



STELLANTIS

BANQUE STELLANTIS FRANCE

Investor presentation

October 2023

[www.banque-stellantis-france.com](http://www.banque-stellantis-france.com)



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- Note: Statements as to historical performance or financial accretion are not intended to mean that future performance, share price or future earnings for any period will necessarily match or exceed those of any prior year. Nothing in this presentation should be construed as a profit forecast.

# EXECUTIVE SUMMARY

1	Banque Stellantis France presentation
2	Business overview
3	Financial results
4	Financial policy & funding
5	ESG strategy & <b>Green Bond</b>

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BANQUE STELLANTIS FRANCE  
PRESENTATION

# LONG-TIME EXPERTISE IN THE AUTO FINANCING INDUSTRY

## Banque Stellantis France within STELLANTIS Group

- A global car manufacturer with over two centuries of history
- Auto financing industry for one century

1810  
CREATION OF PEUGEOT FRÈRES COMPANY



1919  
CREATION OF CITROËN



1919  
CITROËN FIRST FINANCING PRODUCTS

1929  
PEUGEOT FIRST FINANCING PRODUCTS

2015  
SFS/SCF  
PARTNERSHIP

10Y FIRST PERIOD




2016








2021
















2023  
(April)

NEW SFS/SCF PARTNERSHIP




NEW NAME: Banque Stellantis France



BANQUE STELLANTIS FRANCE

2023  
(May)

ACQUISITION  
OF BELGIAN  
AND DUTCH  
ENTITIES

## CAR MANUFACTURING

## AUTO FINANCING INDUSTRY

# REORGANISATION OF STELLANTIS'S FINANCING ACTIVITIES

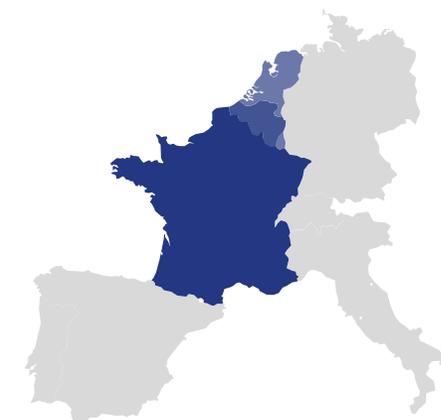
- On 31 March 2022, STELLANTIS signed “new framework agreements” with its European financial partners:
  - Santander Consumer Finance (“SCF”) to carry out, through joint ventures co-owned with STELLANTIS, the financing activities (with the exception of professional and corporate long-term leasing) in France, Italy, Spain, Belgium, Poland, the Netherlands and through a commercial agreement in Portugal, to become the exclusive partner of STELLANTIS for this segment in these countries
  - BNP Paribas Personal Finance (“BNPP PF”) – same agreement than SCF but covering Germany, Austria and UK
  - Crédit Agricole Consumer Finance (“CACF”) to develop Europe wide the B2B Operating Lease business, through a joint venture co-owned with STELLANTIS and named Leasys.
- On 1 April 2023, new organisation announced by STELLANTIS of financing activities and services
  - PSA Banque France becomes Banque Stellantis France
  - financing granted to customers and dealer networks for all STELLANTIS brands in France is consolidated within the Banque Stellantis France Group, with the exception of long-term leases to professionals and companies, which come under the multi-brand operational leasing company Leasys.
- On 30 May 2023, acquisition by Banque Stellantis France of entities operating in Belgium, Luxembourg and the Netherlands



**Banque Stellantis France:**  
the automotive financing activity of the former PSA Banque France Group is extended to all the brands of STELLANTIS (on retail financing and dealers financing, mainly of the FIAT and OPEL brands) excluding long-term leases for professionals and corporates.

Leasys as a multi-brand operational leasing company in which STELLANTIS and CACF each hold a 50% interest, in order to become a European leader, with a fleet target of around 1 million vehicles in 2026

Acquisition of Belgian and Dutch entities in May.



## Overview

- **Banque Stellantis France is a Joint-venture between SFS and SCF\***
  - SFS is the historic shareholder and SCF joined in 2015 providing financial support
  - Shareholders implemented a shared governance of the JV rotating every 3 years.
- Since February 2015, Banque Stellantis France (formerly PSA Banque France) is 50/50 controlled by Stellantis Financial Services and Santander Consumer Finance.
- Within the framework of the partnership between Stellantis Financial Services and Santander Consumer Finance, Banque Stellantis France recently extended its perimeter of financing activities to Belgium, Luxembourg and the Netherlands through the 100% acquisition of Stellantis Financial Services Belux and Stellantis Financial Services Nederland. French financing activities remains carried out by CREDIPAR and CLV subsidiaries.
- Banque Stellantis France is a credit institution regulated under the supervision of ECB since December 2015 while continuing to send the required information to the French regulator, the *Autorité de Contrôle Prudentiel et de Résolution (ACPR)*.

IT	Marketing & Sales	Insurance	Legal & Tax	Credit	Audit	Risk	
Operations	Residual value	Controlling	Human Resources	Network supervision	Funding & ALM	Collection	Compliance

■ SFS casting vote

■ SCF casting vote

\*Note: SFS means Stellantis Financial Services, SCF means Santander Consumer Finance

## Shareholding structure



Board of directors of Banque Stellantis France



- First rotation in October 2017
- Second rotation in October 2020

(\*) since 2022

## Banque Stellantis France

### HOLDING



Banking activities for dealers

Current accounts  
Overdraft facilities  
Treasury and property loans



Savings accounts  
Term accounts



Access to capital markets  
NEU CP - NEU MTN - EMTN

### CREDIPAR

#### COMPAGNIE GÉNÉRALE DE CRÉDIT AUX PARTICULIERS



Entity employing the group workforce in France and operating in the French market

LOANS WITH OR WITHOUT BALOON

LEASES WITH PURCHASE OPTION

LONG TERM LEASES <sup>(1)</sup>

### INSURANCES & SERVICES

#### Stock financing

NEW & DEMO VEHICLES

USED VEHICLES

SPARE PARTS



Securitisation transactions  
Seller – Servicer – Junior notes

### CLV

#### COMPAGNIE POUR LA LOCATION DE VÉHICULES



Legal entity used for public tenders on Citroën vehicles only

NO SET-OFF RISK ON RETAIL CLIENTS



Retail clients may subscribe loans or leases financings and at the same time be a client of the DISTINGO offer

Both offers are provided by separate legal entities mitigating the set-off risk:

- Banque Stellantis France for savings
- CREDIPAR and CLV for financings

### BELGIUM/LUX./NETHERLANDS

Stellantis Financial Services Belux    Stellantis Financial Services Nederland



<sup>(1)</sup> Excluding professional and corporate long-term leasing

**2**

**BUSINESS  
OVERVIEW**



# FRENCH AUTOMOTIVE MARKET TREND (1/2)

## French automotive market H1 2023 vs. H1 2022



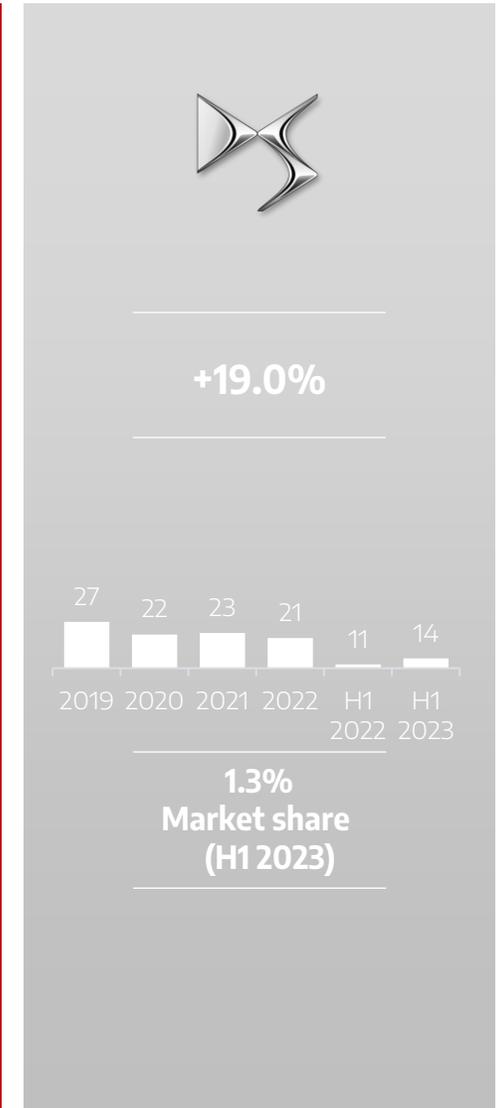
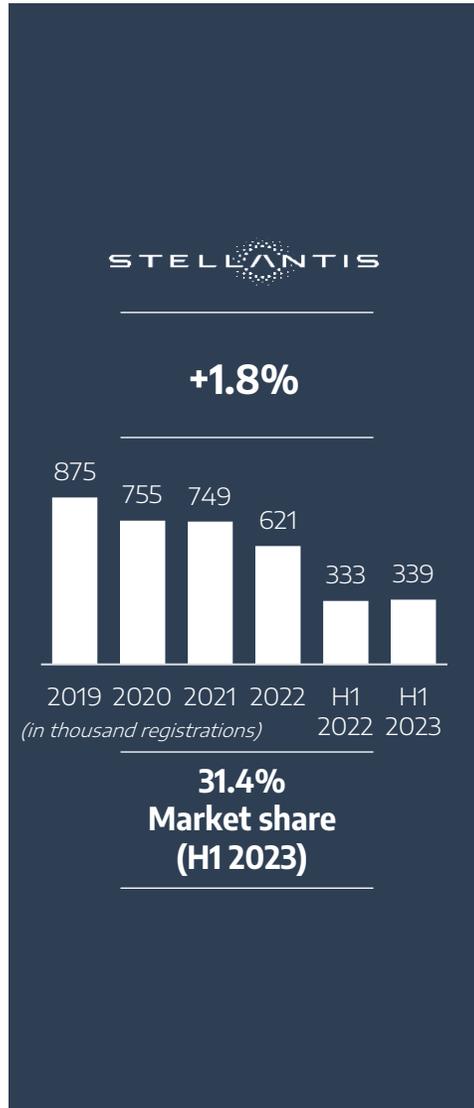
**+13.1 %**

2022  
**-10.3%**

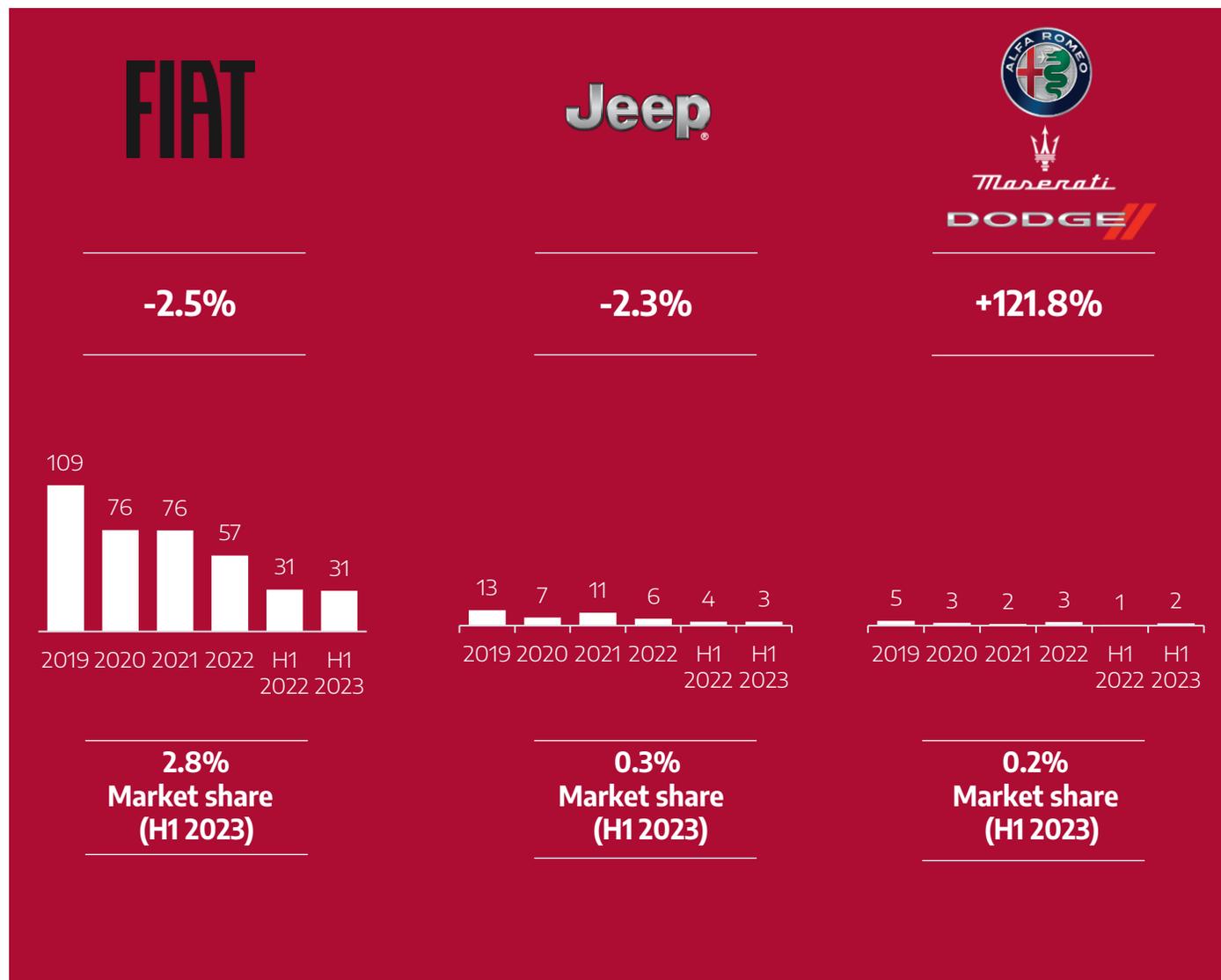
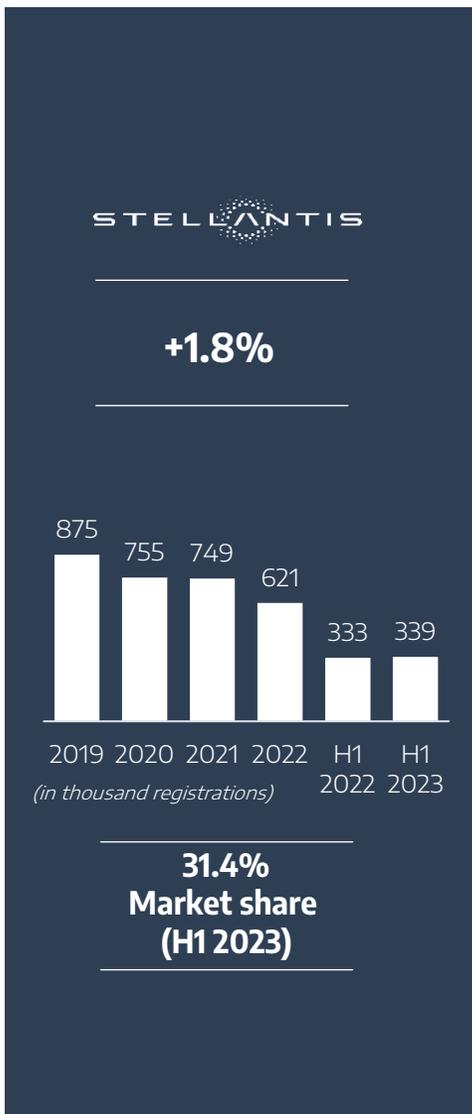
2021  
**+1.9%**

2020  
**-23.8%**

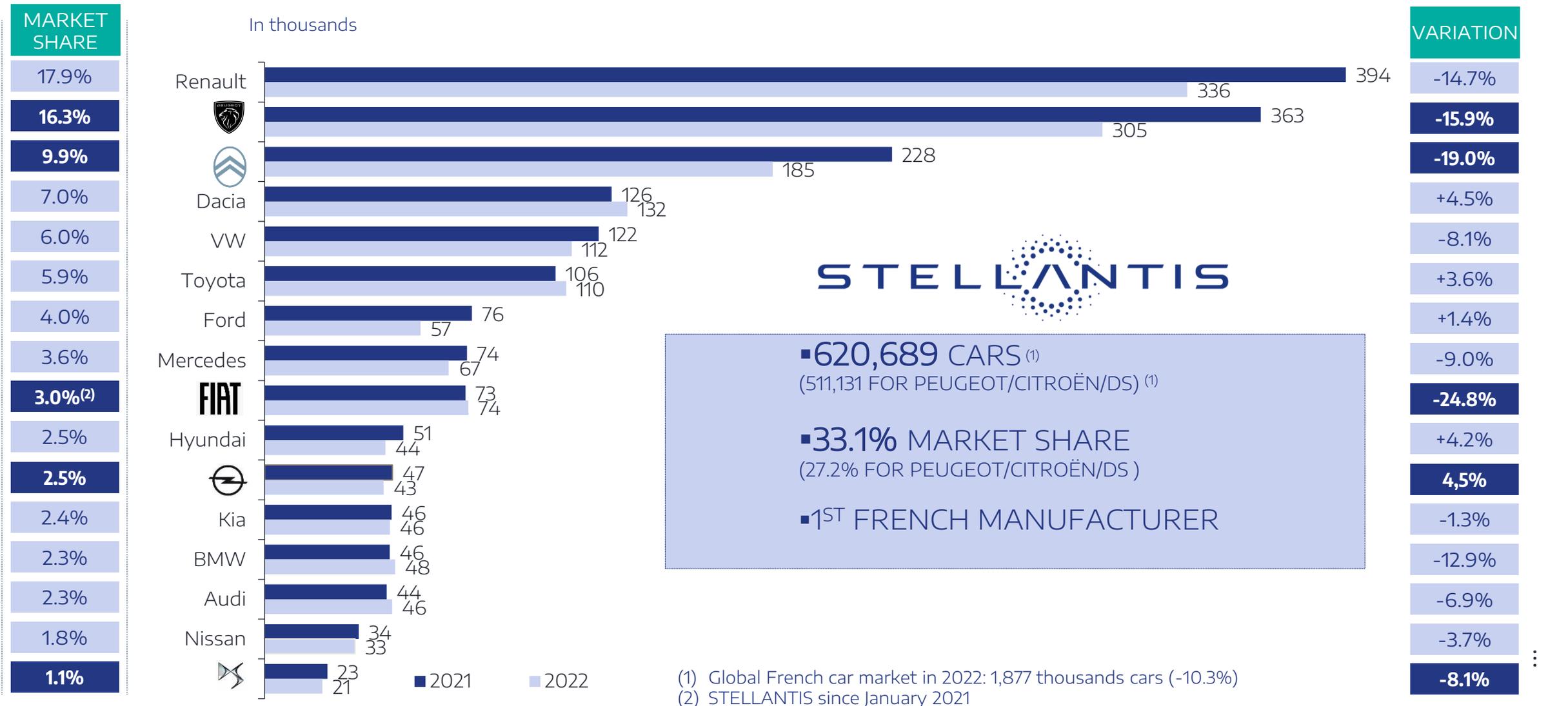
2019  
**+2.3%**



# FRENCH AUTOMOTIVE MARKET TREND (2/2)

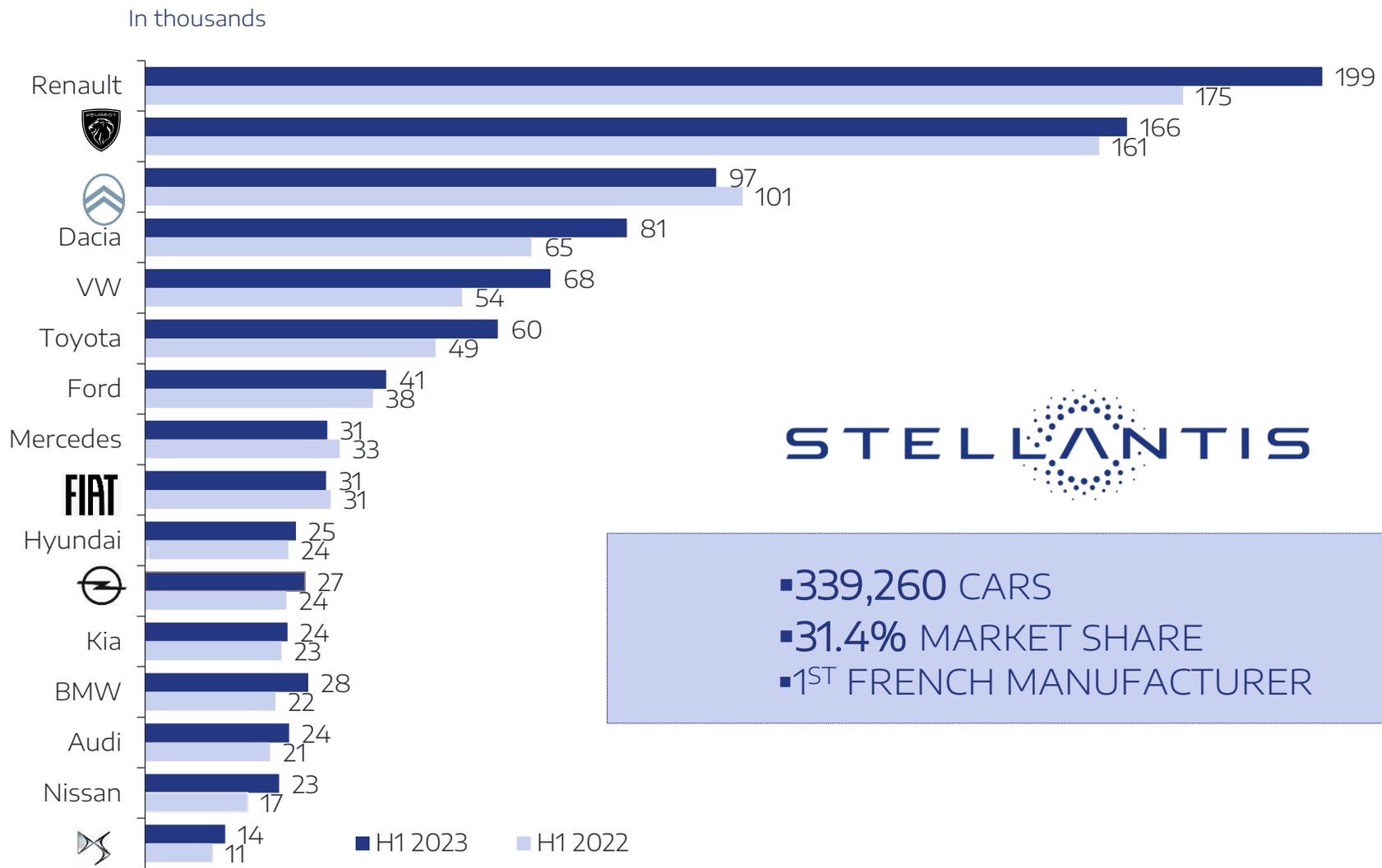


# FRENCH NEW CAR REGISTRATIONS (2022/2021)



# FRENCH NEW CAR REGISTRATIONS (H1 2023/H1 2022)

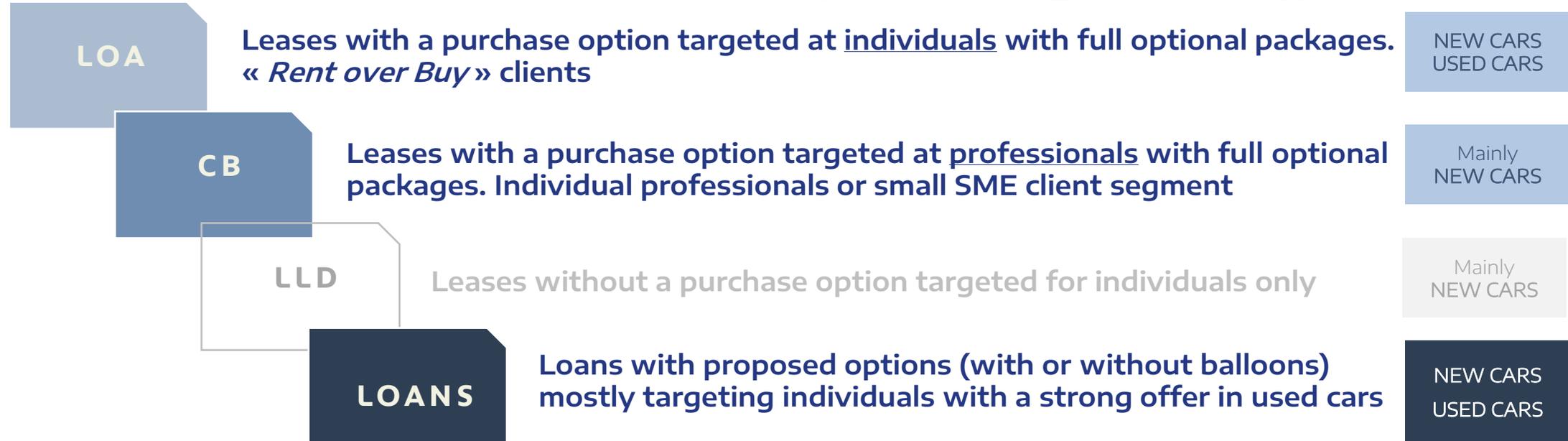
MARKET SHARE
18.4%
15.4%
8.9%
7.5%
6.3%
5.5%
3.8%
2.8%
2.8%
2.4%
2.5%
2.2%
2.5%
2.3%
2.1%
1.3%



VARIATION
+13.4%
+2.9%
-4.4%
+24.8%
+27.8%
+21.5%
+6.0%
-6.4%
-2.5%
+5.2%
+13.0%
4.4%
25.2%
15.0%
30.3%
19.0%

# A WIDE RANGE OF PRODUCTS

For individuals & companies of all size



- Personal or vehicle insurance products
- Service contracts related to the use of the vehicle (warranty extension, maintenance, etc.)
- On average 2 insurance contracts or services taken out per financing contract
- Passbook savings account

Drive & Connect



## Partnership with the brands of STELLANTIS

- Dedicated financial services partner to all brands of Group
- Broad range of products to cover end-user customers and dealers needs

### INVESTOR (OPÉRATEUR)

ONE UNIQUE DEALER OR A GROUP OF DEALERS WITH THE SAME FINAL OWNER DEALER (CONCESSIONNAIRE)



### DEALER (CONCESSIONNAIRE)

A COMPANY WHO CONTRACTS WITH A BRAND TO SELL VEHICLES

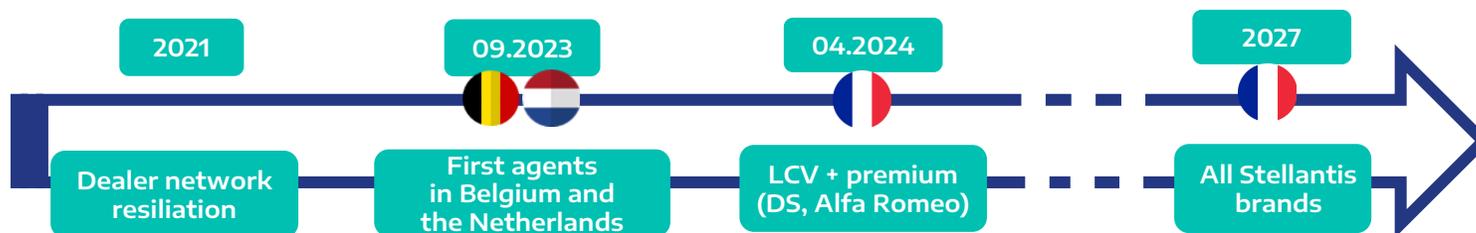


### AGENT

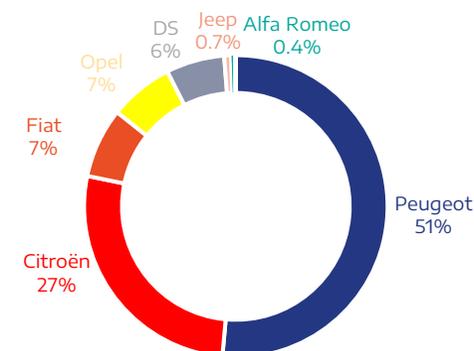
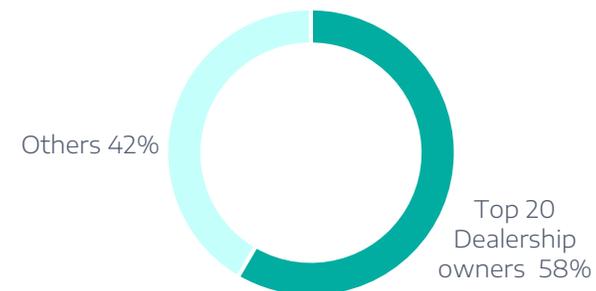
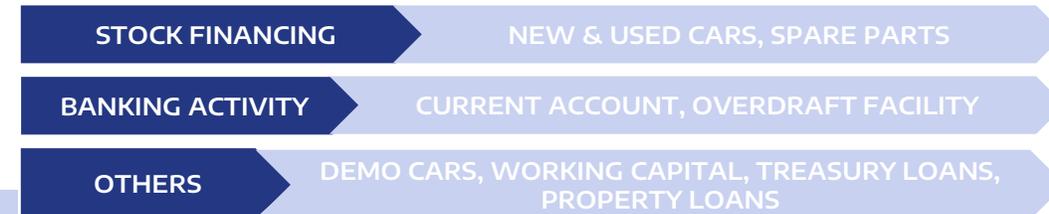
COMPANY SELLING NEW VEHICLES ONLY ON BEHALF OF AN AUTHORIZED DEALER (MAY ALSO SELL USED VEHICLES)



- New retailer model: from dealer to agent



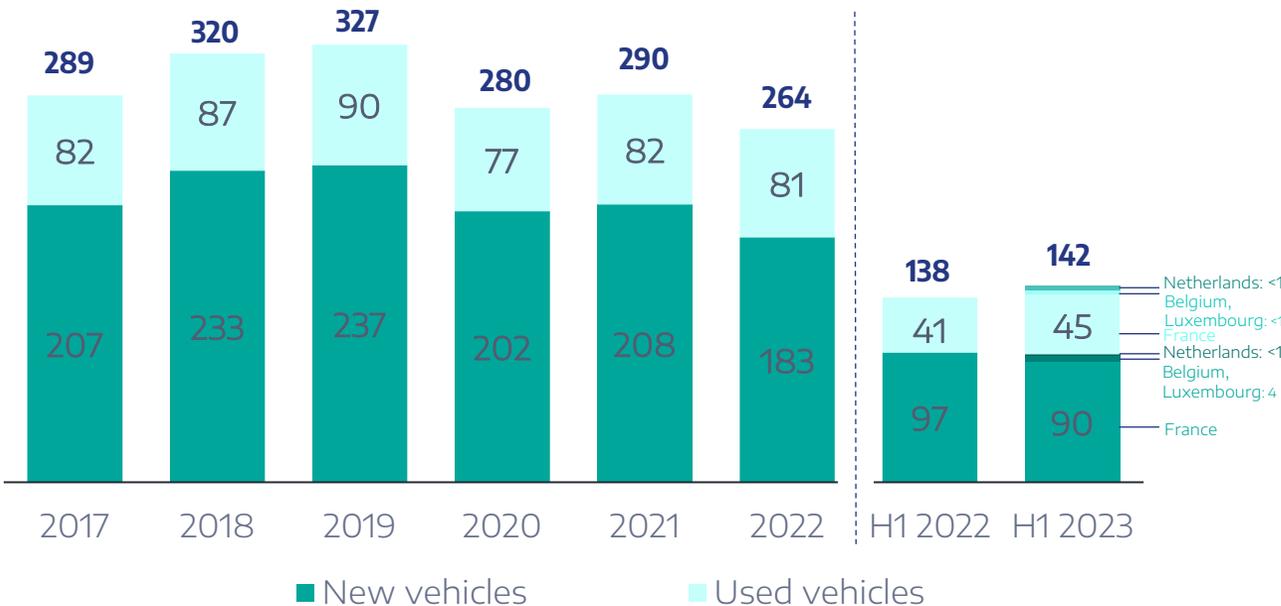
Investor presentation – October 2023



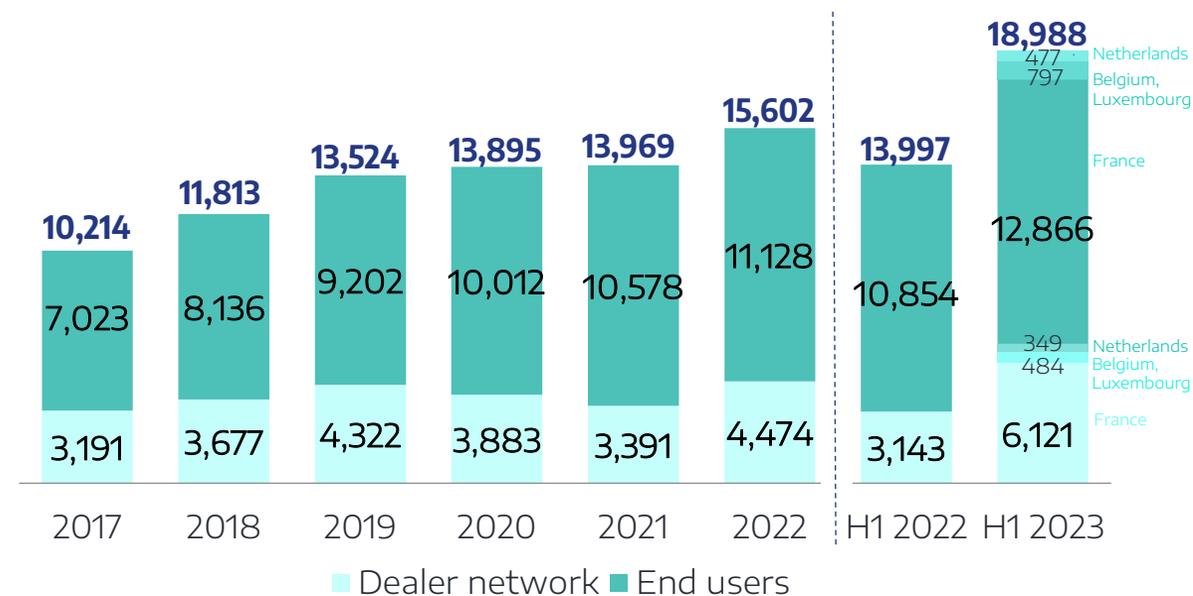
## Positive trend for end-user customers & corporate dealers loan books

- 2.9% increase in the number of vehicles financed in H1 2023 (vs H1 2022)
- +35.6% growth in the loan books in H1 2023 due higher stock finance (+36.8% vs 2022) and higher average amount per vehicle financed
- Loan books breakdown end-users (68%) / dealer network (32%)

### Financed vehicles (in thousands)

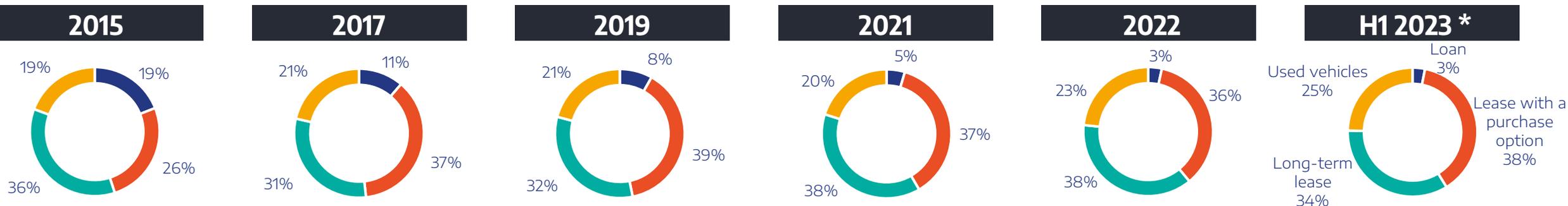


### Loan books (€M)

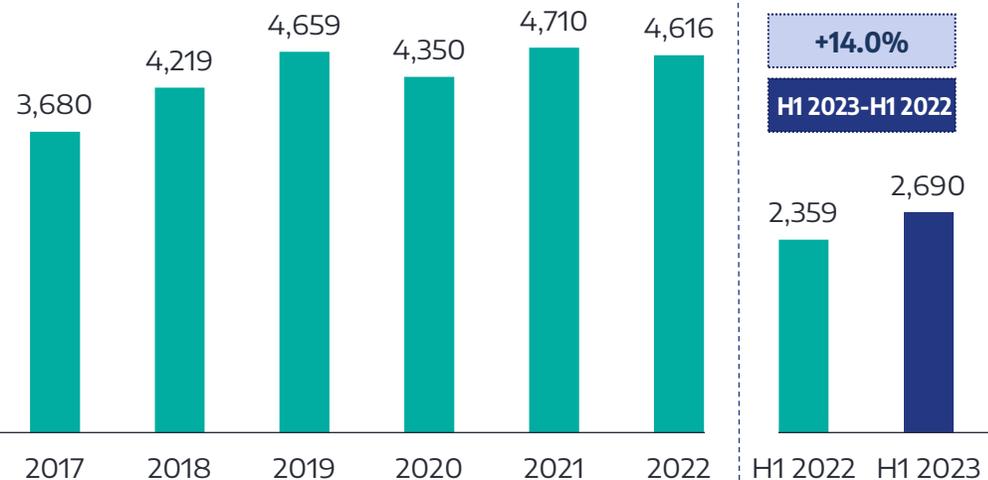


## Increase of leasing in end-user financing

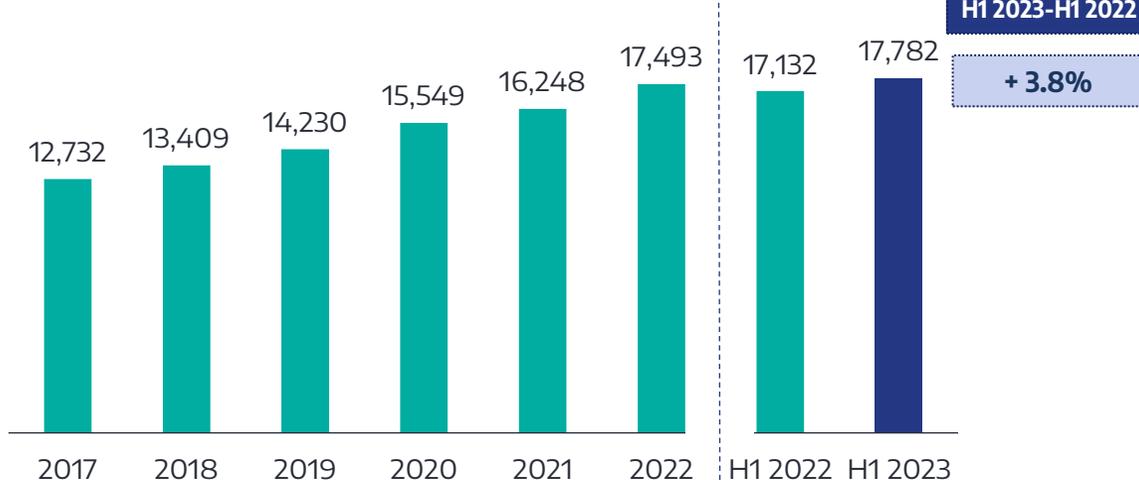
- Higher average financed amount
- Thanks to enhancement of the mix and a move upmarket in vehicles



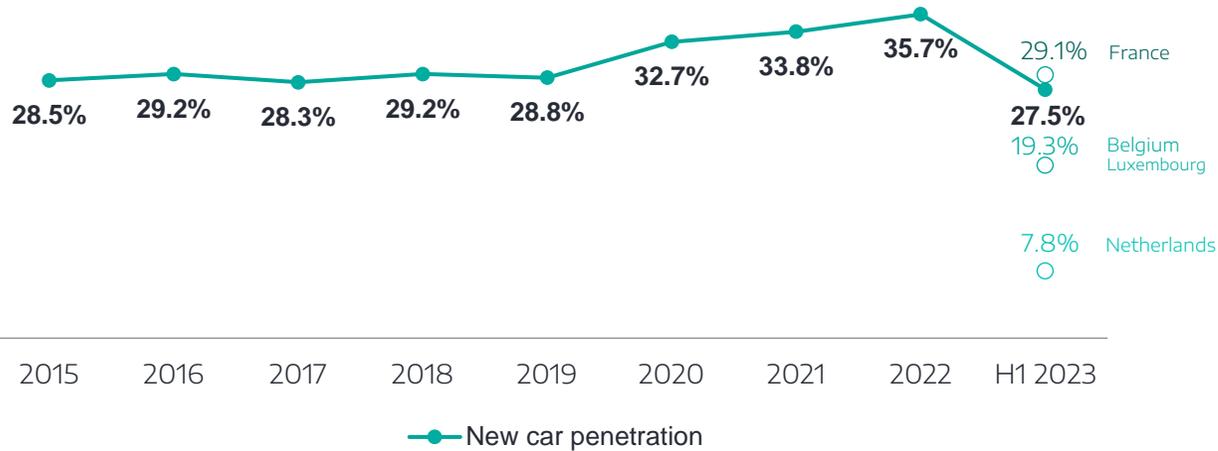
## New financing volumes (€M)



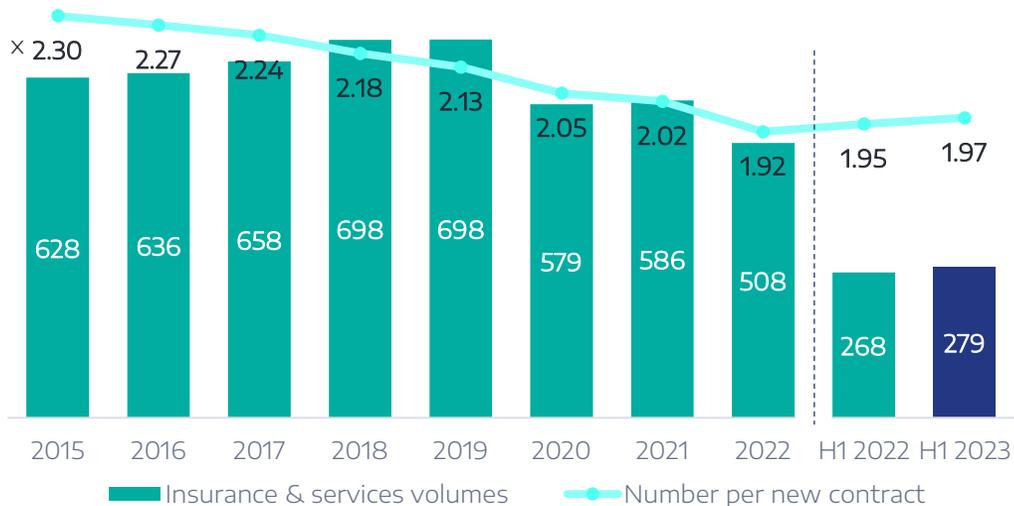
## Average financed amount (€) \*



## Financing penetration rate



## Insurance and services (in thousands)



## Commercial policy

- Diversified insurance and service offerings with a high added value
- Decrease by 8.2 points in the financing penetration rate in H1 2023
- An average of two insurance or service contracts sold to each customer

### Insurances

- Life and disability insurance
- GAP insurance

### Additional assistance

- Covers the subscriber and its family
- Assistance in case of accident
- Incurred costs (evacuation/hotel costs, etc.)

### Warranty Extension

- Specific warranty extension are proposed:
  - For new cars by the brands
  - For used cars by CREDIPAR

### Maintenance

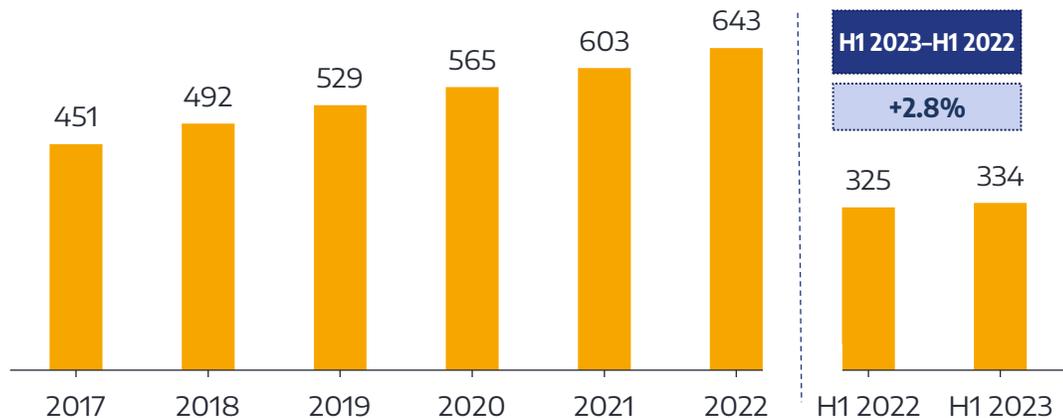
- Package or separately
- Performed in dealer networks of the brands

**3**

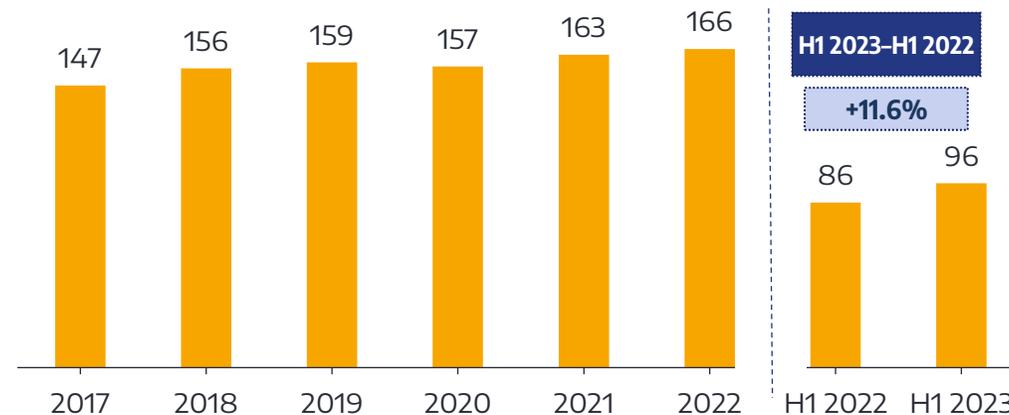
FINANCIAL  
RESULTS



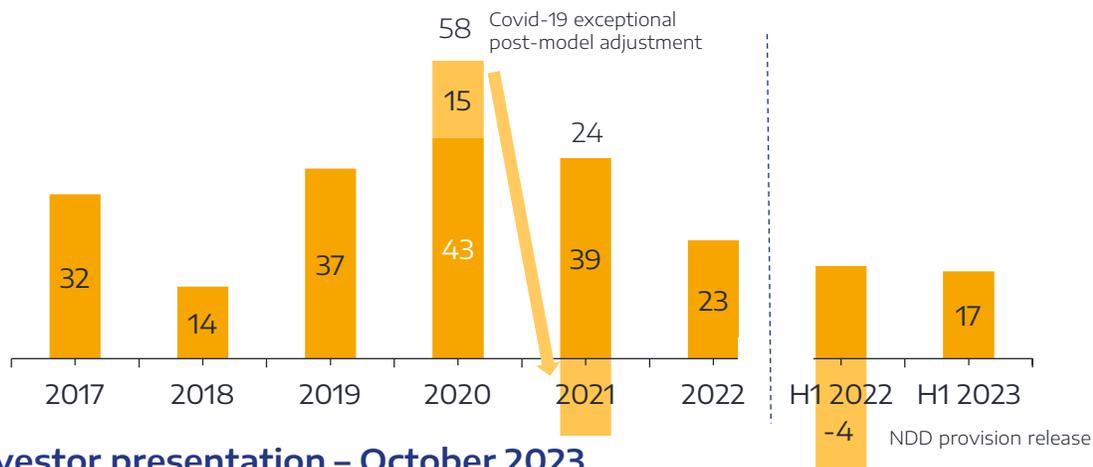
## Net banking income (€M)



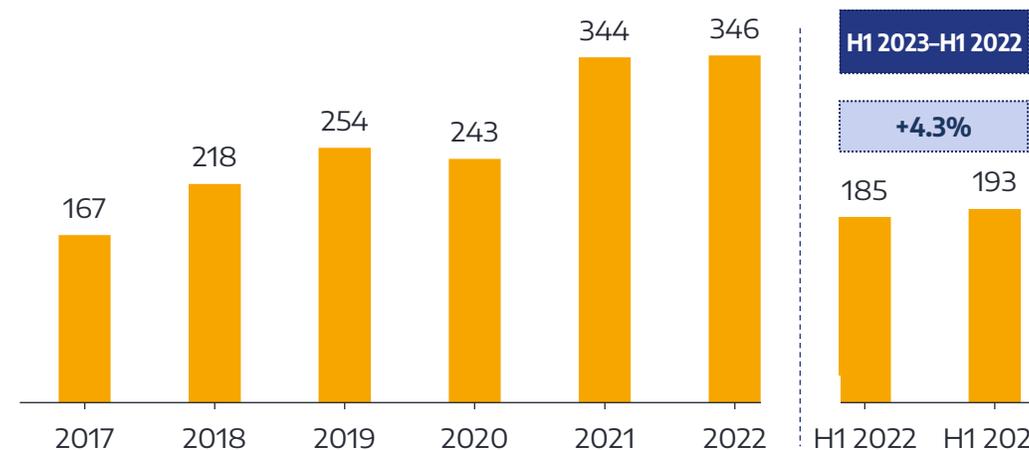
## Operating expenses (€M)



## Cost of risk (€M)



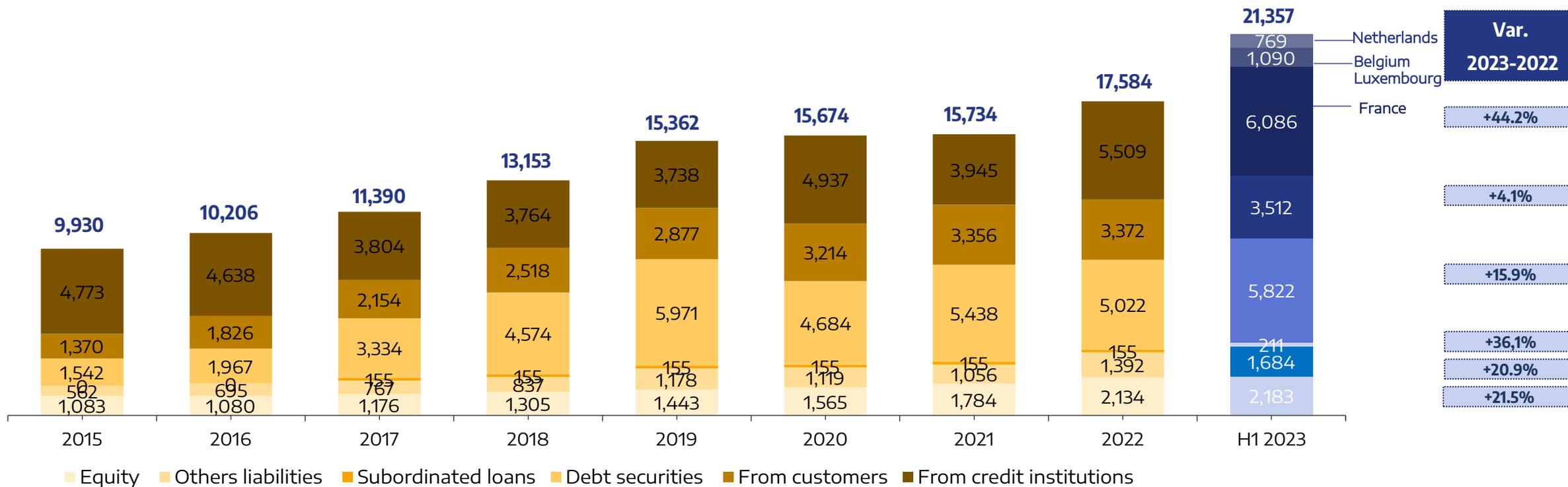
## Profit After Tax (€M)



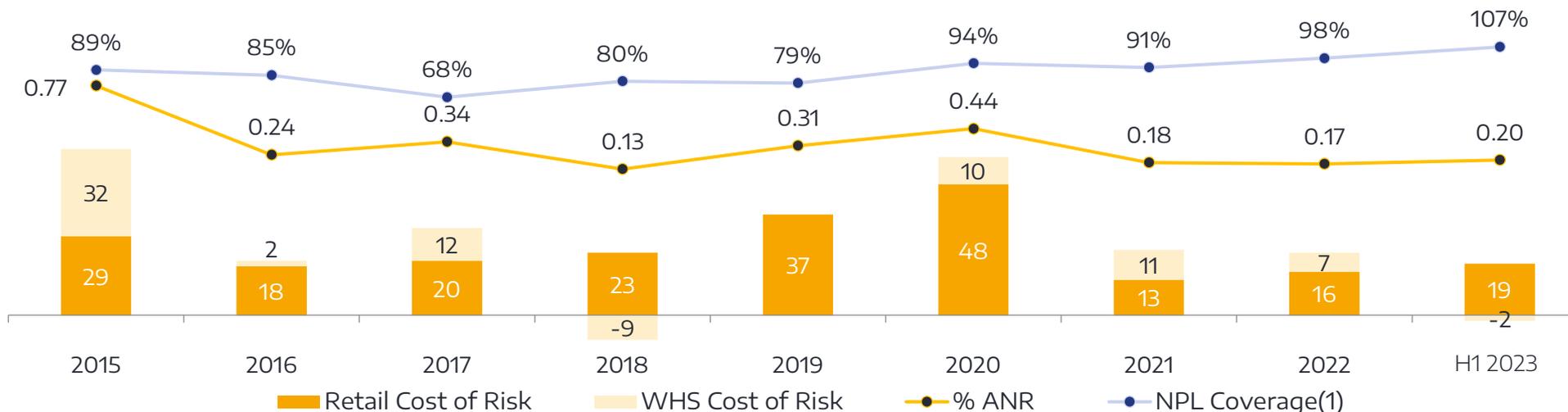
## Strong capitalization and solid asset quality

- +44.2% increase in financing from credit institutions (€200M of new banking lines and SCF funding up from 16% in 2022 to 28%)
- +15.9% increase in debt securities in H1 2023 (first green bond and increase of NEU CP programme size)
- +36.1% increase in subordinated debt (Tier 2)

## Equity and Liabilities (€M)



## Low cost of risk in line with Santander policy



## Risk policy

### Corporate risk

- Credit risk model
  - Fleet with an outstanding > 500€k
  - Brands Network (dealers, agents)

### Risk oversight

- Transversal, consolidated and global vision of the Banque Stellantis France's risks (credit, operational, counterparty)

### Retail risk

- Credit risk model for end-users (individuals and companies with an outstanding < 500€k)

(1) NPL Coverage : coverage rate of non-performing loans by provisions.  
 H1 2023: €195M (NPL 1.1%); 2022: €190M (NPL 1.4%); 2021: €204M (NPL 1.5%); 2020: 201€M (NPL 1.6%); 2019: 226M€ (NPL 1.9%); 2018: 199€M (NPL 1.9%); 2017: 260€M (NPL 2.8%); 2016: 209€M (NPL 2.5%); 2015: 251€M (NPL 3.1%).

## Adequate Capital Ratio and Leverage Ratio

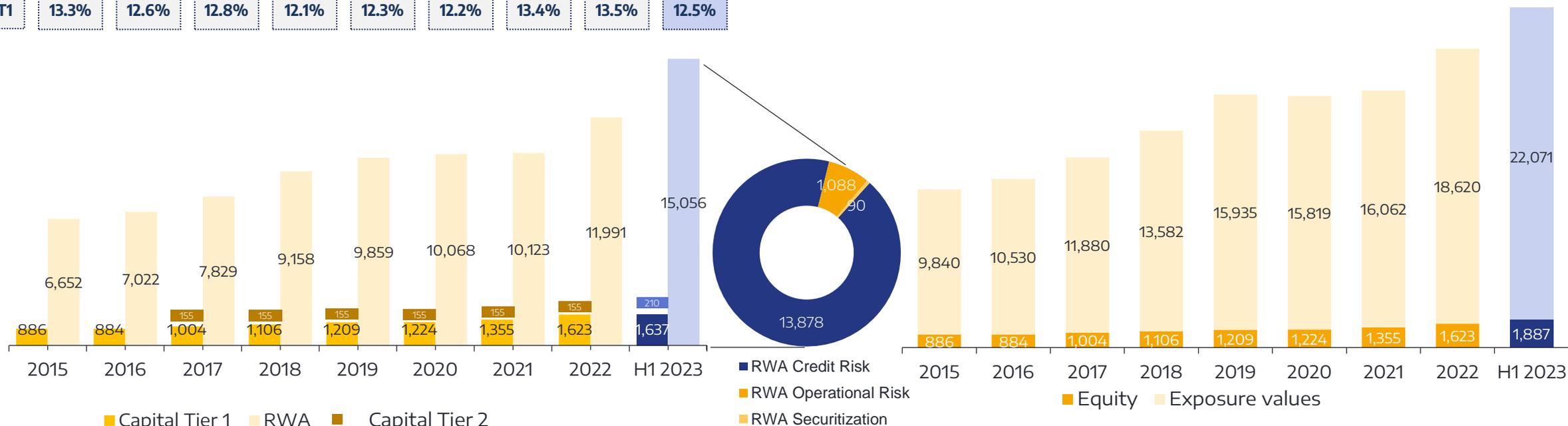
- Significant Risk Transfer Transactions (SRT) in 2019 and 2022 with a €392m RWA decrease at the end of June 2023
- Dividend paid in May 2023 for €144 million

### Strong Capital Ratio

TCR	13.3%	12.6%	14.8%	13.8%	13.8%	13.7%	14.9%	14.8%	13.9%
CET1	13.3%	12.6%	12.8%	12.1%	12.3%	12.2%	13.4%	13.5%	12.5%

### Adequate Leverage Ratio

Leverage	9.0%	8.4%	8.4%	8.1%	7.6%	7.7%	8.4%	8.7%	8.6%
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## BALANCE SHEET

Assets	Dec. 31, 2018	Dec. 31, 2019	Dec. 31, 2020	Dec. 31, 2021	Dec. 31, 2022	June 30, 2023
Cash, central banks, post office banks	329	453	487	818	848	855
Financial assets	2	1	0	78	283	291
Loans and advances to credit institutions	668	979	964	628	622	702
Customer loans and receivables	11,813	13,524	13,895	13,969	15,602	18,988
Tax assets	3	10	4	12	43	36
Other assets	329	378	307	212	171	421
Property and equipment	9	18	17	17	15	15
Intangible assets	329	378	307	212	171	421
<b>Total assets</b>	<b>13,153</b>	<b>15,362</b>	<b>15,674</b>	<b>15,734</b>	<b>17,584</b>	<b>21,357</b>

Liabilities	Dec.31, 2018	Dec. 31, 2019	Dec. 31, 2020	Dec. 31, 2021	Dec. 31, 2022	June 30, 2023
Financial liabilities	3	2	1	0	4	0
Deposits from credit institutions	3,764	3,738	4,937	3,945	5,509	7,945
Amounts due to customers	2,518	2,877	3,214	3,356	3,372	3,512
Debt securities	4,574	5,971	4,684	5,438	5,022	5,822
Tax liabilities	340	377	457	472	582	673
Other liabilities	494	799	661	584	806	1,011
Subordinated loans	155	155	155	155	155	211
Equity	1,305	1,443	1,565	1,784	2,134	2,183
<b>Total equity and liabilities</b>	<b>13,153</b>	<b>15,362</b>	<b>15,674</b>	<b>15,734</b>	<b>17,584</b>	<b>21,357</b>

## Solid balance sheet structure

- Adequate capitalisation
- Solid asset quality
- Financial support provided by SCF

## Strong net income generation

- Resilient profitability over the years
- Increasing net interest margin
- Favourable funding enhancing profitability

INCOME STATEMENT (€M)	Dec. 31, 2018	Dec. 31, 2019	Dec. 31, 2020	Dec 31, 2021	Dec. 31, 2022	June 30, 2023
Net banking income	492	529	565	603	643	334
General operating expenses	(156)	(159)	(157)	(163)	(166)	(96)
Cost of risk	(14)	(37)	(58)	(24)	(23)	(17)
<b>Operating income</b>	<b>322</b>	<b>333</b>	<b>350</b>	<b>416</b>	<b>454</b>	<b>221</b>
Other non-operating income	(1)	0	(4)	0	(3)	42
<b>Pre-tax income</b>	<b>321</b>	<b>333</b>	<b>346</b>	<b>417</b>	<b>451</b>	<b>263</b>
Income taxes	(103)	(79)	(103)	(73)	(105)	(70)
<b>Net income</b>	<b>218</b>	<b>254</b>	<b>243</b>	<b>344</b>	<b>346</b>	<b>193</b>

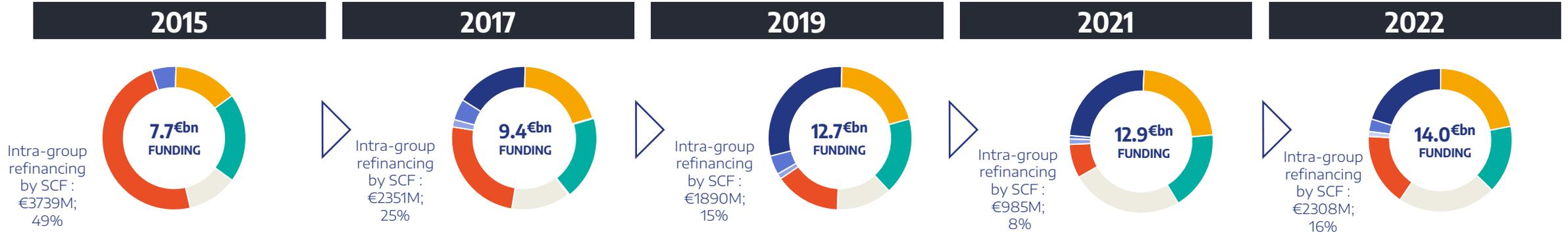
# **4** | **FINANCIAL POLICY & FUNDING**

The background of the slide is a solid dark blue. On the right side, there is a decorative graphic consisting of a grid of small, light blue dots. These dots are arranged in a way that creates a three-dimensional perspective, resembling a tunnel or a series of overlapping planes that recede into the distance. The dots are more densely packed in the foreground and become sparser as they move towards the right edge of the frame.

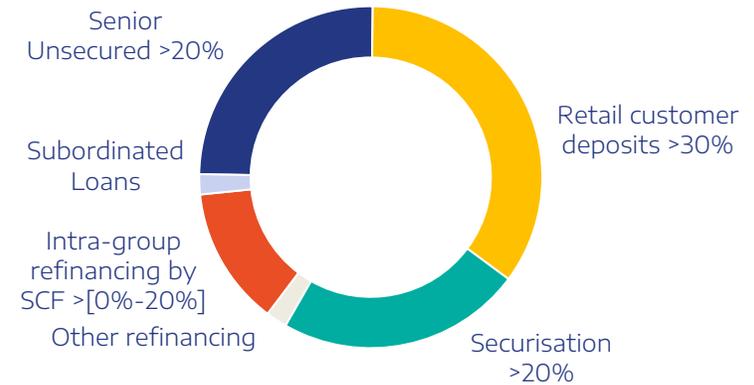
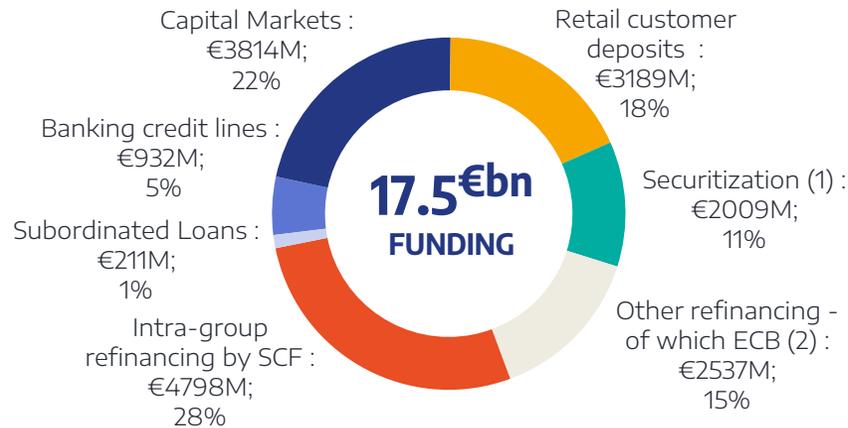
# GROUP FUNDING

## Diversification of funding sources

- Since the joint-venture creation in 2015, Banque Stellantis France has progressively replaced its intracompany funding source. The funding diversification is achieved through the increase in retail deposits (DISTINGO), new securitization transactions and access to ECB refinancing (TLTRO participation), access to capital markets since mid 2016 (NEU CP, NEU MTN, EMTN).



## H1 2023 vs 2024 - 2026



(1) Securitisation includes all of the securitisations placed on the market

(2) Of which refinancing through the ECB (participation TLTRO for 600€M in 2015; 2016: 950€M; 2017: 1,000€M; 2018: 770.8€M; 2019: 1,300€M; 2020: 2,250€M; 2021 & 2022: 2,825€M; H1 2023: 2,175€M)

# INVESTMENT GRADE RATING

## Solid rating in the investment grade category with an improving track record over the years

- Moody's: last upgrade on 05/29/19 to A3 (stable outlook)
- S&P: upgrade on 12/28/18 to BBB+ with outlook revised to stable in June 2021

## Key highlights and rating of parent support

- According to rating agencies, PSA rating reflects the bank's (i) sound asset quality; (ii) adequate capitalisation; and (iii) good profitability.



MOODY'S  
INVESTORS SERVICE

**Baa2**  
LONG TERM

**POSITIVE  
OUTLOOK**  
UPDATED ON  
05/31/23

**S&P Global**

**BBB**  
LONG TERM

**STABLE  
OUTLOOK**  
UPDATED ON  
03/18/22

MOODY'S  
INVESTORS SERVICE

**A2**  
LONG TERM

**STABLE  
OUTLOOK**  
UPDATED ON  
04/17/18

**S&P Global**

**A**  
LONG TERM

**STABLE  
OUTLOOK**  
UPDATED ON  
03/23/22

## Rating evolution



## Banque Stellantis France Rating

MOODY'S  
INVESTORS SERVICE

**P2**  
SHORT TERM

**A3**  
LONG TERM

**STABLE OUTLOOK**  
UPDATE ON 05/09/19

**S&P Global**

**A-2**  
SHORT TERM

**BBB+**  
LONG TERM

**STABLE OUTLOOK**  
UPDATED ON 06/24/21

## Debt issuance programmes

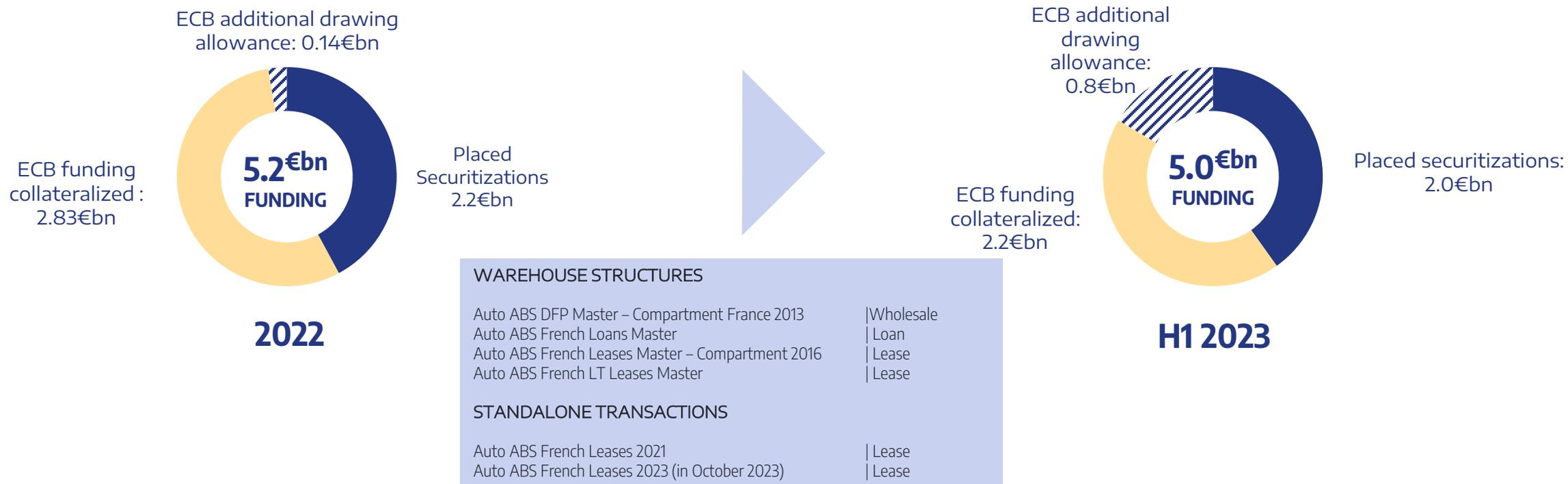
- BSTLAF <CORP> Bloomberg pages
- To support diversification of funding sources

NEU CP	NEU MTN	EMTN			BOND ISSUED	
<p><b>06/03/16</b> BANQUE DE FRANCE UPDATE ON 05/23</p> <p><b>3.0€bn</b> MAXIMUM</p> <p><b>A2/P2</b> SHORT TERM</p>	<p><b>06/03/16</b> BANQUE DE FRANCE UPDATE ON 05/23</p> <p><b>1.0€bn</b> MAXIMUM</p> <p><b>BBB+/A3</b> LONG TERM</p>	<p><b>06/29/16</b> First AMF VISA <b>07/10/23</b> PROG. RENEWAL</p> <p><b>4.0€bn</b> MAXIMUM</p> <p><b>BBB+/A3</b> LONG TERM</p>	<p><b>EURONEXT PARIS LISTING</b></p> <p><b>100€K</b> DENOMINATION</p>	<p>FRENCH LAW</p> <p>NO GUARANTEE</p> <p>CROSS-DEFAULT</p> <p>NEGATIVE PLEDGE</p>	<p>2016 <b>500€M</b> – 3-YEAR</p>	<p><b>06/13/19</b> <b>500€M</b> – 5-YEAR</p>
					<p>2017 <b>500€M</b> – 5-YEAR</p>	<p><b>01/12/21</b> <b>500€M</b> – 4-YEAR</p>
					<p>2018 <b>500€M</b> – 5-YEAR</p>	<p><b>Green Bond</b> <b>01/12/23</b> <b>500€M</b> – 3-YEAR</p>
					<p>2019 <b>500€M</b> – 3 YEAR</p>	<p><b>07/13/23</b> <b>500€M</b> – 3.5-YEAR</p>

## A privileged tool as part of the funding strategy

- Solid expertise: over more than 10 years
- Maximised participation in TLTRO-III, first redemption in June 2023 for €650m

## FUNDING AND ADDITIONAL ECB ALLOWANCES

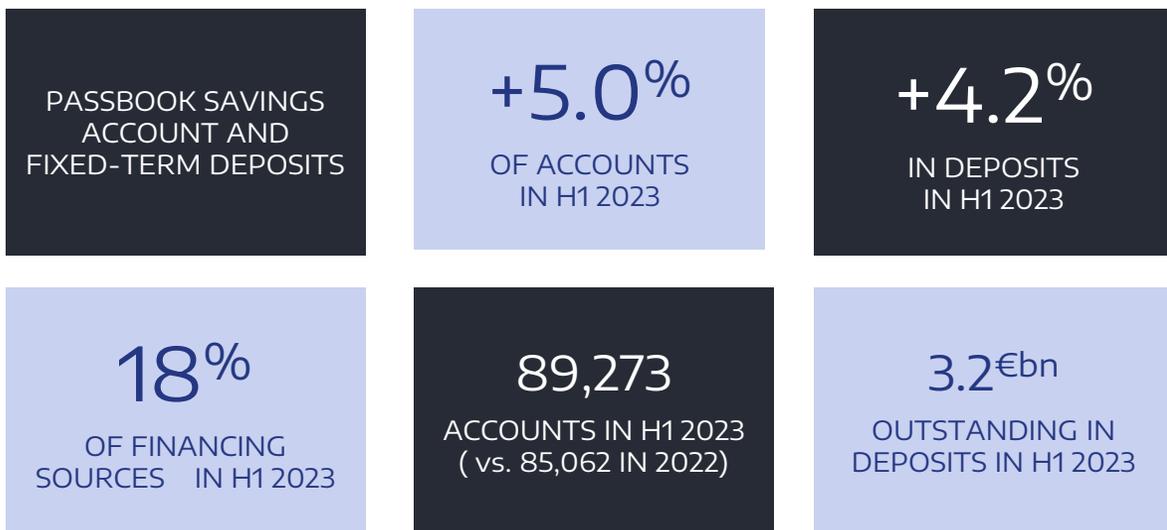


(1) ECB/TLTRO operations collateralized by retained senior issuances

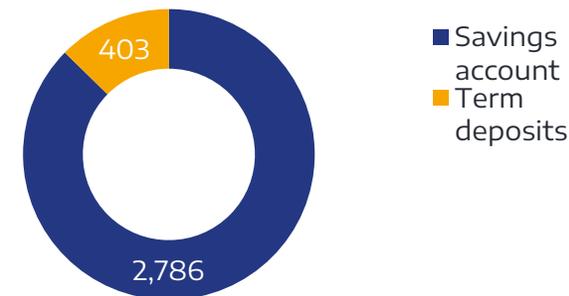
(2) Since April 2018, WHS receivables are used as collateral through TRICP channel increasing drawing allowance with ECB

## Deposits as a stable source of diversification

- Activity in France transferred from SFS to Banque Stellantis France in April 2015
- Saving products offered 100% online
- Launch in Germany in June 2023



## Breakdown of deposits



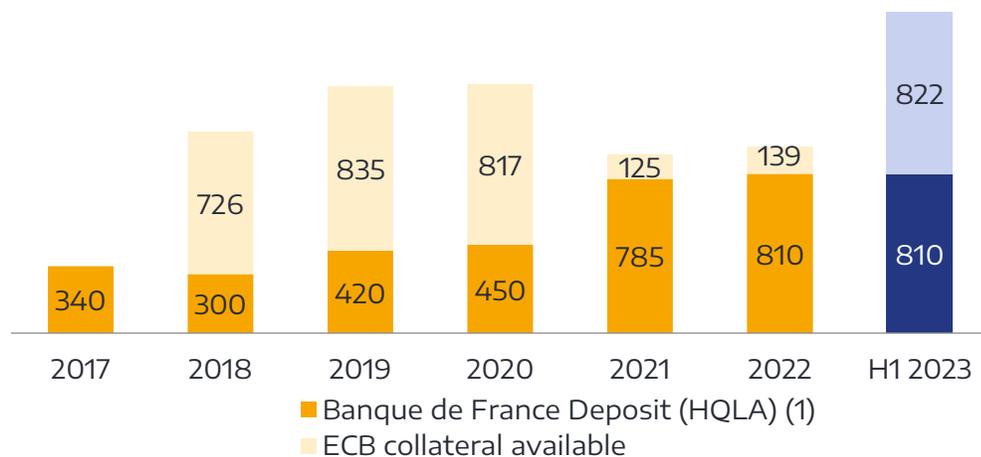
## Part of funding mix



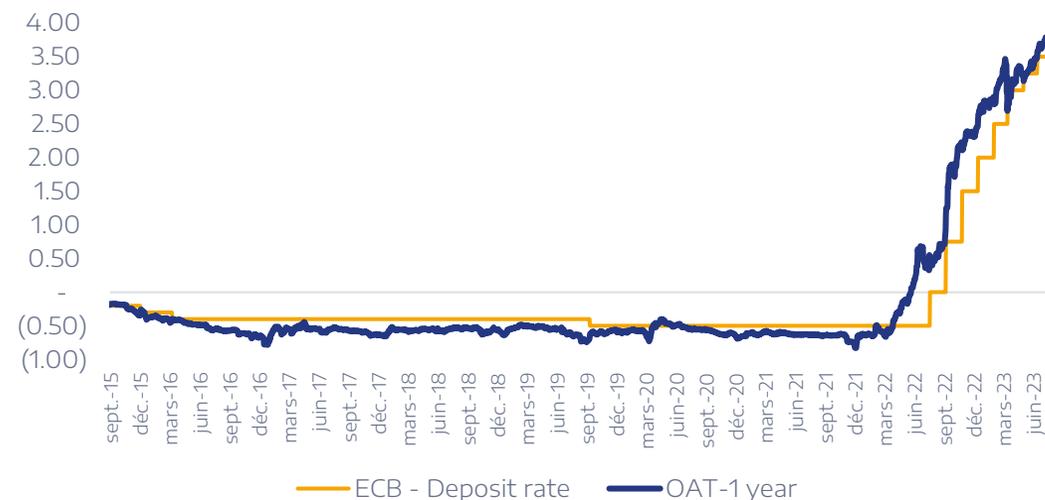
## Matching of maturities between assets and liabilities

- Almost 70% of the financing at the end of June 2023 had an original maturity of 12 months or more.

### Liquidity reserve



### Rates evolution (%)



Liquidity Management

## NSFR

# >100%

## LCR

# >100%

## HQLA

ZERO-RISK POLICY (LEVEL 1)

## TRICP

ADDITIONAL ECB COLLATERAL

(1) Since April 2018, WHS receivables are used as collateral through TRICP channel increasing drawing allowance with ECB

# 5 | ESG strategy



The Banque Stellantis France Group business model is based on its close relationships with the brands of STELLANTIS driven by the ambition to facilitate access to mobility solutions for the greatest number of customers thanks to innovative financing and service solutions.



## ESG STRATEGY:

currently structured around 5 categories of identified non-financial risks, challenges and opportunities

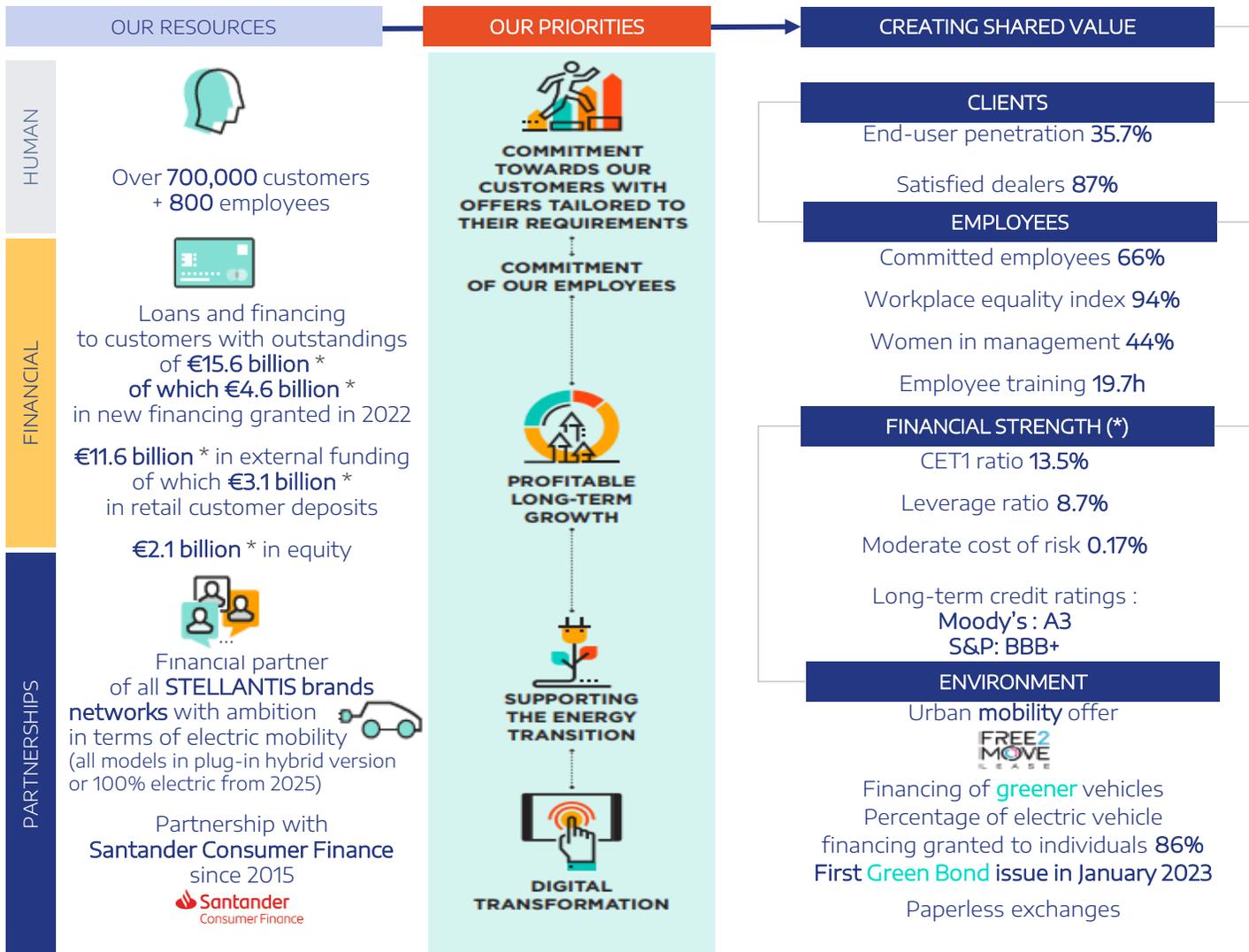
**Customer satisfaction and protection:** responsible lending & customer loyalty with new innovative and digital processes, moratoria measures with Covid-19

**Business ethics governance:** code of ethics, code of conduct and anti-corruption, whistleblowing program, anti-money laundering anti-terrorist financing, protection of personal data

**Societal innovations:** active participation to STELLANTIS mobility offer with Free2Move, financing of fleets of socially and environmentally responsible projects

**Environmental challenges:** supporting the energy transition and the fight against the climate change : financing of greener vehicles and digital transformation

**Responsible employer:** by promoting employees commitment, motivation and skills through adequate trainings, and encouraging equality/diversity



\* 2022 data

# ESG RISK MANAGEMENT

RISK CATEGORIES/CHALLENGES	OBJECTIVES/OPPORTUNITIES	POLICIES AND PROGRAMMES
<b>CUSTOMER SATISFACTION AND PROTECTION</b>  <b>RISKS</b> <ul style="list-style-type: none"> <li>Customer dissatisfaction/negative perception, particularly in financially vulnerable situations</li> <li>Insufficient protection of customer data and IT system failures, including cybercrime</li> </ul>	 <ul style="list-style-type: none"> <li>Monitor customer satisfaction</li> </ul>  <ul style="list-style-type: none"> <li>Providing a responsible product offering (responsible lending, in particular)</li> <li>Protecting customer data</li> </ul>	<ul style="list-style-type: none"> <li>Customer satisfaction survey</li> <li>Personal online space with request forms</li> <li>Vulnerable customer scoring and support system</li> <li>Personal data protection procedure/cybersecurity management programme</li> <li>Generic DPO email account available to customers to exercise their rights</li> <li>GDPR compliance monitoring and control system</li> <li>GDPR training/cybersecurity awareness of employees</li> </ul>
<b>BUSINESS ETHICS AND GOVERNANCE</b>  <b>RISKS</b> <ul style="list-style-type: none"> <li>Non-compliance with business ethics including bribery, money laundering or tax evasion</li> <li>Inappropriate conduct of staff, e.g. due to non-compliance with the code of conduct</li> </ul>	 <ul style="list-style-type: none"> <li>Promoting a code of conduct and ethics among all employees</li> </ul>	<ul style="list-style-type: none"> <li>Code of Ethics</li> <li>The anti-money laundering/financing of terrorism policy (AML-FT procedure, KYC, alert management)</li> <li>Code of Conduct covering acts of bribery</li> <li>System for collecting reports (whistleblowing)</li> </ul>
<b>SOCIETAL INNOVATIONS FOR A RESPONSIBLE FUTURE</b>  <b>RISKS</b> <ul style="list-style-type: none"> <li>Unsustainable growth</li> <li>Unsustainable cities in France</li> <li>Unaccompanied customers, particularly in the transformation of their more sustainable and social business model</li> </ul>	 <ul style="list-style-type: none"> <li>Promoting urban mobility offers</li> </ul>  <ul style="list-style-type: none"> <li>Supporting socially-responsible projects</li> </ul>	 <ul style="list-style-type: none"> <li>Free2Move Lease (F2ML)</li> <li>Mobility Pass associated with financing agreement</li> <li>New long-term lease "Access to electric" offer for an affordable driving experience</li> <li>Fleet financing for companies operating in socially-responsible activities</li> </ul>

RISK CATEGORIES/CHALLENGES	OBJECTIVES/OPPORTUNITIES	POLICIES AND PROGRAMMES
<b>ENVIRONMENTAL CHALLENGES</b>  <b>RISKS</b> <ul style="list-style-type: none"> <li>Climate change</li> <li>Inappropriate use of natural resources and weak waste management</li> <li>Failure to support the ecological transition</li> </ul>	 <ul style="list-style-type: none"> <li>Managing the environmental footprint</li> </ul>  <ul style="list-style-type: none"> <li>Supporting the energy transition</li> </ul>  <ul style="list-style-type: none"> <li>Digital transformation</li> </ul>	<ul style="list-style-type: none"> <li>Financing of greener vehicles (electric/hybrid) with a first green bond issue in January 2023</li> <li>Innovative products: <ul style="list-style-type: none"> <li>New long-term lease "Access to electric" offer for an affordable driving experience</li> <li>"Connected Insurance" solution</li> </ul> </li> <li>Reducing paper consumption through the digitisation of exchanges (electronic signature of financing agreements and opening a Distingo savings account 100% online, personal online space with request forms)</li> <li>Declaration of information on the financing of eligible activities within the meaning of Article 8 of the European Taxonomy</li> </ul>
<b>RESPONSIBLE EMPLOYER</b>  <b>RISKS</b> <ul style="list-style-type: none"> <li>Weak human resources management</li> <li>Non-compliance with labour regulations and rules, personal health and safety standards or weak working conditions</li> <li>Discriminatory practices and human rights violations</li> <li>Weak management of careers, skills, non-anticipation of changes in business lines or lack of personnel</li> </ul>	 <ul style="list-style-type: none"> <li>Employee commitment</li> </ul>  <ul style="list-style-type: none"> <li>Equality, diversity and quality of life in the workplace</li> </ul>  <ul style="list-style-type: none"> <li>Actions undertaken to promote human rights</li> </ul>  <ul style="list-style-type: none"> <li>Social dialogue</li> </ul>  <ul style="list-style-type: none"> <li>Personal development and employability</li> </ul>  <ul style="list-style-type: none"> <li>Protecting employee health in the context of the Covid-19 pandemic</li> </ul>	<ul style="list-style-type: none"> <li>Annual employee survey on their commitment and adherence to values</li> <li>Recruitment guide (non-discrimination when hiring and diversity)</li> <li>Company agreements signed, including in particular: <ul style="list-style-type: none"> <li>agreement on professional equality, diversity, quality of life in the workplace and the right to disconnect</li> <li>agreement on the forward-looking management of jobs and skills</li> </ul> </li> <li>Training programmes</li> <li>Digital skills assessment tool with personal development plan (PDP)</li> <li>Mobility charter</li> <li>Development of teleworking <ul style="list-style-type: none"> <li>generalisation in the context of the Covid-19 pandemic</li> <li>teleworking charter in 2021 offering employees the possibility of teleworking up to three days per week</li> <li>training to adapt to remote working</li> </ul> </li> </ul>

## A STRONG GOVERNANCE STRUCTURE

- To define its strategy and roll out its CSR policy, the Banque Stellantis France Group relies on its governance structure. All its action are managed using **policies and programmes**, as well as **indicators with associated targets**, relating to the objectives defined for each of the key challenges.
- ESG commitments are present at **all levels of the Banque Stellantis France Group's governance**, from the employees of the executive committees and the operational staff to the control functions and through to the Board of Directors.

## SUPPORTING CUSTOMER SATISFACTION AND PROTECTION

Responsible product offering (responsible lending)

Measures taken to promote customer health and safety

The products and services designed and distributed by the Banque Stellantis France are subject to monitoring and evaluation through various systems, including audits (internal, periodic, ISO 9001 quality certification) or activity-specific indicators and through customer claims analysis.

In application of the Charter on banking inclusion and prevention of over-indebtedness<sup>(\*)</sup>, Banque Stellantis France has a process of identifying at an early stage its individual customers who are financially vulnerable at risk, support and guide them, and find internal solutions to prevent their financial situation from worsening.

<sup>(\*)</sup> adopted by the Association Française des Établissements de Crédit et des Companies d'Investissement (AFCEI).

## AND PREVENTION OF ENVIRONMENTAL RISKS

- When making its decisions, the Banque Stellantis France Group integrates the environmental and sustainable aspects of its projects to the greatest extent possible.
- In addition to financing greener vehicles, the prevention of environmental risks is at the heart of the technological innovations developed:
  - connected services** for proactive management of **fleet** long-term lease agreements to encourage drivers to drive responsibly, resulting in reduced consumption and fewer polluting emissions.
  - with **connected insurance solution** available across all brands ranges enables individuals to benefit from lower premiums thanks to driving responsibly.
  - digitalisation projects** with a view to achieving paperless communication with customers and dealer networks, with a paperless approach (electronic signature for financing agreements, 100% online subscription to Distingo, customer web space).



In 2021, STELLANTIS disclosed the intensification of electrification with clear paths, investments and programmes and its ambition in low-emission vehicle (LEV) with passenger car battery electric vehicles (BEV) sales mix to reach 100% in Europe by 2030.

The Banque Stellantis France Group supports the electrification of Stellantis vehicle range by designing and marketing specific financing and service offers to customers and training its employees to electrification technologies.

In line with this sustainability objective of advancing low-carbon emission mobility, the Banque Stellantis France Group has established a **Green Financing Framework** under which the bank intends to issue dedicated financing instruments to finance and/or refinance loans and lease for electric vehicles.

**Green Financing Framework for Green Financing Instruments (GFI)**



- Alignment with Green Bond Principles / Green Loan Principles
- 1. **Use of Proceeds:** clean transportation
- 1. **Process for Asset Evaluation and Selection:** Eligible Asset identification, evaluation and selection: **electric vehicles**,
  - as battery electric vehicles (BEV) and fuel cell electric vehicles (hydrogen-powered vehicles),
  - with charging point units, if any (ancillary infrastructure)
- 3. **Management of Proceeds:** on a portfolio basis, allocation on a best-efforts basis within the following 36 months after launch of GFI, no lookback period
- 4. **Reporting:** allocation and impact report on an annual basis until full allocation



Issuer Rating	A3 Stable (Moody's) / BBB+ Stable (S&P)
Status	Senior Preferred Notes, unsubordinated and unsecured, ranking pari passu
Issue Type	Green Bond issued in accordance with the Green Financing Framework
Use of Proceeds	An amount equivalent to the net proceeds of the Green Bond allocated to finance and/or refinance new or existing loans and lease for passenger and light commercial vehicles with zero specific CO <sub>2</sub> emissions as well as for zero tailpipe CO <sub>2</sub> emission quadricycles
Currency	EUR
Tenor	3-year
Size	500 000 000
Format / Denomination / Listing	Fixed Coupon / 100K / Euronext Paris
Governing Law	French Law
Documentation	<a href="https://www.banque-stellantis-france.com/en/financial-information/financial-documentation/GreenBondssection">https://www.banque-stellantis-france.com/en/financial-information/financial-documentation/GreenBondssection</a> <ul style="list-style-type: none"> <li>- Green Bond Framework</li> <li>- SPO by Sustainalytics</li> <li>- EMTN 2022 Base Prospectus + 1<sup>st</sup> Supplement</li> </ul>

THANK YOU