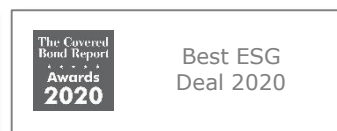
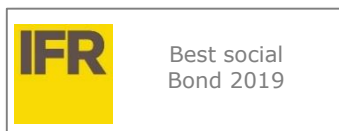




THE FRENCH LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

Investor Presentation

October 2020



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EXECUTIVE SUMMARY

- SFIL is the **French local government and export** financing agency and has a **clear leadership position in the French market for both activities**
- The activities are financed by **regular bond issuance in the SSA market by SFIL in the agency market and by CAFFIL in the covered bond market**
- Debt issued by SFIL is **classified as LCR Level 1** under Article 10.1.(e)(i) of the LCR delegated act
- Following the transfer of the majority stake held by the French on September 30th 2020, SFIL is part of the large public financial pole that is headed by CDC Group
- A letter of comfort is provided by CDC as reference shareholder, complemented by a **direct letter of support by the State**, maintaining SFIL's **public development bank** status
- Looking ahead, SFIL is to make an important contribution in the context of the **French economic stimulus package**, given the **central role of the French export activity and of investments by local and authorities**
- Since 2019, issuance under **green and social bond format** represents a growing share of total issuance.

AGENDA

1. LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

2. GROUP FUNDING STRATEGY

CAFFIL - LEADING PUBLIC SECTOR COVERED BOND ISSUER

SFIL – REGULAR BENCHMARK ISSUER IN EUR AND USD

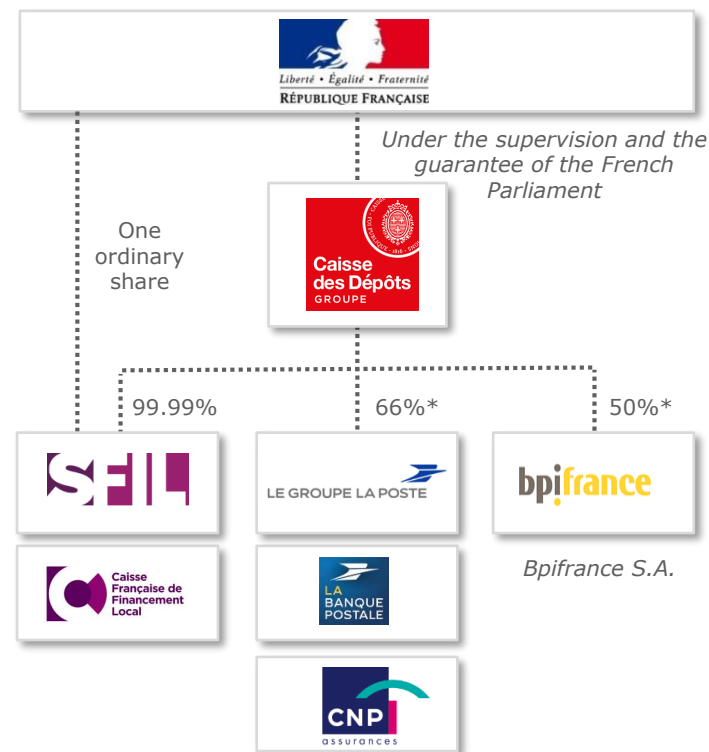
ESG BOND ISSUANCE

3. APPENDIX

LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY PUBLIC DEVELOPMENT BANK WITH STRONG PUBLIC SUPPORT

- SFIL has become a **member of CDC Group** on September 30th 2020, with **CDC as new reference shareholder** and the State retaining one ordinary share
- CDC provides a letter of **support** to SFIL, complemented by a **direct letter of support by the State**, maintaining SFIL's **public development bank** status
- The State is represented on SFIL's board of directors via a **censor (non-voting director)** to ensure that SFIL's activity is **coherent with public policies**
- Debt issued by SFIL **classified as LCR Level 1** under Article 10.1.(e)(i) of the LCR delegated act:

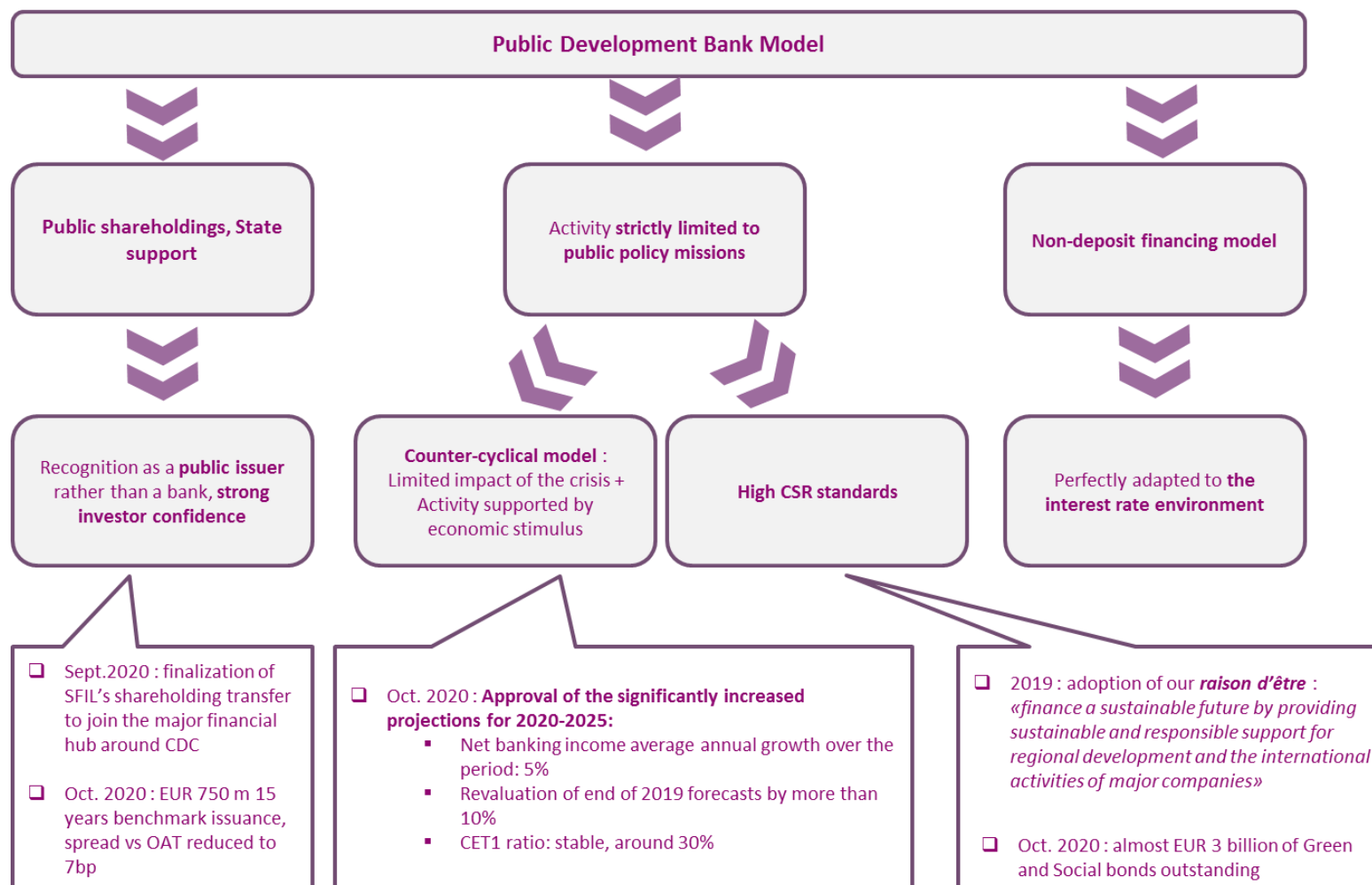
*"The issuer is ... incorporated or established by the central government of a Member State ... [that is] **under the legal obligation to protect [its] ... economic basis and maintain its financial viability throughout its life-time...**"*



* The State indirectly holds a 50% stake in BPIfrance SA via EPIC BPIfrance and retains a 34% stake in La Poste

LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

A STRONG AND RESILIENT BUSINESS MODEL



LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

A STRONG AND RESILIENT BUSINESS MODEL

Institutional environment



Since 2016, Philippe Mills, Chief Executive Officer of SFIL, chairs the European Association of Public Banks

SFIL has been selected to become member of the ICMA Green & Social Bond Advisory Council

Prudential regulation



- SFIL and CAFFIL issuance is classified in the highest liquidity category (L1) under LCR regulations
- Leverage Ratio: Specific deduction for Development Banks
- NSFR: specific RSF weighting for covered bond issuers

Rating Agencies

	2015			2020		
	Moody's	S&P	Fitch	Moody's	S&P	DBRS
France	Aa2	AA*	AA	Aa2	AA	AAA*
SFIL	Aa3	AA*	AA-	Aa3	AA	AA High*
CAFFIL	Aaa	AA+	AA	Aaa	AA+	AAA*

* Negative outlook

Since April 2020, Standard and Poor's has rated SFIL directly by reference to the rating of the French Republic (abandoning the banking methodology).

Supervision



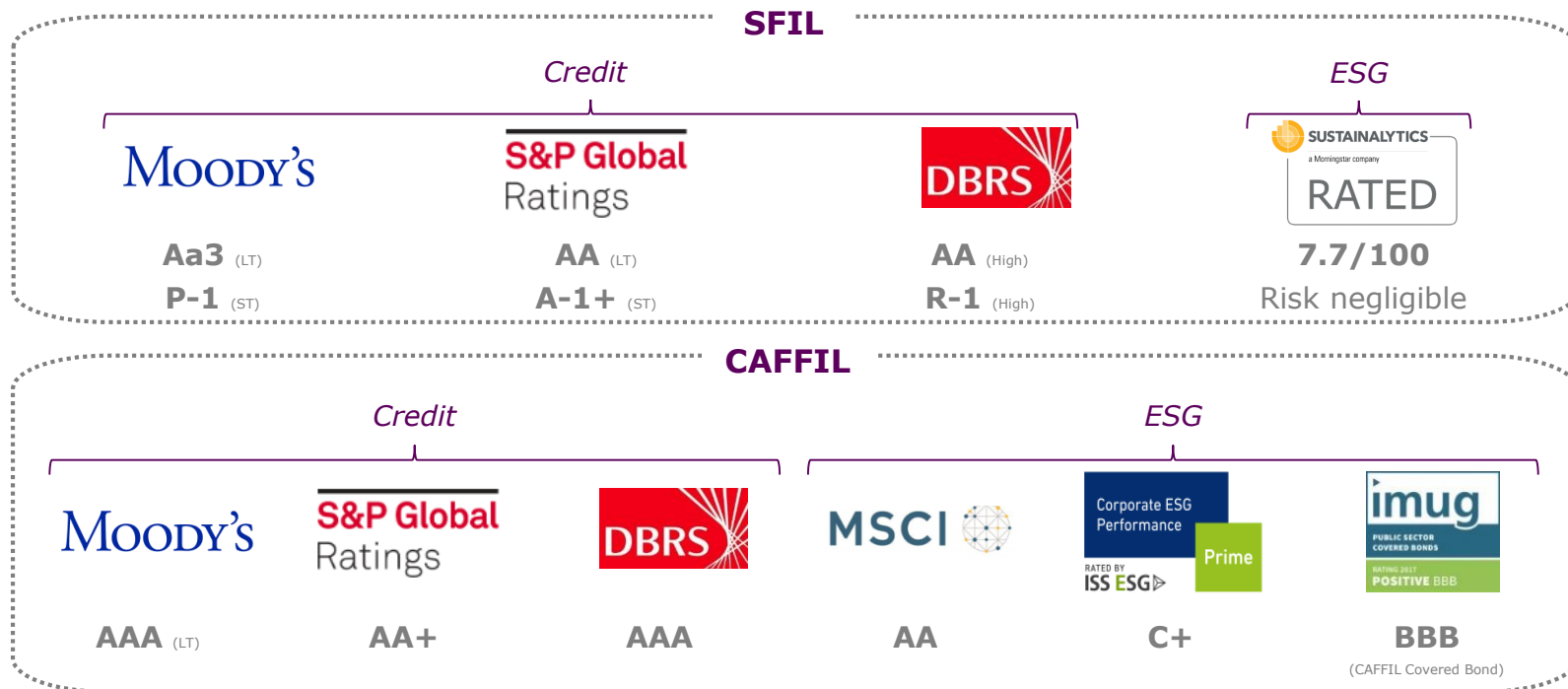
SFIL has the lowest "Pillar 2" capital requirement set by the regulators of the 108 banks under European supervision.

Supervisory Review and Evaluation Process - SREP

LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

STRONG CREDIT AND ESG RATINGS

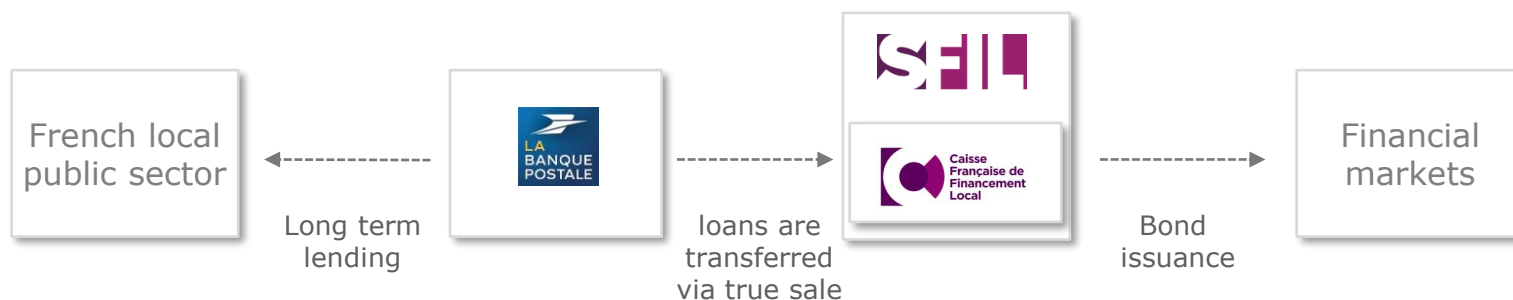
- **Strong credit and ESG rating** reflecting the **public development banks status, the specific model and the strong commitment to sustainable finance**



LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

1ST MISSION: FINANCING THE FRENCH LOCAL PUBLIC SECTOR

- Strict framework under European Commission supervision
- Scope of **lending business is limited to the French local authorities and public hospitals**
- Local public sector lending loans are **originated by La Banque Postale**, transferred via **true sale to the balance sheet CAFFIL** and refinanced via bond issuance on international capital markets

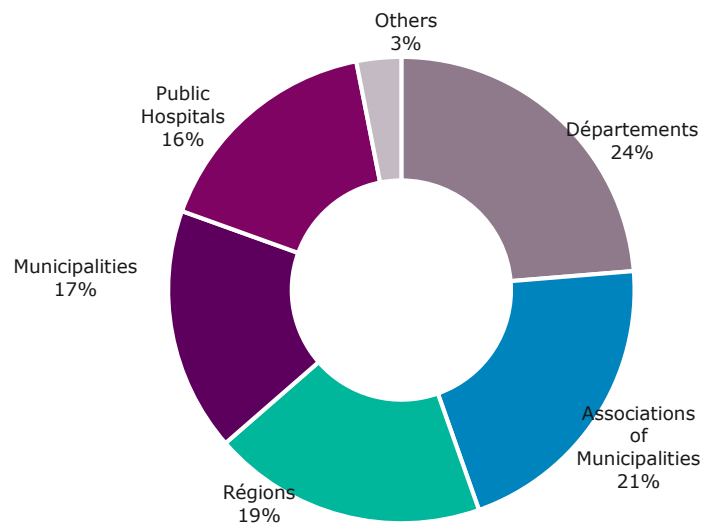


- Pricing at the going market rate, **no subsidization** of loans to the local public sector
- Separate credit process with **full control of credit risk for SFIL Group**

LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

1ST MISSION: FINANCING THE FRENCH LOCAL PUBLIC SECTOR

- **Market share close to 30%** and over **EUR 32 billion new local public sector loans** with maturities between 10 and 30 years since 2013
- Long term financing has been provided **to 7000 local public sector** entities since 2013 including 3800 municipalities with **less than 5000 inhabitants**



(La Banque Postale and SFIL local public sector lending 2020 as of October 16th)

LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

1ST MISSION: FINANCING THE FRENCH LOCAL PUBLIC SECTOR

- SFIL has adopted two approaches to provide financial support borrowers affected by the pandemic:

Public Hospitals

- SFIL has **proposed payment delays to all** for all loan contract maturities between March 12th and June 30th 2020 at no cost for the borrower
- As of June 30th, 2020, **27 health institutions** had benefited from this measure for **payments totaling EUR 9 m**

Local authorities facing temporary difficulties

- SFIL responds to requests from **local public sector borrowers facing temporary cash flow difficulties** due to declines in revenue from specific activities (cinemas, swimming pools, car parks, thermal baths, etc.), on a case by case basis.
- These requests represent **0.6% of borrowers and less than 2% of the maturity amounts.**

LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

1ST MISSION: FINANCING THE FRENCH LOCAL PUBLIC SECTOR

- The impact of the Covid-19 pandemic **on French local government finances is overall considered manageable:**
 - Local government spending has been very little affected by the pandemic, as the **public healthcare expenditures are under the responsibility of the central government**
 - The recent Cazeneuve Report commissioned by the French government estimates the impact of the pandemic on local government revenues for the year 2020 **around EUR 7.5 billion, i.e. a drop of around 4%***
 - This drop in revenues will be to large extent be **compensated by additional transfers** by the central government totaling EUR 5 billion
- In addition, local authorities will be **fully compensated by the central government** for more than EUR 10 billion in cuts to taxes paid by corporates to regions and the municipal sector
- Overall, French local authorities have entered the pandemic **with a very solid financial position**



"In addition, budgetary consolidation efforts engaged by French SSGs in the last years have led to a strengthening of their financial and liquidity position, providing a higher degree of resilience"

DBRS, September 21st, 2020

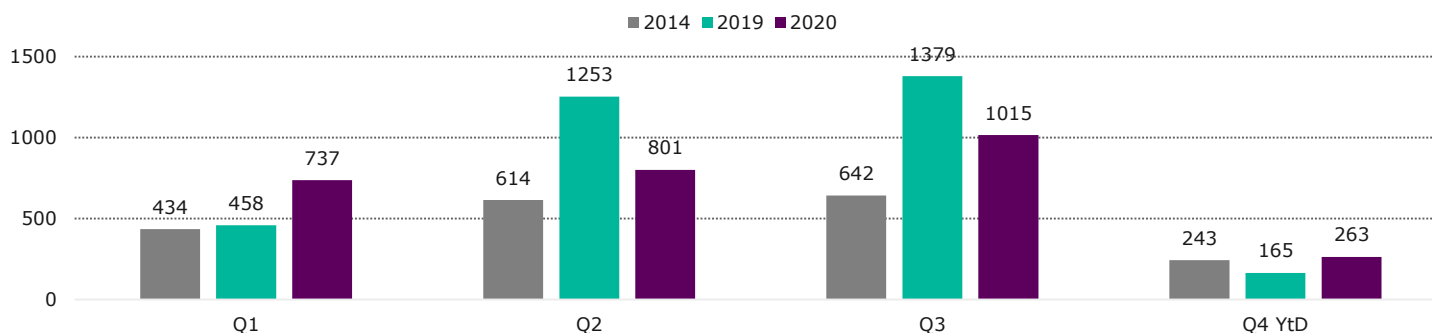
* <https://www.gouvernement.fr/partage/11683-remise-du-rapport-de-jean-rene-cazeneuve-evaluation-de-l-impact-de-la-crise-du-covid-19-sur-les>

LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

1ST MISSION: FINANCING THE FRENCH LOCAL PUBLIC SECTOR

- **Strong local public sector lending activity in 2020 year to date** despite the lockdown
- As of mid-October 2020, SFIL and LBP have provided **EUR 2.8 billion** in loans to the French local public sector, this compares to
 - **EUR 3.4 billion for the same period in 2019** which was a year of record lending to the local public sector
 - **EUR 2.0 billion for the same period in 2014** which was the year of the previous nationwide municipal elections
- For the 2020 up to now, we see increased financing needs for Régions, Départements and public hospitals, and lower financing needs for the municipality sector in line with expectations for municipal election year

Local public sector loans provided by SFIL/LBP (EUR m)



LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

2ND MISSION: FINANCING LARGE EXPORT CONTRACTS

- SFIL provides a **refinancing platform** for loans with a French public export guarantee that is open to all commercial banks - the export bank acts as agent and originator
- SFIL activity is limited to **100% French government exposures** - Export credit guarantee managed by Bpifrance Assurance Export, guarantee directly provided by the French State
- Activity limited to **large export contracts above EUR 70 m**

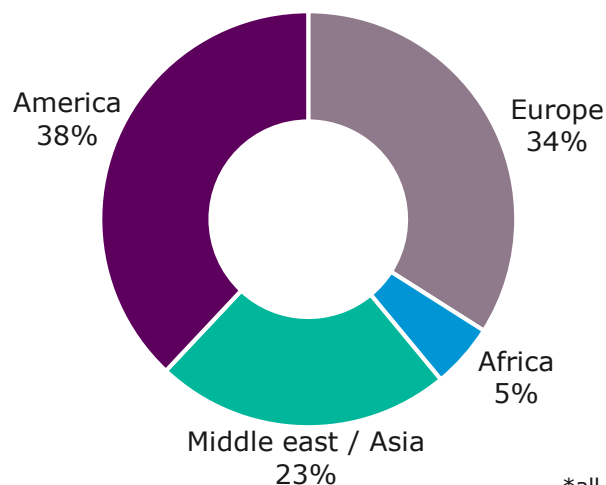


LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

2ND MISSION: FINANCING LARGE EXPORT CONTRACTS

- Framework agreements with **26 banking partners covering more than 95% of the market**
- Leading liquidity provider with **a market share above 40%** - financing for loans with a **total volume above EUR 14 billion with a share of EUR 8.1 billion** refinanced by SFIL with 34 target clients

*2019 Export Financing activity – Geographic Distribution**



*all exposures guaranteed by the French Republic

- The mission of SFIL is to be extended to include **strategic projects for the French economy** (pending European Commission approval)
- In addition, the activity of SFIL is to be extended to include the **civil aviation sector**

LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

2ND MISSION: FINANCING LARGE EXPORT CONTRACTS

After an exceptional year 2018, the global volume of export credit experienced a return to standard levels in 2019

- with few large-scale projects concluded in 2019
- SFIL was approached by banks 116 times to issue a refinancing offer

Since March 2020, the refinancing platform set up by SFIL has been in high demand

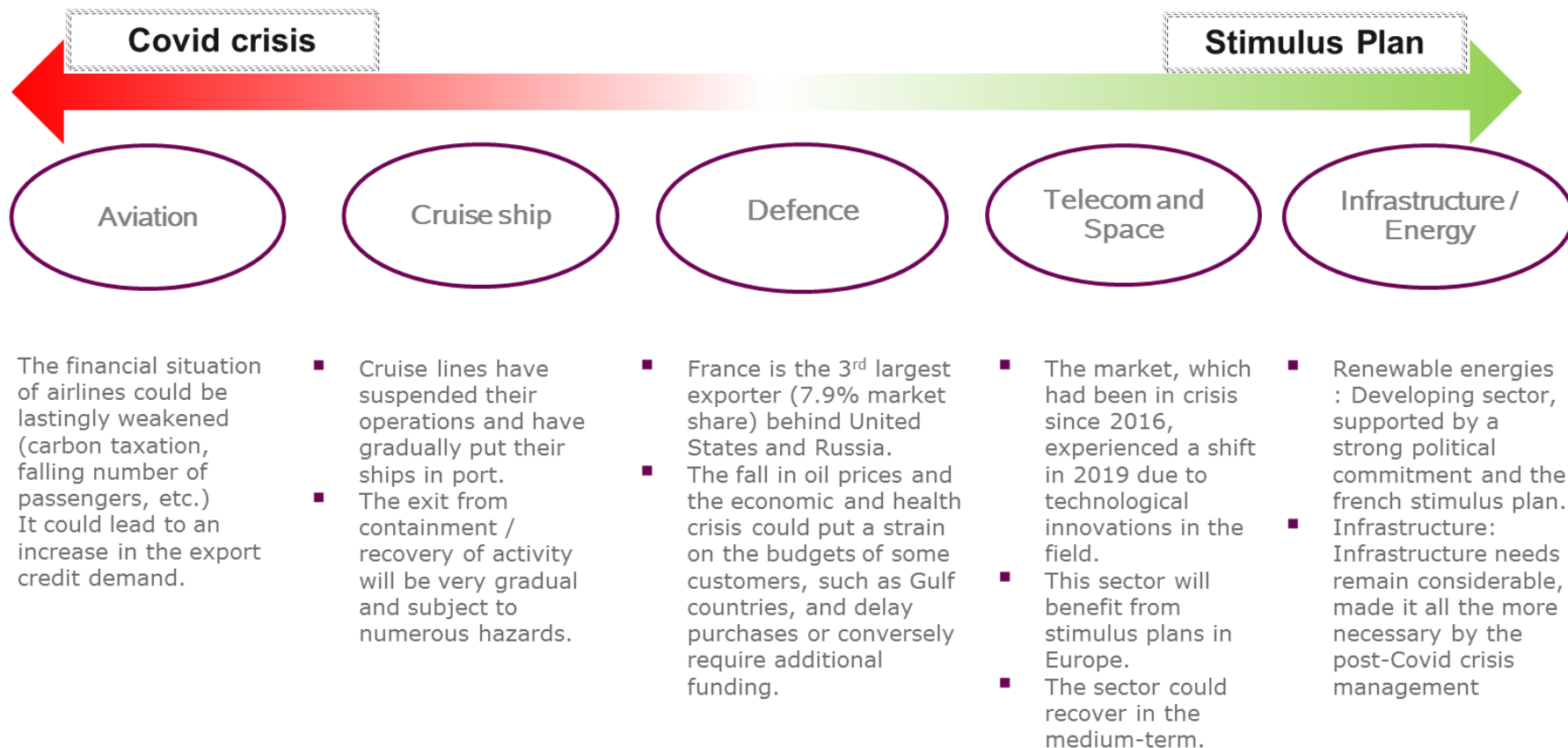
- Over 2020, the short-term effect has been a general slowdown in activity
- In the medium term, the health crisis and the challenges of carbon transition have a distinct impact on the various French export sectors that use export credits
- Overall, export credit is expected to play its counter-cyclical
- At the end of September, SFIL had issued 127 quotes to banks (compared to 115 quotes on average for a full year over the 2 previous years)

Exposures to cruise operators

- SFIL Group is part of the approach developed jointly by the European export credit guarantee agencies to provide liquidity support for export credits for cruise companies
- The liquidity support consists of deferring the repayment of the principal amount of the loans for a 12 month period and spreading repayment over four years.
- Payment of maturities on 3 contracts for a total of around EUR 75 million have been delayed in this context

LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

2ND MISSION: FINANCING LARGE EXPORT CONTRACTS



LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

SIMPLE AND STRAIGHTFORWARD BALANCE SHEET

- Fully regulated financial institution supervised by the ECB and 7th French credit institution with **total assets of EUR 77.8 billion**
- Simple balance sheet, activity **limited to the refinancing of public sector assets**
- SFIL capital levels **very significantly above SREP requirements** of CET1 ratio of 7.75%, and a Total Capital Ratio of 11.25%
- The **MREL requirement for SFIL** has been set at **1.94% of SFIL's 'Total Liabilities and Own Funds'**, eligible liabilities represent **more than 6 times the MREL requirements**
- Based on the methodology to come into force at the end of June 2021, **the leverage ratio for SFIL would have stood at 8.9% as of June 30th**

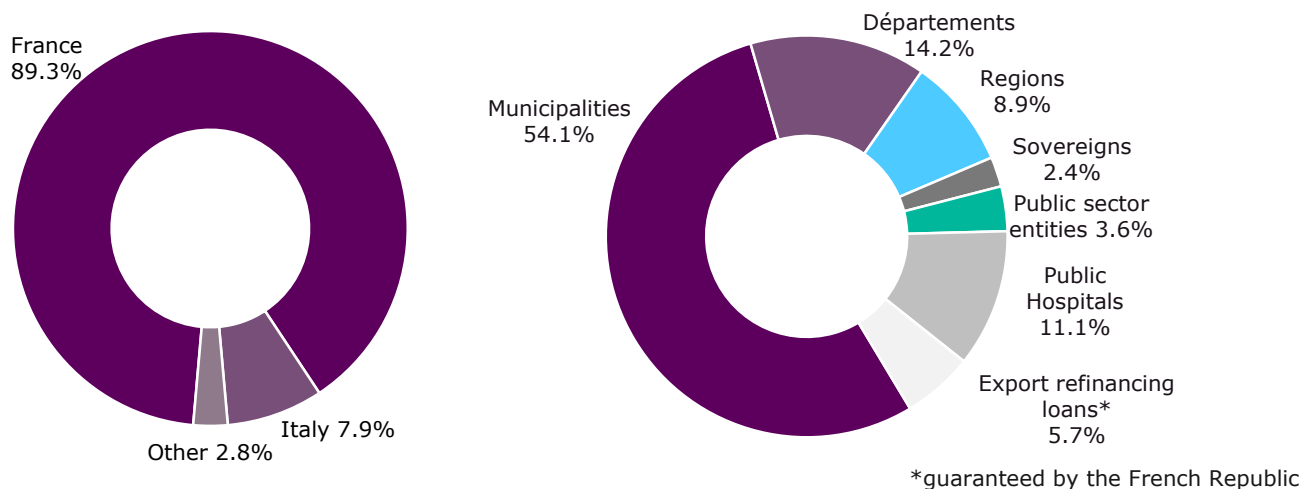
Consolidated main balance sheet items (including CAFFIL) June 30th 2020 - (EUR billion, notional amounts)

<i>Loans and securities</i>	<i>57.6</i>	<i>Covered bonds</i>	<i>50.8</i>
<i>Cash assets</i>	<i>1.5</i>	<i>SFIL bond issuance</i>	<i>7.2</i>
<i>Cash collateral paid</i>	<i>2.6</i>	<i>Shareholder refinancing</i>	<i>0.4</i>
		<i>Commercial paper</i>	<i>0.7</i>
		<i>Cash collateral received</i>	<i>1.7</i>
		<i>Equity</i>	<i>1.6</i>
<i>CET1 ratio: 30.0%</i>			

LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

HIGHLY GRANULAR PUBLIC SECTOR PORTFOLIO

CAFFIL public sector portfolio as of June 30th 2020



- High granularity with **13,700 French local public sector clients**
- Origination of new loans **limited to French assets**:
 - Local government and public hospital loans,
 - Export loans benefitting from a French State guarantee
- **International legacy portfolio managed in runoff**, cover pool to be entirely composed of French assets in the long run
- The share of exposures linked to the **export activity** will increase gradually and should be **close to 15% within four to five years**

LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

CORPORATE RESPONSIBILITY

- As **signatory of the United Nations Global Compact**, SFIL contributes to the achievement of key Sustainable Development Goals.



- SFIL has the ambition to **achieve a 15% reduction in its carbon footprint** over the coming years
- SFIL has taken wide-ranging **commitments in terms of gender equality**
- The mission statement reflects the commitment to sustainable development **“Financing a sustainable future by responsibly supporting regional development and the international activity of large companies over the long term”**
- An objective of **5% has been fixed for investments in ESG bonds**

LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

CORPORATE RESPONSIBILITY

Compliance of the export financing activity with OECD environmental and social standards

- **Due diligence, assessment, and mitigation:** export credits actively address the potential environment and social impact of the financed projects. All export credit loans must comply with stringent OECD **environmental and social guidelines** (somehow comparable to IFC/WB approach)
- **Transparency:** for sensitive projects, a social and environmental **impact analysis is publicly available** as a precondition for a public guarantee
- **France's policy for the sustainability of export credits is more ambitious than OECD guidelines:**

Exclusions

- Any projects based on **coal energy are already excluded from the French export credit system**
- Starting 2021:
 - all projects for Heavy Fuel Oil, oil sands, or based on fracking or gas flaring will also be excluded
 - New thermal power generation projects will not be supported should they deteriorate the energy mix of the host country

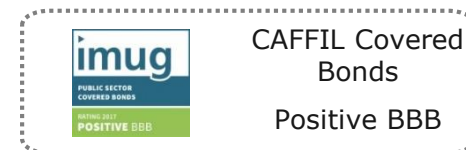
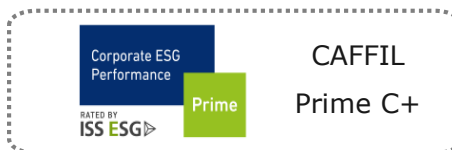
Future developments

- Looking ahead, the French government is proposing to the Parliament that **any project for exploration and production of oil** will be excluded from the French export guarantee mechanism starting 2025
- The development of new gas projects would be excluded from 2035
- A "climate enhancement" system (under elaboration) will be implemented to differentiate and promote green projects vs other projects

LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

STRONG ESG RATINGS

- CAFFIL is rated on an unsolicited basis by **MSCI, ISS and IMUG:**



- Since September 2020, SFIL is rated on a solicited basis by **Sustainalytics:**



- SFIL is classified on the **top percentile** of the **overall universe** and **industry** category with a **global ESG score** of **7.7/100**
- SFIL has one of the best performances in its sub-industry and is 7th out of 93 **development banks**
- SFIL strategy has been recognized for its abilities to **mitigate ethical issues in business**, its **social inclusive policies** and its **sustainable financial initiatives**

"The Company is at negligible risk of experiencing material financial impacts from ESG factors due to its low exposure and strong management of ESG issues"

LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

KEY SOCIAL DEVELOPMENT GOALS

- SFIL is the leading lender to the French local public sector, with a **market share close to 30%**, a large of the investments financed by SFIL contribute to key social development goals*



SFIL Group provides **between EUR 400 m and EUR 600 m of loans to French public hospitals** every year with total outstanding loans to the public hospital sector above EUR 6 billion



Education represents around **14% of total investments by French local authorities with investments of EUR 6.4 billion in 2018**



Waste water management represents **more than 5% of French local government investments with EUR 2.5 billion investments in 2018**



Clean local public transport and green buildings represent key areas of French local government investments



Local public sector investments in the area of waste management, reached **EUR 1.7 billion or close to 4% of total investments** in 2018. The recycling rate of municipal waste has increased steadily over the past 20 years to well above 40%

*all figures based on Eurostat data

LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY STIMULUS PACKAGE TO BOOST ESG INVESTMENTS

- The **EUR 100 billion economic stimulus package** announced by the French government will give a boost investments by the French local public sector with green and social objectives



Renewable energy

EUR 3.4 billion in additional investments in Green technologies



Sustainable water & sanitation and Climate change adaptation

EUR 300 m additional investments in water treatment plants and other infrastructure



Waste management & valuation

EUR 500 m additional investments in sorting centers and recycling plants



Territorial mobility & Soft urban transport

EUR 4.7 billion in additional investments in rail transportation, **EUR 1.2 billion** investments in day-to-day mobility, **EUR 550 m** for infrastructure renovation



Energy efficiency of building construction & Urban development

EUR 4 billion investments to improve energy efficiency



Health and well being

EUR 6 billion additional investments in the healthcare sector

AGENDA

1. LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

2. GROUP FUNDING STRATEGY

CAFFIL - LEADING PUBLIC SECTOR COVERED BOND ISSUER

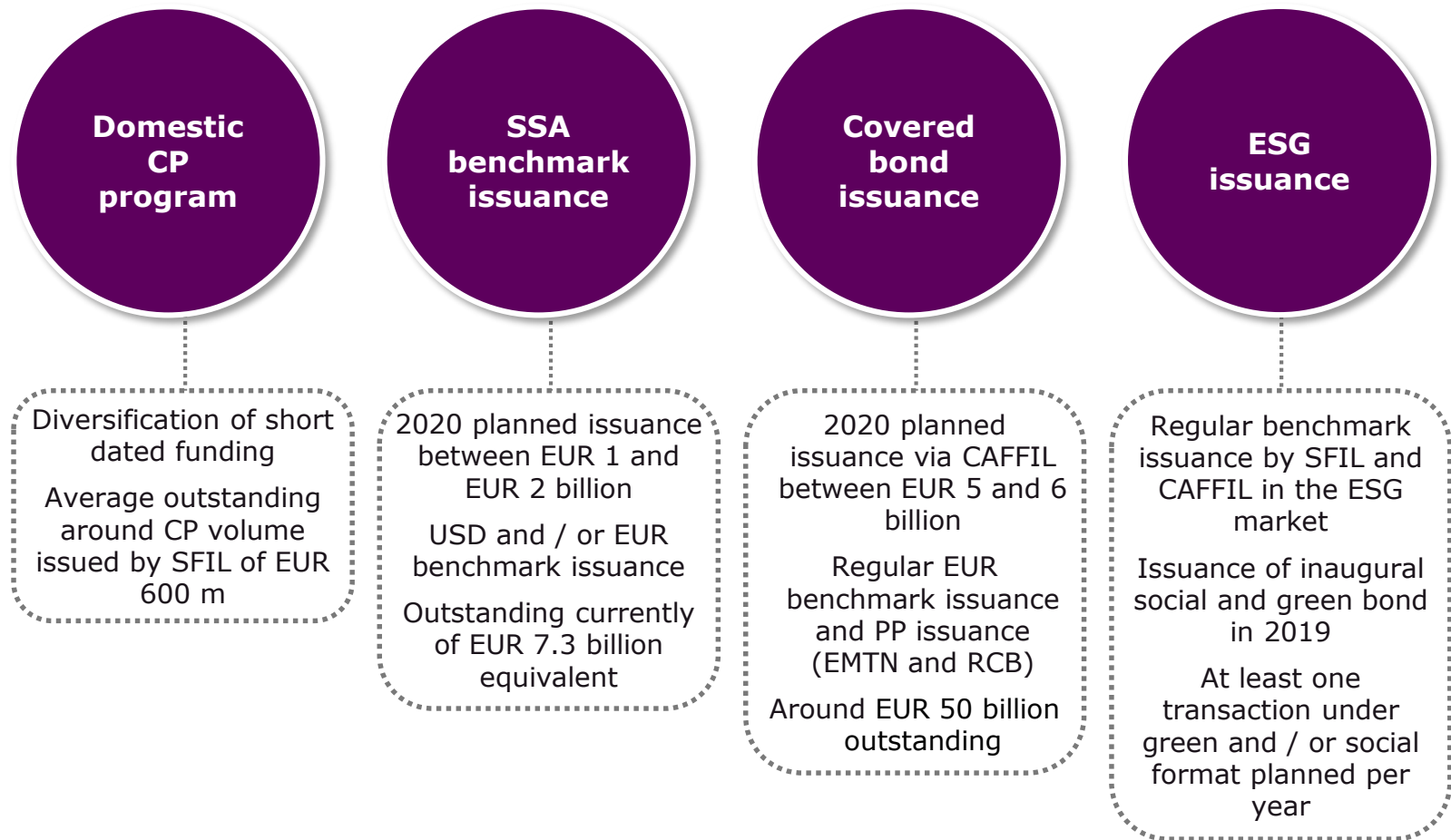
SFIL – REGULAR BENCHMARK ISSUER IN EUR AND USD

ESG BOND ISSUANCE

3. APPENDIX

GROUP FUNDING STRATEGY

FOUR STRATEGIC FUNDING AXES

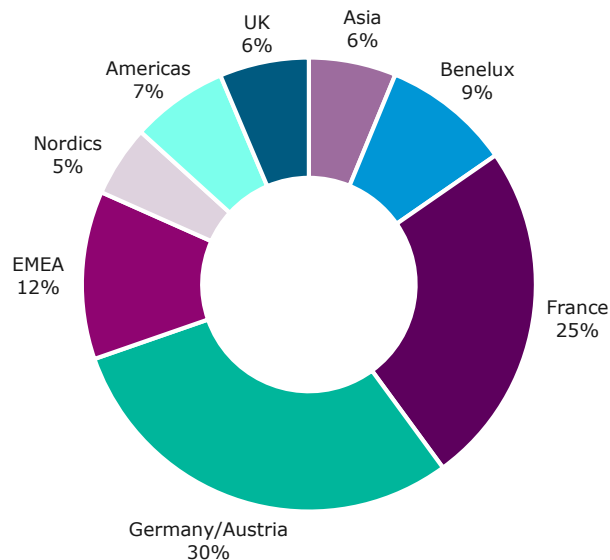


GROUP FUNDING STRATEGY

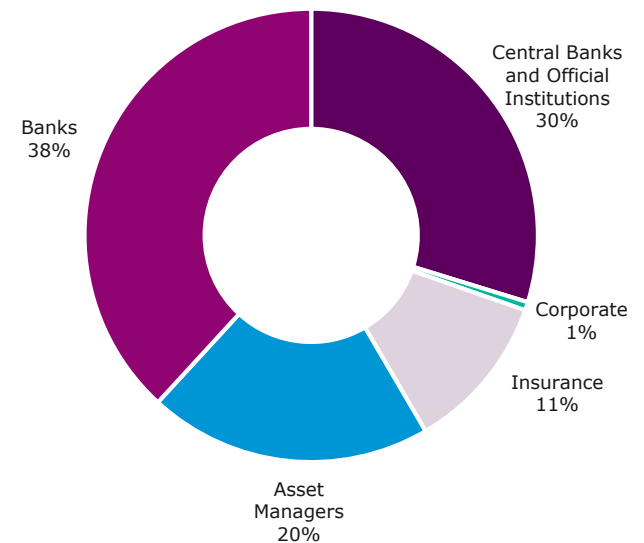
STRONG AND DIVERSIFIED INVESTOR BASE

- Since 2013, **575 different investors** have participated in benchmark transactions by the group
- Strong diversification between the investor base of SFIL in the SSA market and the investor base of CAFFIL in the covered bond market

Allocations – By Region - 2019



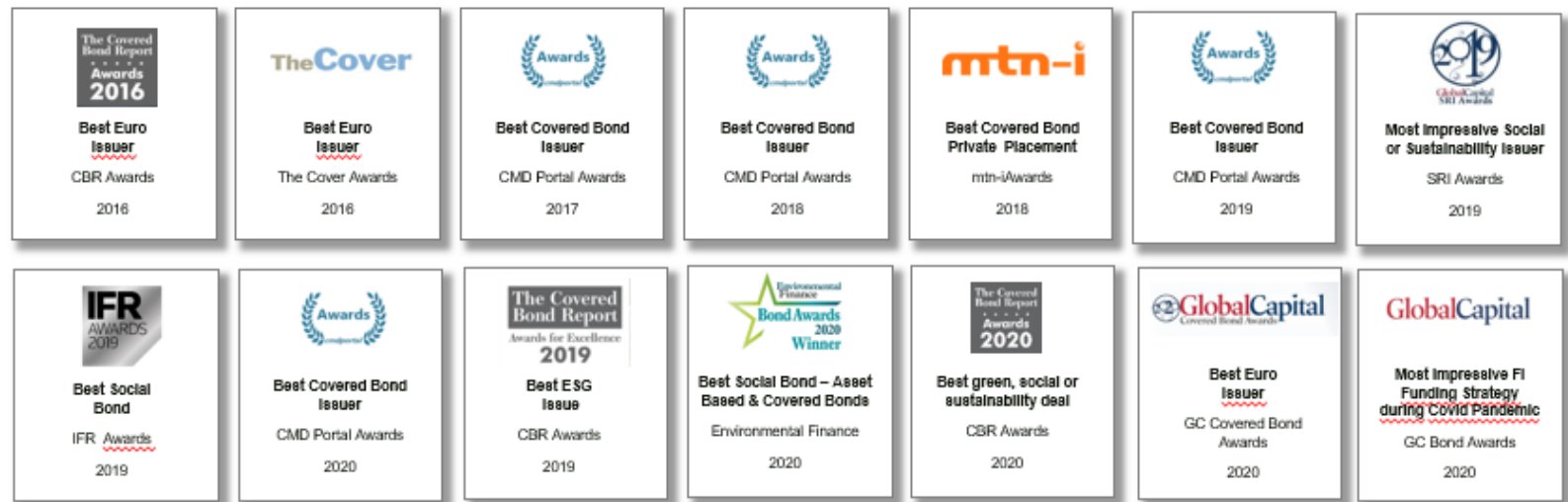
Allocations – By investor Type – 2019



GROUP FUNDING STRATEGY

HIGHLY REGARDED ISSUER

- Strong **recognition by capital markets participants** – in particular for issuance under ESG format
- Issuance by SFIL Group under **ESG format has received six awards** by the capital markets press in 2019 and 2020



AGENDA

1. A STRATEGIC SUBSIDIARY OF CDC GROUP
2. GROUP FUNDING STRATEGY

CAFFIL - LEADING PUBLIC SECTOR COVERED BOND ISSUER

SFIL – REGULAR BENCHMARK ISSUER IN EUR AND USD

ESG BOND ISSUANCE

3. APPENDIX

CAFFIL - LEADING COVERED BOND ISSUER

COVERED BOND FUNDING STRATEGY

- CAFFIL is the **leading European public sector covered bond issuer** with an outstanding around EUR 50 billion, close to EUR 35 billion raised since 2013 with 22 benchmark transactions
- Leading benchmark issuer in the long maturity segment, **60% of issuance since 2013** with maturities of 10 years and above

EUR Benchmark issuance

- **Regular benchmark issuance in EUR** with a complete reference curve
- Issuance focus on **medium to long duration**
- possible taps with a **minimum size of EUR 150m**
- Maximum outstanding volume per bond of **EUR 2 billion** (taps included)

Private placement activity

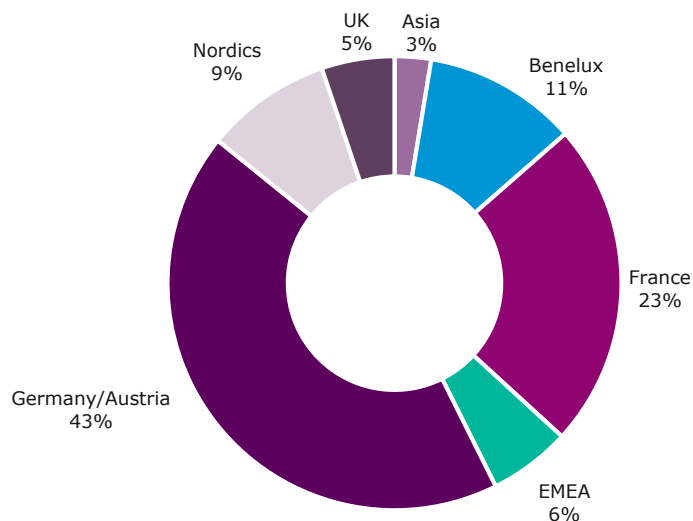
- EMTN and RCB format
- Possibility of **lightly structured pay-offs** in EUR including single callable and CMS-linked
- Currencies for vanilla issuance: EUR, CHF, GBP, JPY, USD
- Minimum size: **EUR 10m**
- RCB assignment flexibility: EUR 1m

GROUP FUNDING STRATEGY

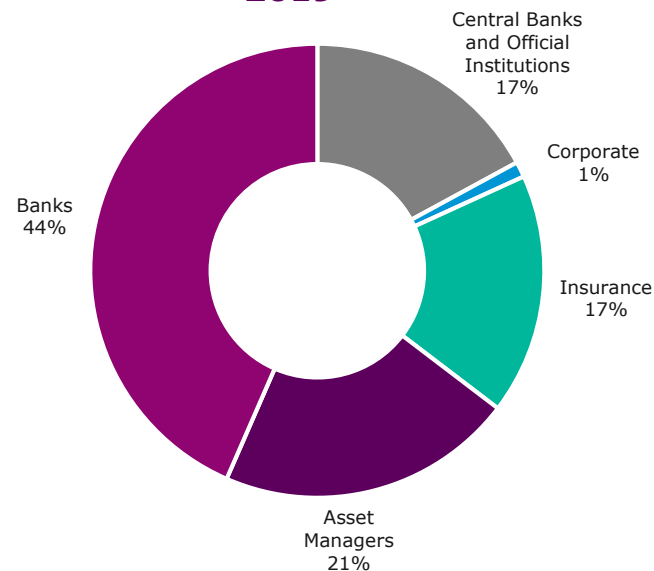
CAFFIL - LEADING PUBLIC SECTOR COVERED BOND ISSUER

- Demand is to a large extent driven by traditional covered bond investors with Germany representing by far the largest market
- Strong demand by asset managers and insurance companies with a focus on long maturities

Allocations – By Region - 2019



Allocations – By investor Type – 2019



CAFFIL - LEADING COVERED BOND ISSUER

STRONG COVERED BOND SET UP

- Issuance under French covered bond law ('**Société de Crédit Foncier**' framework)
- Cover pool limited to **public sector assets**, issuance only under **hard bullet format**
- CAFFIL covered bonds are **CRR and UCITS compliant, LCR level 1, CBPP 3 eligible** and benefit from a **10% risk weighting** (standardized approach)
- ECBC Covered Bond Label
- **Strong credit ratings** by three agencies:

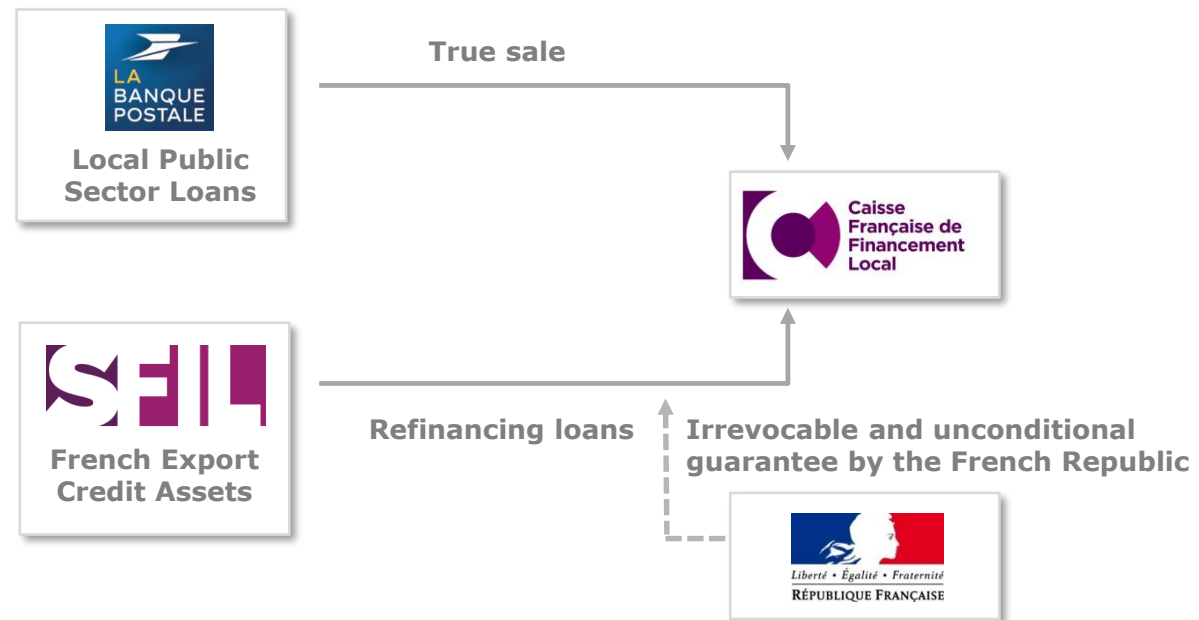
	<i>Moody's</i>	<i>S&P</i>	<i>DBRS</i>
<i>CAFFIL</i>	Aaa	AA+	AAA
<i>SFIL</i>	Aa3	AA	AA (high)

- Covered bond ratings of CAFFIL are capped one notch above SFIL for S&P
- Level of regulatory **overcollateralization of 12.4%** as of March 31st 2020 well above levels required by rating agencies (Moody's: 105% as of November 2019, S&P: 108.6% as of February 2020 and DBRS: 105% as of November 2019)

CAFFIL - LEADING COVERED BOND ISSUER

COVERED BOND ISSUANCE WITH ONE SINGLE COVER POOL

- **One single cover pool** for French local public sector loans and refinancing export loans with French State guarantee
- Transfer of local public sector loans from La Banque Postale **via true sale to CAFFIL**
- Refinancing of export loans via a **refinancing loan from CAFFIL to SFIL** with an irrevocable and unconditional 100% guarantee by the French Republic (enhanced guarantee mechanism law n°2012-1510)



AGENDA

1. A STRATEGIC SUBSIDIARY OF CDC GROUP
2. GROUP FUNDING STRATEGY

CAFFIL - LEADING PUBLIC SECTOR COVERED BOND ISSUER

SFIL – REGULAR BENCHMARK ISSUER IN EUR AND USD

ESG BOND ISSUANCE

3. APPENDIX

SFIL – REGULAR BENCHMARK ISSUER IN EUR AND USD

REGULAR BENCHMARK ISSUANCE BY SFIL

- Bonds issued by SFIL are eligible for **asset purchases under PSPP** and are classified as **LCR level 1** under the LCR delegated act
- Focus on **benchmark issuance in EUR and USD** to build a reference curve in both markets
- **Seven benchmark transactions** launched since 2016 leading to a total outstanding of **EUR 7.1 billion equivalent**
- **Up to EUR 2 billion planned issuance for 2020** with focus on maturities between 3 and 10 years

Regular USD-benchmark issuance

- Three outstanding **USD benchmark transactions**
- Focus on maturities **between 3 and 5 years**

Regular EUR-benchmark issuance

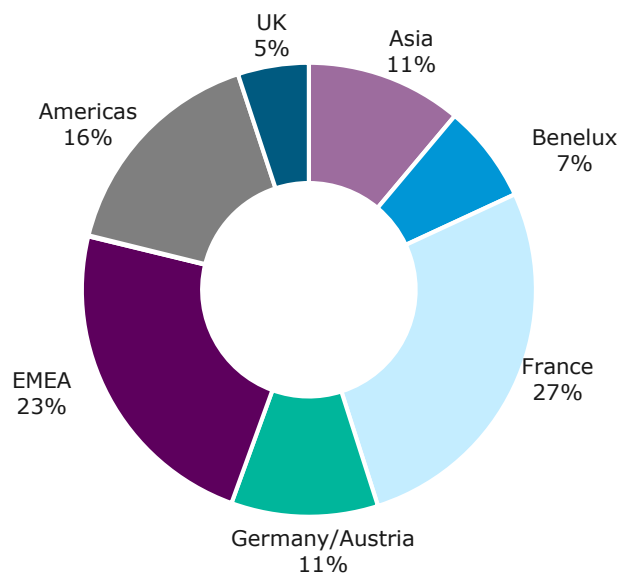
- Reference curve in **Euro made of four benchmark transactions**
- **Maturities up to 10 years**

GROUP FUNDING STRATEGY

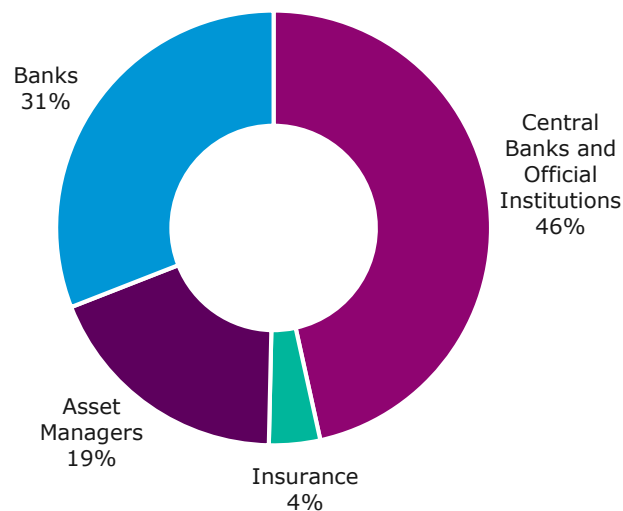
SFIL – REGULAR BENCHMARK ISSUER IN EUR AND USD

- **Rapid growth of the SSA investor** base with participation of 223 different investors since 2015
- International investor base **with strong participation by central banks**
- Strong demand by **Banks and Asset Managers with a focus on the French SSA market**

Allocations – By Region - 2019



**Placement - In Volume - 2019
By investor Type**



AGENDA

1. A STRATEGIC SUBSIDIARY OF CDC GROUP

2. GROUP FUNDING STRATEGY

CAFFIL - LEADING PUBLIC SECTOR COVERED BOND ISSUER

SFIL – REGULAR BENCHMARK ISSUER IN EUR AND USD

ESG BOND ISSUANCE

3. APPENDIX

ESG BOND ISSUANCE

GREEN AND SOCIAL BOND ISSUANCE

- SFIL Group has set up a **social bond framework** in 2018, followed by **green bond framework** in 2019

Social bonds

- Loans to **French Public Hospitals**
- Asset selection in part based on internal **ESG scoring model** (healthcare value added)

Green bonds

- **Green loans** to local authorities
- Clean transportation, green buildings, waste management, water treatment, renewable energy

- **SFIL Green and social bond issuance** has gained wide market recognition:

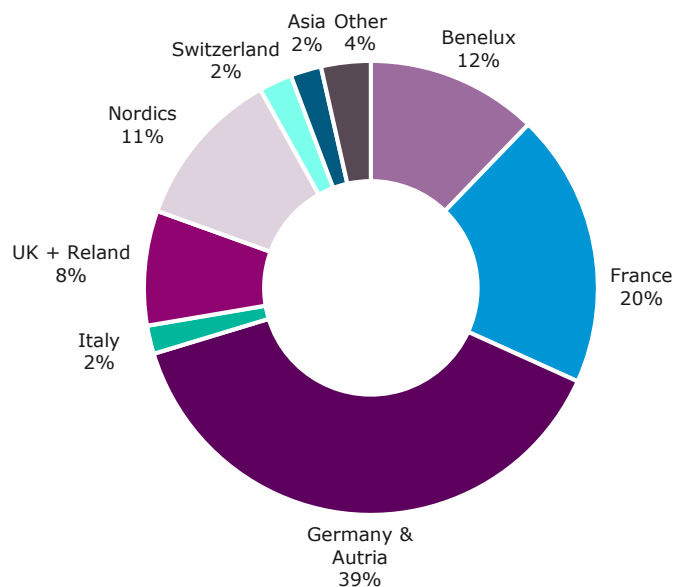


- Commitment to contribute to the development of the market with the objective of a **share of at least 5%** of liquidity portfolio investments in green, social and sustainability bonds

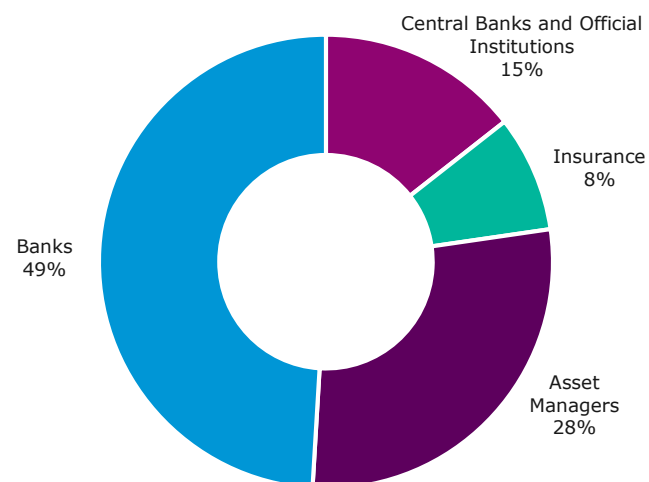
ESG BOND ISSUANCE PLACEMENT OVERVIEW

- Strong demand by investors with **focus on ESG investments**
- Participation of **close to 200 different investors in green and social bond transactions** issued by SFIL Group

**2019 ESG Issuance
allocation by region**



**2019 ESG Issuance
Allocation by investor type**



ESG BOND ISSUANCE

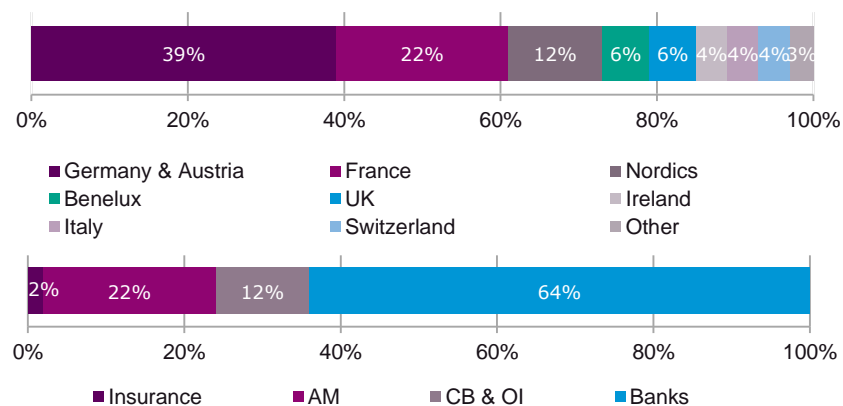
EUR 1 BILLION 5 YEAR SOCIAL BOND TRANSACTION

- Second transaction by SFIL Group under **social bond format financing public hospitals**, following the inaugural transaction in February 2019
- The transaction was launched on April 28th in the morning with an **order book above EUR 4.5 billion** and **130 investors** participating in late morning
- **First "COVID 19" related covered bond** aimed at directly or indirectly funding sectors affected by the pandemic
- Covered bond with the **tightest spread** since the start of the Covid19 crisis
- **Largest order book for a covered bond** transaction in 2020 with a rate of **oversubscription of 4.5** - highest ever oversubscription for SFIL group since 2013
- Coupon of 0.01% is the **lowest coupon ever paid on a CAFFIL benchmark transaction**

Terms & Conditions

Issuer	CAFFIL
Volume	EUR 1 billion
Coupon	0.01%
Trade date	28/04/2020
Maturity date	07/05/2025
Reoffer Spread	MS +22 BP OAT +31BP
Reoffer Yield	-0.036%

Investor distribution



ESG BOND ISSUANCE

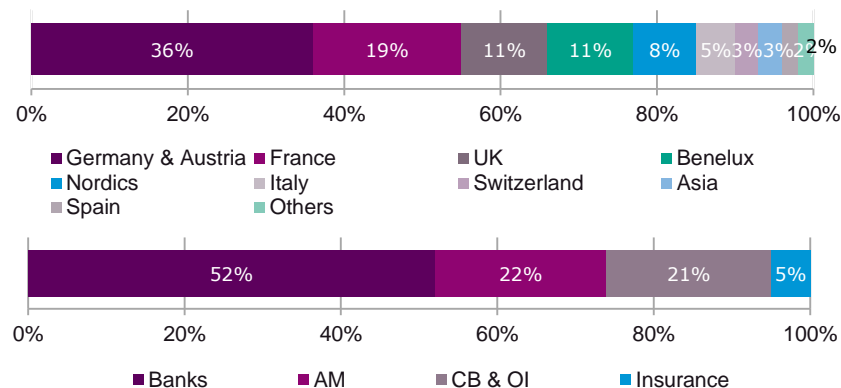
EUR 750 M INAUGURAL 10 YEAR GREEN BOND TRANSACTION

- **Inaugural green bond benchmark** issued by CAFFIL dedicated to financing Eligible Green Loans for French Local Authorities as defined in the SFIL Group Green Bond Framework
- This trade came after a successful Pan European roadshow completed with **40 investors engaged**
- The orderbook reached **a volume above EUR 3 billion** with the participation of **over 100 investors** after less than two hours
- **38% of the transaction** was allocated to **sustainability driven investors**
- This is the **first green bond transaction** exclusively dedicated to the financing of green investments by French local authorities. It is also the first ever green public sector covered bond.

Terms & Conditions

Issuer	CAFFIL
Volume	EUR 750 million
Coupon	0.100%
Trade date	05/11/2019
Maturity date	13/11/2029
Reoffer Spread	MS +2 BP OAT +13.2BP
Reoffer Yield	0.112%

Investor distribution



ESG BOND ISSUANCE

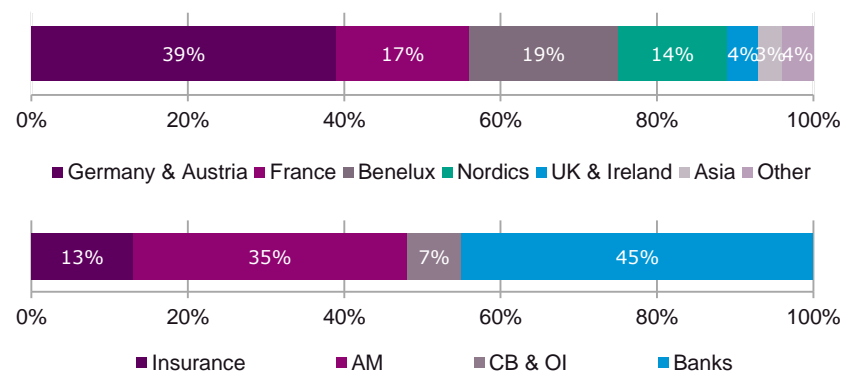
EUR 1 BILLION 8 YEAR SOCIAL BOND TRANSACTION

- Inaugural social bond benchmark by CAFFIL financing **investments by French public hospitals based** on the social bond framework of SFIL Group
- The transaction was launched following an **extensive European roadshow** targeting investors in Paris, London, Frankfurt, Copenhagen, Helsinki and in the Netherlands
- Strong investor demand, the orderbook above **EUR 2.6 billion after only two hours**, participation of **over 110 investors**, more than one third of the transaction has been allocated to **investors with a strong commitment to sustainable investment**
- This transaction marks the **first social covered bond out of France**, the first social bond by a **French public issuer** and the first European social bond **exclusively financing public hospitals**

Terms & Conditions

Issuer	CAFFIL
Volume	EUR 1 billion
Coupon	0.500%
Trade date	12/02/2019
Maturity date	19/02/2027
Reoffer Spread	MS +11 BP OAT +25BP
Reoffer Yield	0.578%

Investor distribution



ESG BOND ISSUANCE

GREEN BOND FRAMEWORK IN LINE WITH ICMA PRINCIPLES

<i>Use of proceeds</i>	Green bond proceeds will be used to finance and/or refinance Eligible Green Loans which belong to the following Eligible Green Loan Categories: Territorial mobility and soft urban transport, Sustainable Water and Sanitation and Climate Change Adaptation, Waste Management and Valuation, Energy efficiency of construction and urban development, Renewable Energy
<i>Process for Project Evaluation and Selection</i>	At operational level, La Banque Postale offers green loans for the financing of eligible projects to French local public authorities. SFIL verifies and validates the classification as eligible green loan, the Green Bond committee monitors the project selection and evaluation process according to the eligibility criteria
<i>Management of proceeds</i>	internal systems track the use of proceeds of the green bonds and monitor the Eligible Green Loans. Green Bonds are managed under a transaction by transaction approach , ensuring each transaction is allocated to a dedicated set of "Eligible Green Loans"
<i>Reporting</i>	Allocation reporting will be available within one year from the date issuance and annually thereafter until full allocation. In addition, SFIL will report on environmental impact indicators



ESG BOND ISSUANCE

SOCIAL BOND FRAMEWORK IN LINE WITH ICMA PRINCIPLES

<i>Use of proceeds</i>	Social notes will be used to finance and/or refinance the portfolio of loans to French public hospitals (new loans and loans originated since 2013)
<i>Process for Project Evaluation and Selection</i>	Investment plans of public hospitals are coordinated by the Regional Health Agencies ensuring that investments are in line with overall public healthcare objectives In addition, the credit decision by SFIL is in part based on an extra-financial analysis of the public hospital to assess the Healthcare Added Value ("HAV") of a public hospital
<i>Management of proceeds</i>	internal systems track the use of proceeds of the Social Notes and monitor the Health Loan Portfolio. Social Notes are managed under a portfolio approach , i.e. the total outstanding amount of Social Notes is always lower than the size of the Health Loan Portfolio
<i>Reporting</i>	Allocation reporting will be available within one year from the date issuance and annually thereafter until full allocation. In addition, SFIL will report on social impact indicators



KEY TAKE AWAYS

- Status as **public development bank** – debt classified as HQLA Level 1 and PSPP eligible - with two public policy missions
- **Leadership position** in both business activities:
 - Market share in French **local public sector lending close to 30%**
 - Market share for the re-financing of **export loans** guaranteed by the State **above 40%**
- **Strong resilience of the business model** of SFIL during the pandemic crisis
- Looking ahead, local public investments and export financing are **to play an important role in the French economic stimulus package**
- Since September 30th 2020, CDC is the **reference shareholder** and provides a letter of support, supplemented by a letter of support from the French Government, **maintaining SFIL's status as public development bank**



'We believe there is an almost certain likelihood that SFIL would receive timely and sufficient extraordinary support from the French government in case of financial distress. The transfer of the majority of SFIL's capital to Group Caisse des Dépôts in the coming months does not affect our view of the channel of extraordinary support from the central government to SFIL in case of need, which we assume would remain direct.'

S&P Rating Report, April 21st 2020

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CAFFIL – COVERED BOND ISSUANCE

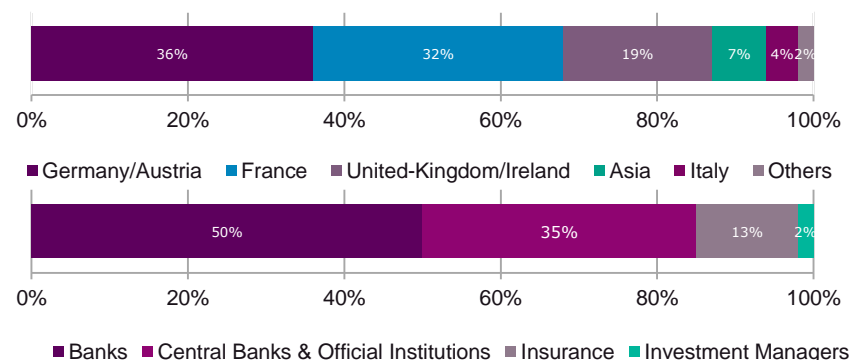
EUR 750 MILLION, 15 YEARS - BENCHMARK

- Strong investor demand with **books close to EUR 1.6 billion** and **final subscription rate of x2.2**
- With books above EUR 1.6 billion, this issuance became, for CAFFIL, the **largest book order for this maturity**
- CAFFIL took advantage of a **supportive market window** and **the scarcity of supply**, and at the same time, has **differentiate itself from the tenors** visited earlier this year
- This 5th covered bond transaction of CAFFIL, for 2020, attracted **53 different investors** and allowed a **well diversified distribution**
- **The coupon and yield levels', of this transaction, are the lowest, historically observed, for 15-year issuance on the covered bond market**
- This is also the 5th CAFFIL issuance carried out **without any issue premium**

Terms & Conditions

Issuer	CAFFIL
Volume	EUR 750 million
Coupon	0.01%
Trade date	12/10/2020
Maturity date	19/10/2035
Reoffer Spread	MS + 7 BP OAT + 7 BP
Reoffer Yield	0.027%

Distribution



CAFFIL – COVERED BOND ISSUANCE

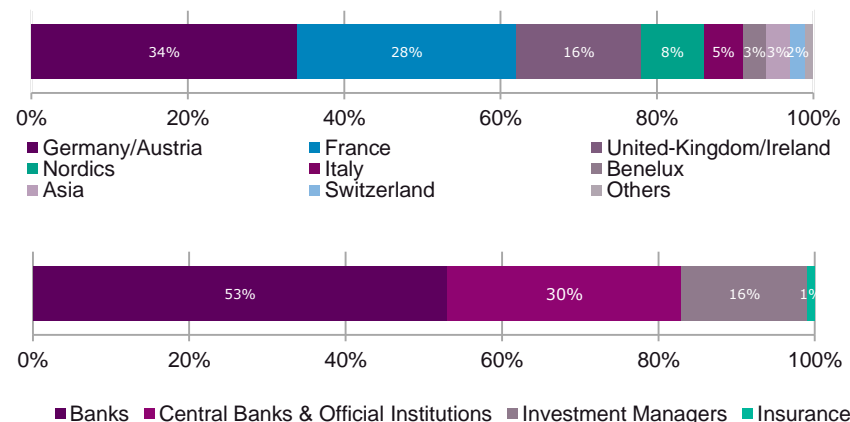
EUR 1.5 BILLION 7 YEAR - BENCHMARK

- The deal enjoyed a **very strong reception with interests exceeding EUR 1billion after half an hour of marketing**. The **final subscription rate** exceeded **x2.1**
- With a books above EUR3.2billion, this issuance is the **largest book order since the summer break**
- This 4th covered bond transaction of CAFFIL, for 2020, attracted **more than 100 investors, well diversified** in terms of **geography** and by **investor type**
- With this successful transaction, CAFFIL launched **the tightest French Covered Bond** (all maturities incl.) **since the beginning of the Pandemic crisis**

Terms & Conditions

Issuer	CAFFIL
Volume	EUR 1.5 billion
Coupon	0.01%
Trade date	14/09/2020
Maturity date	28/02/2028
Reoffer Spread	MS + 4 BP OAT + 11 BP
Reoffer Yield	-0.289%

Distribution



CAFFIL – COVERED BOND ISSUANCE

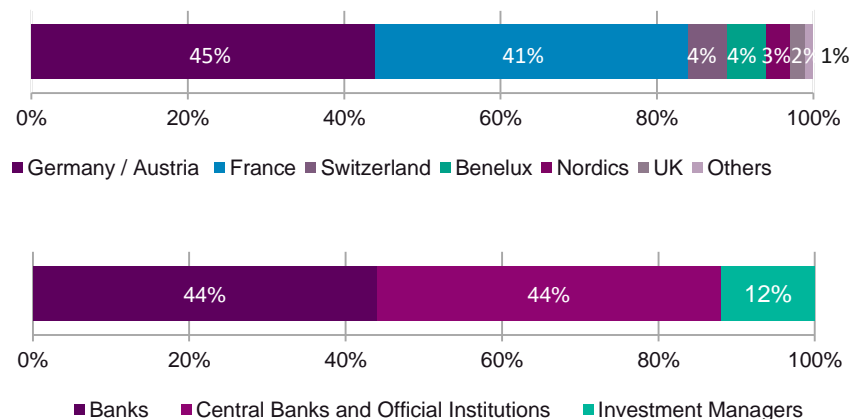
EUR 1 BILLION 10 YEAR BENCHMARK

- Books for the 3rd CAFFIL benchmark transaction in 2020 opened on June 16th in the morning with guidance of MS+11bp area after the transaction had been announced on June 15th
- Strong investor demand with books close to EUR 2 billion in late morning before stabilizing above EUR 1.2 billion after setting the final spread
- 61 investors over the course of the transaction
- Tightest French Covered Bond transaction since the beginning of the pandemic crisis and tightest 10 year Covered Bond transaction across all jurisdiction since the beginning of the pandemic crisis

Terms & Conditions

Issuer	CAFFIL
Volume	EUR 1 billion
Coupon	0.01%
Trade date	16/06/2020
Maturity date	24/06/2030
Reoffer Spread	MS + 7bp OAT + 2bp
Reoffer Yield	-0.05%

Investor distribution



CAFFIL – COVERED BOND ISSUANCE

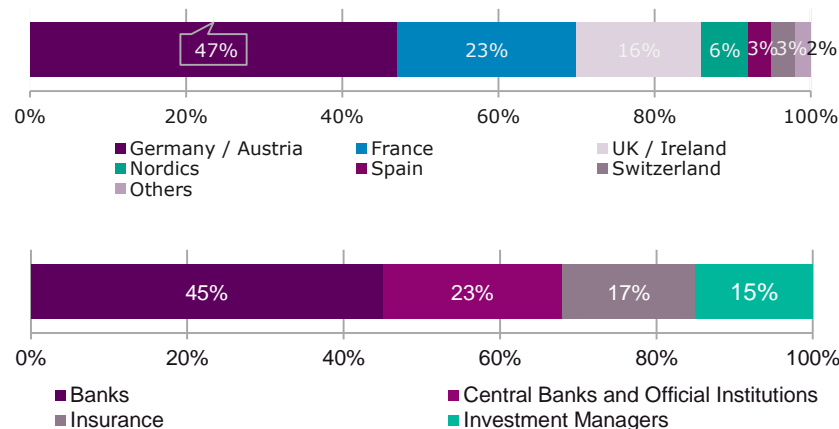
EUR 750M 20 YEAR BENCHMARK

- Announcement of the 1st public transaction of CAFFIL on Monday February 3rd
- Launch and pricing of the transaction on Tuesday February 4th at MS +5 BP with a new issue premium of only 1 BP
- The **tightest spread** observed on this maturity for a decade on the French covered bond market
- Final orderbook **above EUR 1.6 billion**, around 11AM
- Well diversified orderbook with **60 different investors involved**
- Strong interest from **Germany and Austria** with 47% of the transaction

Terms & Conditions

Issuer	CAFFIL
Volume	EUR 750 m
Coupon	0.375%
Trade date	04/02/2020
Maturity date	13/02/2040
Reoffer Spread	MS + 5 BP
	OAT + 5.1 BP
Reoffer Yield	0.381%

Investor distribution



SFIL – BENCHMARK ISSUANCE IN EUR AND USD

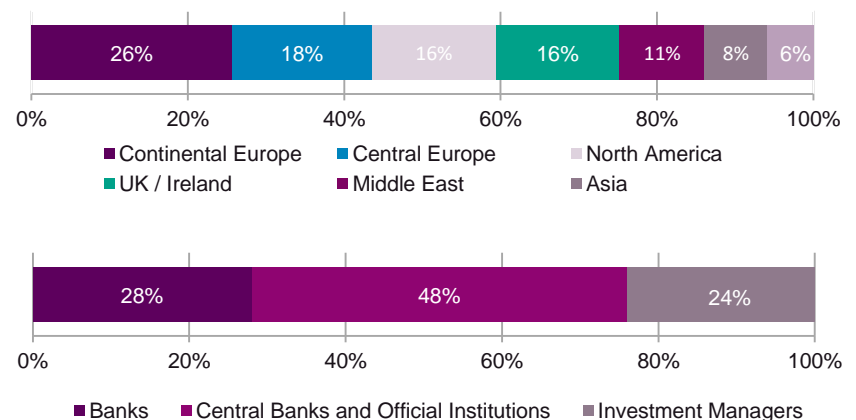
USD 1.25 BILLION 3 YEAR BENCHMARK TRANSACTION

- **Favorable market context** with overall spreads recovering over recent weeks
- The transaction is part of the overall funding strategy with **regular benchmark issuance in USD**
- First benchmark of the year for SFIL in the SSA market
- Strong investor demand with an **orderbook above USD 2.0 billion**
- Participation of **63 different investors** – this is the largest investor participation of any USD RegS transaction by a French agency in 2020
- **Fourth benchmark transaction** by SFIL in the USD market bringing the overall volume issued by SFIL since 2016 to over 8.2bn

Terms & Conditions

Issuer	SFIL
Volume	USD 1.25 billion
Coupon	0.5%
Trade date	27/05/2020
Maturity date	05/06/2023
Reoffer Spread	MS +31 BP UST +38 BP
Reoffer Yield	0.58%

Investor distribution



LOCAL GOVERNMENT AND EXPORT FINANCING AGENCY

2ND MISSION: FINANCING LARGE EXPORT CONTRACTS

Target Exporters

Secteur	Entreprise
Chimie	Air Liquide
Croisière	Chantiers de l'Atlantique
Défense	Airbus Helicopter
	Dassault
	MBDA
	Naval Group
	Nexter
	OCEA
Energie	Arquus
	EDF
	Eramet
	Framatome
	Moret Industrie
	General Electric France
	Orano
	Rolls-Royce Civil Nuclear
	TechnipFMC
	Bouygues
Infrastructures	Eiffage
	Ellipse Projects
	Fives
	Saint Gobain
	Suez
	Veolia (OTV)
	Vinci
Spatial	Airbus Defense & Space
	Arianespace
	Safran
	Thales
Telecom	Alcatel Lucent / Nokia
Transport	Alstom
	Bombardier
	Colas Rail
	Siemens France

Banking Partners



Contacts

Investor Relations

Ralf Berninger, CFA
Head of Investor Relations
Tel : + 33(0)1 7328 8807
ralf.berninger@sfil.fr

Clotilde Queneudec
Investor Relations
Tel : + 33(0)1 7328 8464
clotilde.queneudec@sfil.fr

investorrelations@sfil.fr

Treasury and Financial Markets

Olivier Eudes
Head of Market Activities
Tel. +33 (0)1 3013 3908
Olivier.eudes@sfil.fr

Gonzague Veillas
Head of Treasury and Funding
Tel : +33(0)1 3013 3909
gonzague.veillas@sfil.fr

Guillaume Levesque
Treasury and Funding
Tel : +33(0)1 3013 3910
guillaume.levesque@sfil.fr

Prisca Sabarros
Treasury and Funding
Tel : +33(0)1 3013 39 13
prisca.sabarros@sfil.fr

Cyril Berseille
Treasury and Funding
Tel : +33(0)1 3013 39 14
cyril.berseille@sfil.fr

Djamel Outahar
Treasury and Funding
Tel : +33(0)1 3013 3912
djamel.outahar@sfil.fr

Philippe Pasquier
Treasury and Funding
Tel : +33(0)1 3013 8965
philippe.pasquier@sfil.fr