

# CieFF Covered Bond Issuance Update

As of 05/09/2018

## CFF update

### CFF new benchmark issue

- On Monday 3rd September 2018, CFF launched a €1bn 10-year Covered bond. This is the first CFF benchmark following the announcement of the project to integrate CFF within BPCE Group. The deal has proved to be very successful showing a solid book and very limited NIP.
- In a volatile environment due to political and macro-economic news flow, the Covered bond market has remained resilient with spreads stable in overall since the end of summer break. CFF has decided to take the profit of this environment and launch its 4th benchmark of the year.
- Books officially opened at 9:00am with a guidance at MS+12bps area for a benchmark size. The transaction quickly gathered strong interest and reached at one point €1.6bn with 90 investors involved allowing to revise the guidance at MS+9 (+/-1bp WPIR) and set the size at €1bn.
- Final terms were announced at 12:15pm with spread set at MS+8bps, reflecting a limited NIP of 4bps, in line with recent French Covered bonds, despite a longer tenor.
- The orderbook was of extremely high quality and reflects the following trends:
  - CB segment still attracts the investor appetite : 90 investors involved which is rare for tenors greater than 10 years.
  - Very high participation of Bank LCR accounts
  - Asset managers' participation reflects that relative value of Covered bond has improved since the recent repricing

### CFF activity

- For 2018, CFF has still to achieve a limited volume under Private Placements.
- CFF has already done two 10y, a 5y and a 8y benchmark.
- CFF also considers long dated private placements issues up to 40y under RCB or EMTN format.
- CFF rating is AAA/Aaa/AAA (S&P/Moody's/Scope), a proxy of the French sovereign. CFF offers an extra spread vs govies: OAT + [30;40]\* ; Bund + [60;70]\* in a range.

## 2018 Transactions YTD

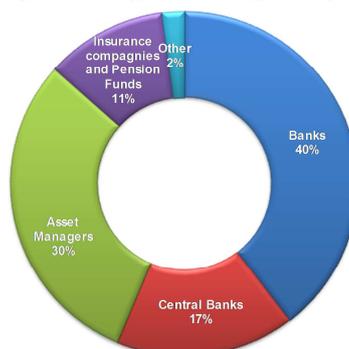
### ETMN Format :

Trade Date	Amount in EUR	Maturity (years)	ISIN
03/01/2018	1 000 000 000	10	FR0013309549
02/02/2018	10 000 000	15	FR0013314945
05/03/2018	50 000 000	20	FR0013322658
07/03/2018	25 000 000	15	FR0013314945
03/04/2018	1 500 000 000	5	FR0013328218
24/04/2018	50 000 000	20	FR0013332178
27/04/2018	10 000 000	11	FR0013332715
22/05/2018	1 250 000 000	8	FR0013336286
04/06/2018	50 000 000	7,4	FR0010913749
04/06/2018	150 000 000	9,6	FR0013309549
10/07/2018	27 000 000	20	FR0013350279
17/07/2018	15 000 000	20	FR0013351756
03/09/2018	1 000 000 000	10	FR0013358843

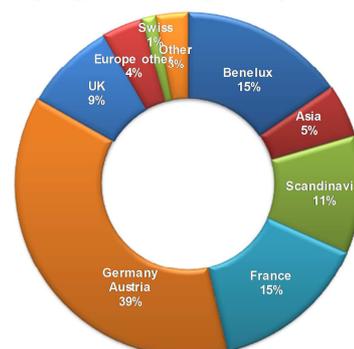
RCB Format YTD : EUR 130 000 000

## 2018 Distribution YTD

By investor type excluding Eurosystem



By region excluding Eurosystem



## Structures trends

- Long dated Private Placements fixed rate up to 30/40y
- Steeper
- Multi-tranche

## For further information

### Contacts

#### Capital Markets

**Paul Dudouit** – Head of Funding  
paul.dudouit@creditfoncier.fr  
+33 1 57 44 80 12

**Arnaud Maurin** – Head of Private Placements  
arnaud.maurin@creditfoncier.fr  
+33 1 57 44 98 89

#### Investor Relation

**Christophe Tirel** – Head of Investor Relation  
cff-b-ir@creditfoncier.fr

**Frédéric Charlot-Metzler** – Munich office  
frederic.charlot-metzler@creditfoncier.fr  
+49 89 273 74 074

#### On internet

<https://www.creditfoncier.fr/>  
<http://foncier.fr/>

#### On Bloomberg

CFF Corp

## CFF 10y secondary levels evolution



# CieFF Covered Bond Issuance Update

## Disclaimer and Legal notice

This document is for information purposes only and shall not be considered as an invitation to invest. It should in no event be considered as a solicitation of business or a public issue and does not constitute an offer to buy, sell, subscribe, or provide financial services. It should also not be considered as a recommendation or a solicitation to buy or sell obligations foncières. Moreover, this document contains unaudited interim financial information, which has not been reviewed by the statutory auditors of Compagnie de Financement Foncier (the "Company"). It is a free English translation of the unaudited quarterly financial information required to be published by the Company. In particular, this document and the information contained herein do not constitute an offer of securities for sale in the United States. No securities of the Company have been or will be registered under the US Securities Act of 1933, as amended (the "Securities Act"). Pursuant to an Order of the Securities and Exchange Commission, the Company has been exempted from all provisions of the Investment Company Act of 1940, as amended, subject to compliance with certain conditions. The Company does not intend to register an offering in the United States of America or conduct any public offering of securities in the United States of America. This document and its contents may not be viewed by persons within the United States of America (within the meaning of Regulation S under the Securities Act) other than "qualified institutional buyers" ("QIBs") as defined in Rule 144A under the Securities Act ("Rule 144A"). Obligations foncières may not be offered or sold in the United States of America except to QIBs in reliance on Rule 144A or another exemption from, or transaction not subject to, the registration requirements of the Securities Act. Any investment decision to purchase any obligations foncières of the Company should be made solely on the basis of the final terms and conditions of such obligations foncières and the information contained in an offering memorandum produced in connection with the proposed offering of such obligations foncières and no reliance is to be placed on any representations other than those contained in such offering memorandum, which will be published by the Company in connection with a proposed offering. Any offering memorandum produced in connection with any offering of obligations foncières may contain information different from the information contained in this document. Prospective investors are required to make their own independent investigations and appraisals of the business and financial condition of the Company and the nature of the obligations foncières and consult with their own financial, legal or other advisors before taking any investment decision with respect to obligations foncières of the Company. Certain statements in this presentation are forward-looking statements under the U.S federal securities laws. By their nature, forward-looking statements involve a number of risks, uncertainties and assumptions which could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. Forward-looking statements contained in this document regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. Compagnie de Financement Foncier does not undertake any obligation to update or revise any forward looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward-looking statements, which speak only as of the date of this presentation. You hereby acknowledge that the use and interpretation of this information requires specific and in-depth knowledge of financial markets. Compagnie de Financement Foncier and its contributors do not accept any responsibility in relation to the use that could be made of the financial information contained in this document and the possible consequences of such use, in particular regarding decisions made or actions taken on the basis thereof. In this respect, you shall remain solely responsible for the information and results obtained on the basis of this information. Additional information regarding this presentation will be furnished upon request. This information is provided "as is", and is for information purposes only. It has nonetheless been supplied by sources that are deemed to be reliable. However, where information was furnished by third party sources, the Company has not verified the accuracy and completeness of such information. It is the intention of the Company to ensure that the information is accurate and up-to-date, and it reserves the right to make corrections to the content at any time, without prior notice. It is not, however, in a position to guarantee that such information is complete. It moreover does not accept any responsibility in the event of any mistake, inaccuracy or omission relating to such information.

Company name: Compagnie de Financement Foncier  
Limited liability company: EUR 2.537.459.936  
RCS : B 421 263 047  
N°SIRET 421 263 047 00019  
Head office : 19 rue des Capucines, 75001 Paris  
Legal representative: Olivier AVIS