





3 drivers for the Large customers business

Support the development of the Regional Banks and Cariparma in the mid-corp segment

A CIB serving the Group whilst maintaining a low risk profile

A specially **prudent** risk profile, helping reduce earnings volatility

Developing markets activities with corporate and local authority clients of the **RBs and LCL**

of Crédit Agricole S.A's total RWAs linked to market risks by 2019

Strengthen our global offer for customers

A new coherent business line generating synergies

Industrialisation of common transactions Greater commercial cooperation between **CACIB** and **CACEIS**

of CACIB's client portfolio to free up of RWA

Selective review

Proactive RWAs and cost base optimisation

€230 m of recurring savings by 2019

2019 TARGETS



activities

Financing



finance "Maintain our leadership"



optimisation and distribution "A global credit expert serving the Bank"



banking "A key service for Corporate customers"

International

→ Target ~ **<2,3**bn of revenue CAGR of $\sim +1.4\%$

Continued growth momemtum



and investment activities



and optimise the Corporate franchise \rightarrow \sim \in **2.4**bn of revenue

Strengthen the



Investment banking revenues

Further internationalise



the product and service offering for the Group and the mid corp segment

Strengthen

CAGR of ~ +3.8%

Asset servicing Confirm our position

as a leading player in Europe









expand geographically

→ Target ~ €800m of revenue CAGR of $\sim +2\%$