



Total Capital Ratio including Tier 2 – Subordinated loans in place since 2017

(\*) FY 22 does not include the extraordinary effects related to the gain on the sale of the Leasys Group (€ 632Mn) and to the impairment of the goodwill of the Wholesale Financing business line (€87Mn)  
 (\*\*) Capital ratios including Profit Retention on 30 June 2023 results; Half Year financial statements reporting preliminary figures as follows: CET1 ratio at 12.58%, Total Capital Ratio at 14.06%

# Credit Quality – Banking Perimeter

	December 31st, 2021			December 31st, 2022			June 30th, 2023		
(€/M)	Gross Exposure	Allowance for loan and lease losses	Net Exposure	Gross Exposure	Allowance for loan and lease losses	Net Exposure	Gross Exposure	Allowance for loan and lease losses	Net Exposure
Non-performing loans	358,3	(169,5)	188,8	381,6	(167,9)	213,7	408,7	(181,3)	227,5
Performing loans	19.831,3	(105,0)	19.726,3	22.832,6	(135,5)	22.697,2	23.436,7	(156,1)	23.280,7
Total	20.189,6	(274,5)	19.915,0	23.214,2	(303,3)	22.910,9	23.845,5	(337,3)	23.508,1

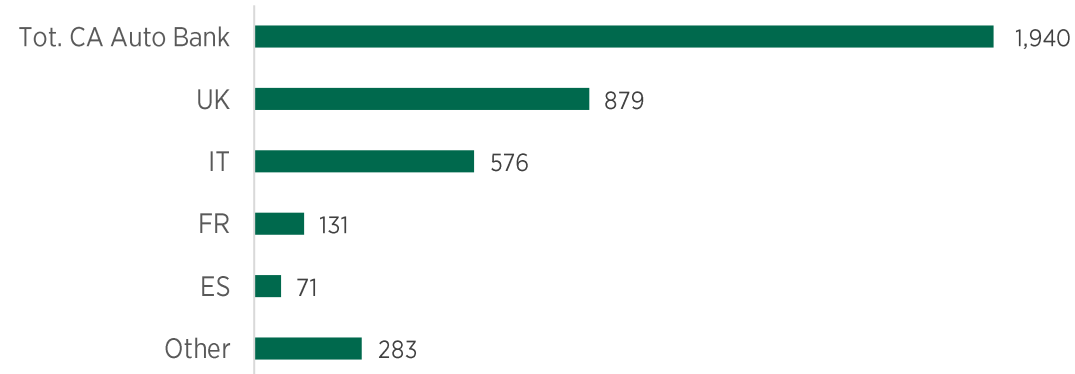
	December 31st, 2021			December 31st, 2022			June 30th, 2023		
(€/M)	Gross Exposure weight	Net Exposure weight	Coverage ratio	Gross Exposure weight	Net Exposure weight	Coverage ratio	Gross Exposure weight	Net Exposure weight	Coverage ratio
Non-performing loans	1,77%	0,95%	47,32%	1,64%	0,93%	43,99%	1,71%	0,97%	44,35%
Performing loans	98,23%	99,05%	0,53%	98,36%	99,07%	0,59%	98,29%	99,03%	0,67%
Total	100,00%	100,00%	1,36%	100,00%	100,00%	1,31%	100,00%	100,00%	1,42%

Coverage ratio refers to the ratio between risk fund provisions and loans exposure.

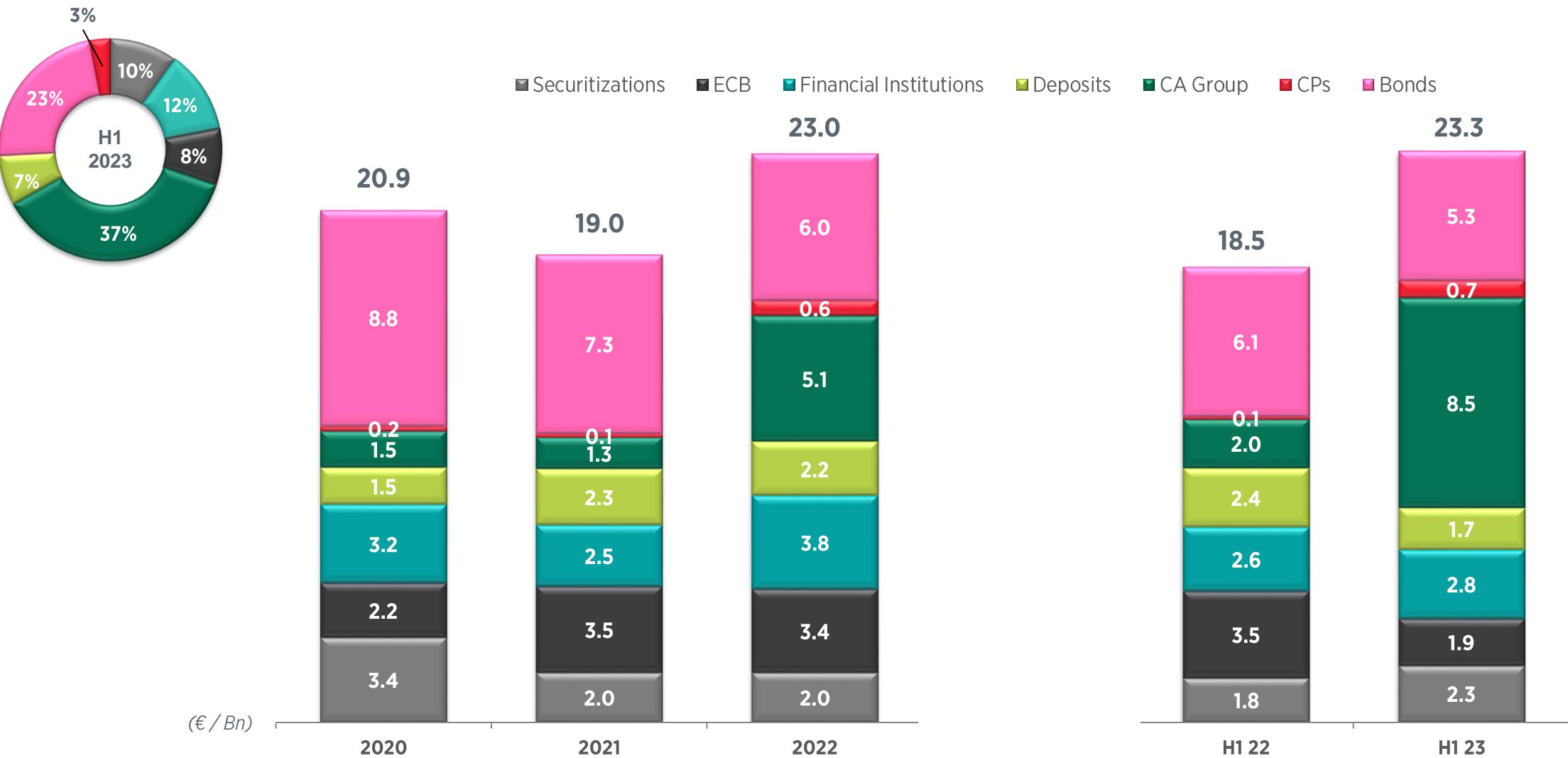
# Residual Value

(€/M)	December 31 <sup>st</sup> , 2021	December 31 <sup>st</sup> , 2022	June 30 <sup>th</sup> , 2023
<b>Residual Value assumed by CA AUTO BANK</b>	<b>1,107</b>	<b>1,233</b>	<b>1,940</b>
<i>of which UK market</i>	<i>531</i>	<i>620</i>	<i>879</i>
<i>of which DRIVALIA</i>			<i>419</i>
<b>Provision for residual value</b>	<b>32</b>	<b>30</b>	<b>30</b>
<b>Provision (%)</b>	<b>2.89%</b>	<b>2.43%</b>	<b>1.55%</b>

Residual Values split by Market - H1 2023 (€/M)



# Funding Sources Evolution



*\* Since year-end 2020, end of period funding no longer including the indebtedness of the Leasys Group, which was sold on December 21st 2022.*



# Contact Details

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