# >> Annual report

REGISTRATION DOCUMENT 2007







# ► Contents

>> Presentation of Crédit Agricole S.A	. 3	4	>> Crédit Agricole S.A. management	
	. J	7	report for the year 2007	69
ssage from the Chairman I the Chief Executive Officer	4		The Crédit Agricole S.A. Group's activity and results	70
7 key figures	8		Crédit Agricole S.A. parent company	
market data 2007	10		financial statements	97
			Risk factors	106
			Employee, social and environmental information in the Crédit Agricole S.A. Group	136
Corporate governance and internal control	15			
hairman's report on corporate governance nd internal control presented		5	>> Financial statements 1	167
e Annual General Meeting of shareholders 1 May 2008	16		Consolidated financial statements for the year ended	
Auditors' report	34		31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008	6
tion on Executive Officers and Directors	35		and submitted to the shareholders for approval at the Annual General Meeting of 21 May 2008	168
tion of the Executive Committee	49		Statutory Auditors' report on the consolidated	100
			financial statements	274
			Parent company financial statements at 31 December 2007 – in French Gaap – approved by the Board of Directors on 4 March 2008	276
			Statutory Auditors' report on the parent company financial statements	321
rédit Agricole S.A. in 2007	51			
ny history	52			
tion of Crédit Agricole Group and Crédit				
e S. A.	53			
nt events in 2007	54	6	>> General information 3	323
e S.A. business lines	56	U	Welleral illiorifiation	
			Information on the Company	324
			Information concerning the share capital	342
			Additional information	345
			Statutory Auditors' special report on related party agreements and commitments	346
			Crédit Agricole S.A. Annual General Meeting of 21 May 2008	348
			Persons responsible for the registration document	361
			Cross-reference table	363

# >> Annual report Registration document 2007



#### **▶** Profile

Present across the entire spectrum of finance activities, Crédit Agricole is a first-class player in retail banking in Europe. Its ambition: to create a world-class European leader in banking and insurance, in accordance with the principles of the United Nations Global Compact.

Crédit Agricole S.A. is responsible for ensuring a consistent development strategy and financial unity throughout the Crédit Agricole group. Crédit Agricole S.A. pursues a strategy of sustainable, profitable growth through a unified approach between the Regional Banks and the Group's specialist business line subsidiaries.

#### A strengthened international presence

- 3 domestic markets: France, Italy, Greece
- 44 million private customers\*
- Over 11,000\* branches in 20 countries
- In 58 countries in corporate and investment banking.

#### A committed and responsible player

- Signature of the United Nations Global Compact (2003) and of the Diversity Charter (2008)
- Adoption of the Equator Principles by Calyon
- Signature of the Principles for Responsible Investment by Crédit Agricole Asset Management.
- \* Incl. Regional Banks.



Only the French version of the registration document has been submitted to the AMF. It is therefore the only version that is binding in law. The original French version of this registration document was registered with the *Autorité des Marchés Financiers* (AMF) on 20 March 2008 under number D. 08-0140, in accordance with article 212-13 of the AMF's Internal Regulations. It may not be used in support of a financial transaction unless accompanied by a transaction circular approved by the AMF.

This document contains a correction to an error in the chapter "Risk factors" of the management report, on pages 106, 122 and 123. This amendment was registered with the AMF on 29 April 2008.

# >>> Presentation of Crédit Agricole S.A.

Mess	age from the Chairman and the Chief Executive Officer	4
2007	key figures	8
	TRENDS IN EARNINGS	8
	GOOD BALANCE AMONG BUSINESS LINES	8
	FINANCIAL STRUCTURE	9
	RATINGS	9
	HEADCOUNT AT PERIOD END	g
Stock	c market data 2007	10
	SHARE DATA	10
	OWNERSHIP STRUCTURE AT 31 DECEMBER 2007	10
	CRÉDIT AGRICOLE S.A. SHARES	11
	2008 FINANCIAL CALENDAR	13
	CONTACTS	13

Message from the Chairman and the Chief Executive Officer

# **Message from the Chairman** and the Chief Executive Officer

# OUR PERFORMANCE FALLS AGAINST THE BACKDROP OF A TURBULENT BANKING INDUSTRY

A history of growth. Ever since it was created, Crédit Agricole S. A. has achieved consistent growth. As well as expanding in terms of size, we have achieved a far-reaching transformation. Our business model has proved resilient to the difficulties created by an international financial crisis of unparalleled scale. Our actions will continue to be guided by our long-term vision, with a combination of confidence and caution.

# ► Major upheaval on a global scale

In August 2007, the first global financial crisis of the 21st century began. Only a few months beforehand, the markets were still counting on strong global growth. The downturn in the financial cycle came quickly, and has been more severe than expected.

As well as its macroeconomic effects, which will prompt the markets to adopt a more sensible approach to valuing risk, the crisis is sure to have a major impact on the banking sector. Some of the world's largest banks have had to raise money from sovereign wealth funds to shore up their finances, and others have been shaken by economic difficulties of varying origins. It is hard to predict how the crisis will develop. In early 2008, the extent of the losses that will be borne by the various economic participants is unclear, and confidence has not yet been restored.

Crédit Agricole S.A. has not been immune to this turbulence. Our corporate and investment banking subsidiary Calyon had built up substantial commercial positions in structured credit products, in which its skills are widely acknowledged. Noting the deterioration in the US residential real estate market, we stopped all new structuring activity in February 2007. However, assets in the process of being structured and remaining on our books have had to be written down, in several stages, as the markets have deteriorated and the problems have spread. We also suffered from the trading incident that happened at our New York branch in September. Although this was regrettable, the losses were limited, and the necessary disciplinary action and measures have been taken. The effects of the credit crisis are masking the excellent performance of Calyon's other businesses. For example, Calyon's centres of excellence in structured financing and brokerage saw revenues rise by 14% and 21% respectively.

Crédit Agricole S.A.'s diversified business model has proven relevant. Our 2007 net income, down 16.8%, reflects the strong resilience that arises from our balanced exposure to three business segments. Although the credit crisis adversely affected capital markets revenues, this was offset by strong momentum in all other businesses. Net banking income was up 3.6%. Without the impact of the crisis, it would have been up 25.5% and gross operating income would have risen by 30.5%.

# Developments of operations across Europe

A unified European banking market is becoming a reality as a result of a combination of political, legislative and regulatory initiatives. MIFID, Basel II, Solvency II and SEPA are pan-European regulations that are marking out a new unified framework for our market. The financial sector has long been protected by national regulations. However, borders are no longer a defence against competition, and entry barriers are falling. Sector consolidation is accelerating, and this is having a major influence. Many other industries - such as steel, pharmaceuticals, IT and automotive - have undergone consolidation, and the consequences are clear for all to see.

Far from being a threat to Crédit Agricole S.A., this development represents an opportunity. It presents us with a historic opportunity to extend the leadership that we already enjoy in France, one of

#### **HIGHLIGHTS**



2001 ■ 14 December: Crédit Agricole S.A. floats on the stockmarket with a market capitalisation of €16 billion.

2002 • 14 December: exactly one year after the IPO, Crédit Agricole makes a public offer for Crédit Lyonnais, in which it has already owned a 10% stake since Crédit Lyonnais' privatisation

Europe's leading banking markets. Europe is our new domestic market. In the last two years, we have made some decisive steps forward, transforming the strategic minority stakes we acquired in Greece and Italy in the 1990s into a majority-controlled network. After a very quick acquisition and integration phase, we are now taking advantage of our existing positions and developing new business lines.

Cariparma FriulAdria in Italy and Emporiki in Greece are banks that have a strong presence in their respective markets. We now have 30 million retail banking customers in Europe, giving us a solid base that generates business for all our activities. Six months after the acquisition of Cariparma FriulAdria, all its producer business lines were plugged to the network. Bancassurance activities in Portugal, developed in partnership with BES via BES Vida and BES Seguros, are generating good results, in line with the excellent performance of BES. Finaref's borrower insurance platform operates in 14 countries. In consumer finance, we operate in 20 European countries, making us a leading player in this business with some very strong local positions. In asset management, private banking and corporate and investment banking, we have continued to strengthen our activities in Europe, where we already had extensive coverage.

## ► Changing outlook in France

New competitors – both from foreign countries and other industries - combined with technological developments and the move to open up provision of Livret A regulated savings accounts, are causing rapid change in France's banking sector.

France is our original market, and still accounts for half of our business. For Crédit Agricole, the strength of our positions in France is a major advantage: we have a market share of around 30% among personal banking customers, through our Crédit Agricole and LCL brands. The good fit between our target customer segments, our textbook development in insurance and our move towards wealthy clients, combined with a very solid local presence in place for well over a century, makes us a major player in France.

To maintain and strengthen this position, we are constantly seeking to adjust our products to new lifestyles and underlying social trends. In mid-2005, we decided to adopt a new market position, encouraging the "lasting relationship" between customers and the Regional Banks and giving LCL a new identity. This was accompanied by a new approach to marketing and product innovation for both brands. For example, we have expanded our range of bank cards, including the Regional Banks' successful "L'Autre Carte", and introduced service guarantees at LCL.

We are taking a new approach to the real estate industry in France. Upstream, we are building a solid business around Crédit Agricole Immobilier, with a presence in all stages of the value chain, alongside financing and insurance. This business increased in scale in 2007 with the acquisition of developers Monné Decroix and RSB. Downstream, the Regional Banks have confirmed their position as a major player in the estate agent segment with the national Square Habitat chain.

We are also making significant progress in multi-channel banking, through technological innovation (contactless payments, electronic signatures etc.) and new consumer habits and lifestyles.

In all of these areas, Crédit Agricole benefits from the collaboration between integrated producers and its distributor networks, and from the fact that services successfully trialled in France can be rolled out abroad and vice-versa.

2003 June: Crédit Agricole completes the acquisition of Crédit Lyonnais and Finaref. Integration begins immediately, with an ambitious plan to merge operations in each business line.

2004 ■ 30 April: creation of Calyon through the combination of Crédit Agricole Indosuez with Crédit Lyonnais' corporate and investment banking business, following the largest transfer of assets ever carried out by a bank, equal to €140 billion.

Message from the Chairman and the Chief Executive Officer

## **OUR VISION FOR 2008 AND BEYOND**

#### Outlook for 2008

In 2007, we achieved a solid set of results, underpinned by our robust development model, which has proven resilient in the face of turmoil. The main lines of our strategy, formulated in our 2006-2008 plan, have proven relevant: these consist of a balanced set of businesses (retail banking, specialised financial services and corporate and investment banking) and international diversification.

In the last six years, the Group has transformed itself, without sacrificing profitability or efficiency. Revenues and earnings have almost tripled, the number of customers has doubled, and we have generated remarkable international momentum. Robust organic growth, together with our ability to seize opportunities, explains how this change has taken place in such as short space of time. We have gained solid expertise in integrating acquisitions. With Crédit Lyonnais, we have shown our ability to manage transactions large enough to transform the Group, while our successful purchases in international retail banking demonstrate our skills in integrating businesses outside France. The Group's reconfiguration has now come to an end. We now have a well structured organisation in our foreign subsidiaries, and growth momentum in our French networks is supported by rigorous, tightly controlled management.

All of our businesses have solid market positions. To mention just a few, we lead the French retail banking market, we have a retail banking presence in 19 additional countries, our insurance business is in the world top 20, CAAM is in the world top 15 and Calyon is in the European top 10. Our specialised financial services segment has continued to expand outside France, consolidating its position among Europe's leading consumer finance players.

The Group's financial position allows it to maintain organic growth, while making significant investments in enhanced risk management. Our existing achievements allow us to look forward to tomorrow's challenges clearly and confidently, with the ambition of becoming a leading player in the European banking and insurance markets, with global aspirations. The proposed 4.3% increase in the dividend to €1.20 per share is a sign of our confidence in the future, and our desire to reward the loyalty of our shareholders.





- 2005 The Regional Banks adopt their new market position, with the strap line "Une relation durable, ça change la vie" ("a lasting relationship makes a big difference").
  - Crédit Lyonnais becomes LCL and adopts the slogan "demandez plus à votre argent" ("demand more from your money").
- In December, Crédit Agricole presents its 2006/2008 development plan, which includes a large-scale programme of acquisitions outside France.
- 2006 The 2006-2008 plan is implemented at record speed, with acquisitions in Egypt, Ukraine and Greece in retail banking and developments in bancassurance in Portugal.

# ► The guiding principles behind our activities: the United Nations **Global Compact**

Our approach to social and environmental responsibility results from our traditional mutual values and the ten principles of the UN Global Compact, which we signed five years ago. The UN Global Compact puts special emphasis on climate change and international human rights.

In 2007, the remit of the Board of Directors' strategy committee was expanded to cover the Group-wide advancement of our sustainable development policy. This decision confirms the importance we place on integrating CSR into our strategy. Similarly, strategic reviews of our various business segments include an examination of their CSR policies.

In late November, we were proud to receive the "Bank of the Year" award from The Banker magazine for our sustainable development policy. We deepen our approach to social and environmental responsibility and our asset management subsidiary has voluntarily sought an external rating. In this context, this external recognition of the progress we are making is highly encouraging for the Group and our staff.

With our new scale and our significant and growing international presence, we are committed to respecting the human rights in our new markets, as we have always done in our home market. As regards working conditions, we set up a European works council in early 2008, and Crédit Agricole S.A. and eight subsidiaries have signed the Diversity Charter.

We have a target of reducing energy consumption by 15% over the next three years, and we have decided to offset some of our greenhouse gas emissions by energy saving investments in South countries with the U.N. label. Crédit Agricole has played an active role in the "Grenelle de l'Environnement" (France's environmental think-tank), and in groups dealing with environmental issues in farming and housing. The decisions taken will be integrated into our growing range of "environmental" products.

Beyond combating corruption, for which the Group has a vigilant policy and leading-edge tools, it actively addresses all compliancerelated issues. Fides, the Group's compliance training programme, has been rolled out to our new entities. Finally, the implementation of MIFID was co-ordinated across all of the concerned subsidiaries that operate in Europe.



- 2007 Cariparma FriulAdria: the acquisition announced in late 2006 takes place in three stages, and is completed on 1 July. The integration is completed in less than one year.
  - Crédit Agricole is named Global Bank of the Year by The Banker magazine for its sustainable development policy.
- 2008 Crédit Agricole S.A. and eight of its subsidiaries sign the Diversity Charter, after Sofinco and Finaref.
  - Crédit Agricole S.A. makes a commitment to fighting poverty alongside Professor Yunus, founder and Chairman of Grameen Bank, winner of the 2006 Nobel Peace Prize for his work in the field of microfinance.

2007 key figures

# 2007 key figures

# TRENDS IN EARNINGS

#### **CONDENSED INCOME STATEMENT**

(in millions of euros)	2007 IFRS	2006 IFRS	2005 IFRS	2004 IFRS*	2004	2003 pro forma
Net banking income	16,768	16,187	13,693	12,107	12,513	12,721
Gross operating income	4,050	5,832	4,527 **	3,528 **	3,761**	3,832**
Net income	4,556	5,258	4,249	2,798	2,507	1,493
Net income, Group share	4,044	4,860	3,891	2,501	2,203	1,140

#### **BUSINESS OPERATIONS**

(in billions of euros)	31/12/2007 IFRS	31/12/2006 IFRS	31/12/2005 IFRS	31/12/2004 IFRS *	31/12/2004	31/12/2003
Total assets	1,414.2	1,260.5	1,061.4	933.3	815.3	786.0
Gross loans	397.3	336.3	261.4	209.3	259.1	262.2
Customer deposits	564.9	513.6	416.5	391.0	406.2	388.3
Assets under management (asset management, insurance and private						
banking)	614.4 ***	636.9	562.7	406.7	406.7	379.8



- 2004 IFRS figures are comparative figures including IAS 32 and IAS 39.
- \*\* Before integration-related costs.
- \*\*\* Outstanding of asset management take into account the outcome of JV CAAM Sgr.

Note: the 2006 accounts were adjusted to reflect the change in method for treating changes in minority interests.

# **GOOD BALANCE AMONG BUSINESS LINES**

#### **CAPITAL ALLOCATED TO BUSINESS SEGMENTS**

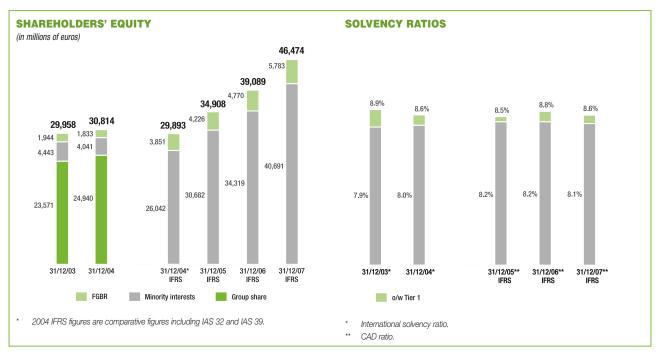


# **CONTRIBUTION TO NET INCOME, GROUP SHARE**

(in millions of euros)	2007	2006	2005
Regional Banks	778	759	778
LCL	553	680	590
International retail banking	460	529	439
Specialised financial services	595	463	401
Asset management, insurance			
and private banking	1,899	1,547	1,225
Corporate and investment banking	(904)	1,645	1,253
Proprietary asset management			
and other activities	663	(763)	(795)

2007 key figures

# FINANCIAL STRUCTURE



Note: the 2006 accounts were adjusted to reflect the change in method for treating changes in minority interests.

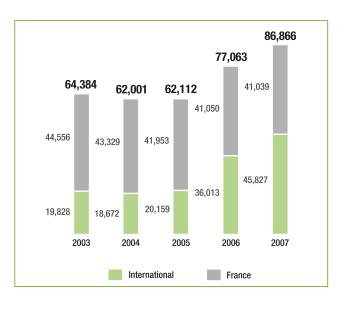
## **RATINGS**

Crédit Agricole S.A. has been awarded high ratings by the main rating agencies, reflecting its strong financial position.

F1
A1 F1 LONG-TERI
LONG-TER
Aa
AA
А
OUTLOO
Stabl
Stab

# **HEADCOUNT AT PERIOD END**

(full-time equivalents)



# Stock market data 2007

## SHARE DATA



# **OWNERSHIP STRUCTURE AT 31 DECEMBER 2007**

On 31 December 2007, Crédit Agricole S.A.'s share capital comprised 1,669,756,872 shares. As of that date, to the best of Crédit Agricole S.A.'s knowledge, ownership of share capital and voting rights was as follows:

Shareholder	Number of shares	% of share capital	% of voting rights
SAS Rue la Boétie	903,090,102	54.09	54.50
Treasury shares	12,552,962	0.75	-
Employee share ownership plan	103,761,579	6.21	6.26
Institutional investors	520,433,879	31.17	31.40
Retail investors	129,918,350	7.78	7.84
TOTAL	1,669,756,872	100.0	100.0

All the shares are fully paid up. They may be in either registered or bearer form at the holder's choice subject to any prevailing legal provisions. There are no double voting rights or additional dividend rights attached to the shares.

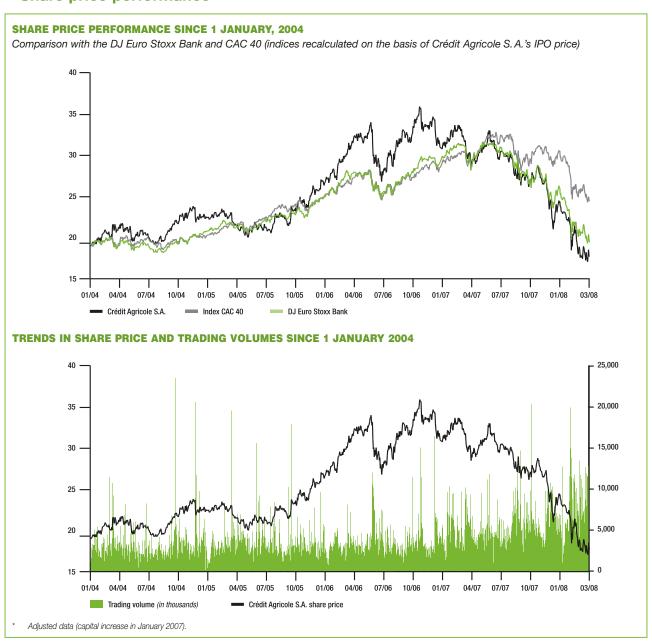
A €4 billion capital increase with preferential subscription rights was carried out between 4 and 23 January 2007. Subscription for new

shares was at a price of €26.75 on the basis of one new share for ten existing shares. A total of 149,732,230 new shares were created, carrying rights to dividends with effect from 1 January 2006.

A €500 million employee share offering was carried out from 10 to 21 September 2007. A total of 22,702,341 new shares were created as of 5 December 2007, the settlement-delivery.

# **CRÉDIT AGRICOLE S.A. SHARES**

# ► Share price performance \*



After an excellent year in 2004, when the shares outperformed the CAC 40 index by 10 percentage points, 2005 was another good year for the Crédit Agricole shares. In a relatively buoyant market, they closed at €26.61, an increase of 20% over the year, just below the CAC 40's gain of 23%. In 2006, the shares also delivered a positive performance, closing at €31.35 on 31 December, a rise of 19.73% over the year, outperforming the CAC 40's 17.53% advance.

In 2007, the Crédit Agricole S.A. shares, like all financial sector stocks, were adversely affected by market turbulence and were hard-hit by the US subprime crisis in the summer. During the first half, the shares fluctuated around the €30 mark, then began to trend down, entering a rocky period in the wake of announcements by the world's major financial operators. The shares closed at €23.07 on 31 December 2007, down 26.4% over the year. They underperformed the CAC 40 index, which gained 1.3% in 2007.

A total of 1.418 billion shares were traded during 2007, with an average daily volume of 5.6 million shares.

Monthly trading volumes ranged from 83.3 million to 170.5 million shares.

(in €)	High	Date	Low	Date	Average closing price	Average daily trading volume
Q 1	33.74	24/01/2007	28.35	14/03/2007	31.50	5,467,551
Q 2	33.10	14/05/2007	28.99	02/04/2007	31.30	4 917,748
Q 3	30.25	17/07/2007	26.00	16/08/2007	27.54	6,166 652
Q 4	28.87	04/10/2007	20.63	22/11/2007	24.25	5,852,874

Source: Euronext.

## ► Stock market indices

Crédit Agricole S.A. shares are listed on Euronext Paris, compartment A, ISIN code: FR0000045072.

The shares are now included in five indices: CAC 40, DJ EuroStoxx 50, DJ Stoxx 600 Banks, FTSEurofirst 80, ASPI Eurozone and FTSE 4 Good European Top 50.

#### ► Share data

	31/12/2007	31/12/2006	31/12/2005	31/12/2004	31/12/2003
Number of shares in issue	1,669,756,872	1,497,322,301	1,497,322,301	1,473,522,437	1,473,522,437
Market capitalisation (€ billions)	38.5	47.7	39.8	32.7	27.9
Earnings per share (EPS) (in €) *	2.51	3.25	2.64	1.48	0.84
Book value per share (BVPS) (in €) *	24.37	22.92	19.24	16.01	15.20
Price/BV	0.95	1.44	1.36	1.36	1.22
P/E	9.2	9.6	9.9	14.8	22.2
Year's high and low (in €) *					
High	33.74	35.57	26.90	23.42	18.64
Low	20.63	26.22	19.69	18.67	12.45
Latest	23.07	31.35	26.18	21.84	18.64

<sup>\*</sup> Adjusted data (capital increase in January 2007).

# **▶** Dividends

Crédit Agricole S.A. paid a dividend of €0.55 per share for 2001 to 2003. The dividend was raised to €0.66 for 2004, €0.94 for 2005 and €1.15 for 2006.

The Board of Directors will propose to the AGM a net dividend of €1.20 \*\* per share for 2007.

Amount (in €)	2007	2006	2005 *	2004 *	2003 *
Net dividend per share	1.20 **	1.15	0.92	0.65 (1)	0.54
Gross dividend per share	1.20 **	1.15	0.92	0.80 (1)	0.81

<sup>\*</sup> Adjusted data (capital increase in January 2007).

The tax credit for dividends paid as of 1 January 2005 has been cancelled.

<sup>\*\*</sup> With an option for payment in shares up to 80%.

<sup>(1)</sup> Including an interim dividend of €0.30 paid on 16 December 2004.

#### ► Total shareholder return

The table below shows total shareholder return for retail investors in Crédit Agricole S.A. shares.

The calculation, which is based on the closing share price on the day of the investment (initial public offering on 14 December 2001 or beginning of the year in other cases), takes into account the reinvestment of dividends received (until 2005, this included the tax credit in respect of 2004, which accounted for 50% of the amount distributed).

The calculation is based on the closing share price on the investment day. It also assumes that investors sold their preferential subscription rights and used the proceeds to take up the rights issues at the end of October 2003 and January 2007. All figures are before tax.

By way of example, an investor who invested in Crédit Agricole S.A. shares at the time of the IPO and reinvested all dividends received would have achieved an average annualised return of 10.1% at the end of 2007.

Holding period	Cumulative gross return	Average annualised return
One year (2007)	-25.8%	-25.8%
Two years (2006-2007)	-7.0%	-3.5%
Three years (2005-2007)	13.8%	4.4%
Four years (2004-2007)	41.3%	9.0%
Five years (2003-2007)	115.2%	16.6%
6 years (2002-2007)	67.4%	9.0%
Since 14 December 2001 (1)	78.5%	10.1%

<sup>(1)</sup> IPO at €16.60.

# 2008 FINANCIAL CALENDAR

5 March	Publication of 2007 annual results
15 May	Publication of 2008 first quarter results
21 May	Annual General Meeting in Nantes
27 May	Detachment of the coupon
23 June	Payment of the dividend
28 August	Publication of 2008 half-year results
13 November	Publication of 2008 nine-month results

## **CONTACTS**

#### **Group Financial Communications**

Denis Kleiber

Tel.: +33 (0)1 43 23 26 78

#### Institutional investor relations

Tel.: +33 (0)1 43 23 23 81

Relations.investisseurs@credit-agricole-sa.fr Investor.relations@credit-agricole-sa.fr

#### Retail shareholder relations

Toll-free line (from France only): 0 800 000 777 Infos.actionnaires@credit-agricole-sa.fr www.credit-agricole-sa.fr

# >> Corporate governance and internal control

Chairman's report on corporate governance and internal control	
presented to the Annual General Meeting of shareholders on 21 May 2008	16
CORPORATE GOVERNANCE	16
INTERNAL CONTROL PROCEDURES	25
Statutory Auditors' report	34
Information on Executive Officers and Directors	35
	35
COMPENSATION PAID TO EXECUTIVE OFFICERS AND DIRECTORS  OFFICES HELD BY EXECUTIVE OFFICERS AND DIRECTORS	
TRADING IN THE COMPANY'S SHARES BY EXECUTIVE OFFICERS	38 48
THADING IN THE COMMANY CONTAINES BY EXCECUTIVE OF HOLING	40

# Chairman's report on corporate governance and internal control presented to the Annual General Meeting of shareholders on 21 May 2008

as required by the "Financial Security Act" 2003-706 of 1 August 2003 as amended (Code de commerce, article L. 225-37; Code monétaire et financier, article L. 621-18-3)

Financial year 2007

Dear Shareholders,

In addition to the management report, I am pleased to present my report on Crédit Agricole S.A.'s corporate governance and internal control systems, particularly as they apply to financial and accounting information.

For the Crédit Agricole Group, the Chairman's reporting duty as required by the Financial Security Act includes Crédit Agricole S.A. and all the Regional Banks, as well the Group's own major subsidiaries, whether or not they issue publicly traded financial instruments, or as required to comply with good internal control practice.

Consequently, Crédit Agricole S.A. has a uniform vision of the operation of the Group's decision-making bodies and additional information on these entities' internal control procedures, which supplements information gathered from internal reporting.

This report has been completed under my authority, primarily in coordination with the heads of Group Control and Audit, the Office of the Company Secretary, Compliance, and Group Risk Management and Permanent Controls, based on existing documentation on internal control and on risk management and oversight within the Group. This report was submitted to the Crédit Agricole S.A. Audit and Risk Committee on 28 February 2008 and to the Board of Directors at its 4 March 2008 meeting.

## **CORPORATE GOVERNANCE**

#### ▶ 1 - Board of Directors

#### **General presentation**

Since Crédit Agricole S.A.'s stock market flotation, the company's Board of Directors has comprised 21 voting Directors and one non-voting Director, including:

- 18 Directors elected by the shareholders:
  - 12 Chairmen or Chief Executives of the Regional Banks,
  - 1 Regional Bank Chairman representing SAS Rue La Boétie,
  - 4 outside Directors,
  - 1 Regional Bank employee;

- 1 Director appointed by joint decree of the Ministry of Finance and the Ministry of Agriculture, in accordance with the law of 18 January 1988 on the mutualisation of Caisse Nationale de Crédit Agricole, which became Crédit Agricole S.A. on 29 November 2001;
- 2 Directors elected by the employees of Crédit Agricole S.A.
- 1 outside non-voting Director appointed by the Board of Directors.

The Crédit Agricole S.A. Directors who are Chairmen or Chief Executives of the Crédit Agricole Regional Banks have the status of directors of banking institutions.

The composition of the Board illustrates the desire of Crédit Agricole S.A.'s largest shareholder (SAS Rue La Boétie, which is owned by the Regional Banks and held 54.49% of the voting rights at 31 December 2007) also to give the Regional Banks a majority representation on the Board. As a result, the proportion of outside Directors sitting on the Board and the special committees is smaller than that recommended by French corporate governance guidelines (IFA Corporate Governance Report, May 2007).

During one meeting, the Board discussed the composition, organisation and modus operandi of the Board and its special committees, in reference to the aforesaid corporate governance

guidelines. It concluded that the existing modus operandi enabled the Board and its committees to fulfil their duties with the required effectiveness, objectivity and independence, particularly with respect to preventing potential conflicts of interest and to the equitable consideration of all shareholders' interests.

On the recommendation of the Appointments and Governance Committee, the Board reviewed the situation of all the directors and found that four of them could be considered to be independent Directors in accordance with the aforesaid corporate governance auidelines:

Independent Director	Main office	Office on the Crédit Agricole S. A. Board
Mr Philippe Camus	Co-Executive Manager of SCA Lagardère	Chairman, Compensation Committee Member of the Audit and Risks Committee
Mr Xavier Fontanet	Chairman and Chief Executive Officer, Essilor International	Member of the Strategic Committee
Mr Michael Jay	Former Secretary General, UK Ministry of Foreign Affairs	Member of the Audit and Risks Committee
Mr Daniel Lebègue	Chairman, Institut Français des Administrateurs	Chairman of the Appointments and Governance Committee Member of the Audit and Risks Committee

Three of the Board's four special committees are chaired by outside Directors (Audit and Risks Committee, Compensation Committee, and Appointments and Governance Committee). The Chairman of the Audit and Risks Committee became a non-voting Director at the Annual General Meeting of 21 May 2003, for reasons of age limitation. The Board decided to re-appoint him as Chairman of the said Committee, given his independent status (within the meaning of corporate governance recommendations) and in order to ensure continuity. The Chairman of the Crédit Agricole S.A. Audit and Risks Committee also serves as Chairman of the Calyon Audit and Risks Committee and of the LCL-Le Crédit Lyonnais Risks and Accounts Committee. This structure provides a global view of the position of Crédit Agricole S.A.'s two principal subsidiaries.

During 2007, the Board's composition was affected by the following events:

ratification, by the AGM of 23 May 2007, of the appointment of Mr Jean-Paul Chifflet, Regional Bank Chief Executive Officer, who was co-opted by the Board in January 2007, to replace Mr Yves Couturier, who resigned from his office as Director in November 2006;

- the appointment by the shareholders at the AGM of 23 May 2007 of Mr Michael Jay as Independent Director to fill the vacancy of Director left by the resignation of Mr Corrado Passera in January 2007:
- the appointment by the shareholders at the AGM of 23 May 2007 of Mr Dominique Lefèbvre, Regional Bank Chairman, to replace Mr Roger Gobin.

The term of office of Crédit Agricole S. A. Directors is fixed at three years by the Articles of Association. Directors may not serve for more than four consecutive terms.

The average age of Crédit Agricole S.A. Directors is 58.3. The Articles of Association provide for a maximum age limit of 65, and 67 for the Chairman.

In accordance with the Group's practice of splitting the guidance, decision-making and control functions from the executive function, the offices of Chairman and Chief Executive of Crédit Agricole S. A. have been separated. This structure was confirmed by the Board at its meeting of 18 March 2002, as permitted by the 'New Economic Regulations' Act of 15 May 2001.

#### Role and modus operandi of the Board

#### **GENERAL INFORMATION**

The Board of Directors' Charter sets out the operating procedures of the company's Board and General Management, while taking into account the separation of the offices of Chairman and Chief Executive and the company's duties as a central body under the terms of the Code monétaire et financier. It comprises five articles:

#### 1 - Organisation of the Board of Directors

This section describes:

- the role of the Chairman: "The Chairman guides and organises the Board's work. He calls meetings of the Board and sets the agenda for the meetings";
- the role of the Officers of the Board (consisting of the Chairman and Deputy Chairmen): "The Officers of the Board are responsible for preparing the Board's work. They meet when called by the Chairman as needed";
- the special committees of the Board, which defines the duties, composition and charter of such committees. These are the Strategic Committee, Audit and Risks Committee, Compensation Committee, and Appointments and Governance Committee.

#### 2 - Powers of the Board of Directors and Chief Executive Officer

Powers of the Board of Directors: In addition to the powers granted by law, "on the recommendation of the Chairman and the Chief Executive Officer, the Board determines the Group's strategy directions, approves strategic investment projects, defines the general principles applicable to the Crédit Agricole Group's internal financial organisation, and grants the Chief Executive Officer the necessary authorities to implement these decisions".

The Board "is kept informed by the General Management on a regular basis of major risks to which the Group is exposed and reviews the situation concerning risks of all kinds at least once a year". Furthermore, "the Board takes all decisions concerning the Crédit Agricole Regional Banks and falling within the scope of Crédit Agricole S.A.'s duties as Central Body assigned by the Code monétaire et financier".

■ Powers of the Chief Executive Officer: The Chief Executive Officer has "the fullest powers to act in the name of the company in all circumstances and to represent it with respect to third parties. He must, however, secure the Board of Directors' approval prior to creating, acquiring or disposing of any subsidiaries and equity investments in France or abroad for amounts exceeding €150 million and for any investment, of any kind whatsoever, in an amount exceeding €150 million. If, due to the urgency of the situation, the Board cannot be called to deliberate on a transaction that exceeds this ceiling, the Chief Executive Officer

may, with the Chairman's approval, make any decisions that are in the company's interest in the areas set forth above (that is, in areas that are subject to a Board resolution as indicated in the section entitled "Powers of the Board of Directors" above. He reports such decisions to the Board at its next meeting".

#### 3 - Modus operandi of the Board

"The Board is convened by its Chairman and meets as often as required by the company's interests and at least six times each year. The Chief Executive Officer and any Deputy Chief Executive Officers participate in the Board meetings but do not have the right to vote. The Board may appoint one or several non-voting Directors who participate in the Board meetings".

"Directors concerned by matters deliberated by the Board shall abstain from voting on such matters".

"The Chairman and the Chief Executive Officer are required to supply to each Director all documents or information needed for the Director to fulfil his duties". Prior to Board meetings, a file is sent out to each Director describing items on the agenda and matters that require special analysis and prior information, providing this does not entail any breach of confidentiality. Such documents are sent four days before each Board meeting, on average.

All Board members receive any relevant information on the company, in particular any press releases issued by the company.

"By exception, the Board may hold a meeting by means of videoconferencing, providing that at least three Directors are physically present". Pursuant to the law, videoconferencing is not allowable for the following decisions: review of the annual accounts and management report, and preparation of the consolidated accounts and the report on the Group's management.

#### 4 - Special Committees

Four committees have been created within the Board. Their duties, which are described under the relevant section of the Board's Charter, are set out in Section 2 of this report entitled "Special Committees".

#### 5 - Crédit Agricole S.A. Director's code of conduct

A charter for Crédit Agricole S. A. Directors is being developed under the responsibility of Appointments and Governance Committee. It will set out recommended rules of conduct for Board members, bearing in mind that a Code of Conduct approved by Crédit Agricole S. A.'s Board in July 2003 has been distributed throughout the Crédit Agricole Group. In addition, the directors report all transactions in Crédit Agricole S.A. shares whenever the aggregate value of such transactions exceeds €5,000 in a given calendar

At its meeting of 14 November 2007, the Board was also notified of the implications of the Markets in Financial Instruments Directive for the disclosure of directors' personal transactions.

### Review of the Board of Directors' work during 2007

The Board met nine times during 2007 including one extraordinary session. Board members showed a strong commitment to their duties. The attendance rate averaged 95% in 2007, with 94% for the originally scheduled ordinary sessions and 100% for the extraordinary session.

The Board also met during a seminar in July 2007 to discuss the progress of the development plan setting the strategic objectives of the Crédit Agricole S.A. Group for the period 2006/2008, in France and internationally, and to update the Group's strategic options.

A large part of the meetings held during the second half was dedicated to reviewing the consequences of the financial market crisis, for the Crédit Agricole S.A. Group and, more broadly, for the Crédit Agricole Group, following a detailed examination of this matter by the Audit and Risks Committee.

The Board also devoted part of its work to reviewing certification by the supervisory authorities of the Basel II system (after review by the Audit and Risks Committee), and the institution of a specific internal system within the Crédit Agricole Group for the treatment of Crédit Agricole S. A.'s minority holdings under Basel II. The outline of this system was approved at the meeting of 18 December 2007.

Following the work carried out by the Banking Commission within the entities Crédit Agricole S.A. Group and Crédit Agricole Group, and after review by the Audit and Risks Committee, the Board was informed of the follow-up letters from the Banking Commission and information to be provided in response to the observations contained in those letters.

The other meetings were principally dedicated to:

- approving the budget for Crédit Agricole S.A. and the Group for 2007;
- approving the annual and half-yearly financial statements and reviewing the quarterly financial statements of Crédit Agricole S.A., the Crédit Agricole S.A. Group and the Crédit Agricole Group, after their review by the Audit and Risks Committee, and after the Committee Chairman reported to the Board. Prior to approving the periodic statements, the Board also heard the conclusions of the statutory auditors' on their work, after these were submitted to the Audit and Risks Committee;
- reviewing the annual internal control report for 2006 and the interim report on internal control (for the first half of 2007), which was drawn up in conjunction with Group Internal Control and after the report was reviewed by the Audit and Risks Committee;
- the review of the annual risk scorecard of the Crédit Agricole Group, after submission to the Audit and Risks Committee;
- in the area of compliance, and after review of the matters by the Audit and Risks Committee: the report on compliance risks within Crédit Agricole S.A. Group, including compliance risk mapping; a synopsis of the assessment of compliance actions carried out within the Crédit Agricole Group; the organisation of compliance controls at a Crédit Agricole S.A. Group subsidiary;

- terms and conditions for determining the fixed and variable compensation of the executive officers, on the recommendation of the Compensation committee (see section 4 below);
- the Company's corporate governance; the appointment of two Deputy Chief Executive Officers on the recommendation of Appointments and Governance Committee, (and determination of their compensation, on the recommendation of Compensation Committee), the adjustment of the composition of the special Board committees (expand the Audit and Risks Committee by appointing a new independent Director within that committee, appointing a new chairman of the Appointments and Governance Committee, appointing a Director and replacement of another Director within the Strategic Committee);
- review of the Group's sustainable development projects in several business lines (securities, specialised financial services, retail banking in Europe, asset management, private banking, etc.);
- the creation of a covered bonds company to increase and diversify Crédit Agricole Group's sources of funding and the definition of the terms and conditions for implementing the system within the Group;
- approval of the agreement between Crédit Agricole S.A. and the Foundation for World Agriculture and Rural Life (FARM) and the creation of a world microfinance foundation;
- as Crédit Agricole S.A.'s central body for the Crédit Agricole Regional Banks, review of the Regional Banks' expansion plans in Europe and the situation of Caisse Régionale de la Corse.

In July 2007, the Board was also informed of the new organisation of the management structures of the Crédit Agricole S.A. Group.

After the assessment carried out in 2005, and on the recommendation of Appointments and Governance Committee, in July 2007, the Board also decided to commission a new assessment of its operation, with the assistance of an outside consultant. The main conclusions of this assessment, which was carried out between November 2007 and January 2008, were submitted to the Appointments and Governance Committee in February 2008 in a presentation highlighting the improvements made since 2005 and identifying areas for improvement. In the spring of 2008, the Board will set out guidelines to improve its operation based on the observations made during the assessment.

#### Related party agreements and agreements subject to disclosure

#### **RELATED PARTY AGREEMENTS**

In 2007, three new agreements governed by the provisions of articles L. 225-38 et seq. of the Code de commerce were authorised by the Board. These agreements, and agreements entered into prior to 2007 that remained in effect during in 2007, were sent to the statutory auditors, who will present their special report on this matter to the General Meeting of shareholders of Crédit Agricole S.A.

#### AGREEMENTS SUBJECT TO DISCLOSURE

As required by law, a list of agreements subject to disclosure and their purpose was sent to the Board of Directors, who then advised the Statutory Auditors.

# ▶ 2 – Special Committees

Four committees have been created within the Board: the Audit and Risks Committee, the Compensation Committee, the Strategic Committee and the Appointments and Governance Committee.

Committee members are appointed by the Board, on the Chairman's recommendation. Committee members are appointed for the duration of their term of office on the Board. The Board may terminate the office of a Committee member at any time. Likewise, a Committee member may resign from his office at any time. All Committee members, and all other persons who attend Committee meetings, are bound by professional secrecy.

#### **Audit and Risks Committee**

As of 31 December 2007, the Audit and Risks Committee comprised eight members, including seven voting Directors and one non-voting Director:

- Mr Moulard (Committee Chairman), outside non-voting Director:
- Mr Camus, Independent Director;
- Mr Diéval, Crédit Agricole Regional Bank Chief Executive;
- Mr Dupuy, Vice-Chairman of the Board, Crédit Agricole Regional Bank Chairman;
- Mr Drouet, Crédit Agricole Regional Bank Chief Executive;
- Mr. Jay, Independent Director;
- Mr Lebègue, Independent Director;
- Mr Mary, Crédit Agricole Regional Bank Chief Executive.

The Board resolved to enlarge the committee with the appointment of Mr Jay as Independent Director in July 2007. Furthermore, in July 2007, Mr Dupuy succeeded Mr Gobin as a member.

The Group Chief Financial Officer, the Head of Group Risk Management and Permanent Controls, the Head of Group Control and Audit, the Secretary of the Group Internal Control Committee, the Company Secretary and the Head of Compliance attend meetings of the Audit and Risks Committee.

The modus operandi and duties of the Committee are set out in a charter approved by the Board of Directors. The Committee's main duties are:

- to review Crédit Agricole S.A.'s parent company and consolidated financial statements:
- to examine changes and amendments to the significant accounting policies used to draw up the financial statements;
- to ensure that internal control systems and procedures are adequate for the Group's business activities and risks; and
- to express an opinion on proposals to appoint or re-appoint the statutory auditors of Crédit Agricole S.A.

The Audit and Risks Committee met six times in 2007, including in one extraordinary session. The attendance rate averaged 96%.

During the second half, the Committee devoted a large part of its work to analysing the financial market crisis and its consequences for Crédit Agricole S.A. and the Crédit Agricole Group before submitting its report to the Board of Directors. The Chairman of the committee informed the Board of the work of the Calyon Audit and Risks Committee, of which he is also Chairman; the Calyon managers submitted to the Crédit Agricole S.A. Audit and Risks Committee their analysis of the trading incident at the subsidiary in New York and the action plan that was implemented.

The Committee focused special attention on the Group's subprime exposure in corporate and investment banking and asset management operations, on the current and projected situation, and on liquidity management within the Group, as well as on the adjustment measures taken by the Group in response to the consequences of the financial market crisis.

During its extraordinary session in October 2007, the Committee heard the reports of the Company's statutory auditors without management being present.

Other matters reviewed by the Committee during 2007:

- reviewing the annual, half-yearly and quarterly financial statements prior to their presentation to the Board. During this session, the Committee also heard the reports of the Company's statutory auditors;
- reviewing the annual and half-yearly report on internal control;
- in the area of compliance: reviewing compliance risks within Crédit Agricole S.A. Group, the synopsis of the assessment of compliance actions carried out within the Crédit Agricole Group, status on relations with the regulatory authorities in the area of compliance during the first half of 2007, review of the compliance system at the London branch office, organisation of compliance controls at a subsidiary of Crédit Agricole S.A. No significant compliance failure warranting review by the Committee and, if applicable, by the Board of Directors was brought to the Committee's attention in 2007;

- reviewing the Chairman's report to the Annual General Meeting on corporate governance and internal control;
- reviewing risks, provisions and sensitive matters at each balance sheet date. The Committee continued its periodic review of changes in the Group's risks associated with different business sectors. The following were reviewed: risk monitoring and controls in international retail banking, Calyon's exposure to LBO risk, the Group's positions in off-shore centres, the situation in the US automotive sector, the risk situation at Predica, the Crédit Agricole Group's life insurance subsidiary, and risks in project finance. Also reviewed were the cash CDO operations, the issuance of structured negotiable medium-term notes (BMTN) by the Regional Banks and the Regional Banks' investments in alternative funds, the risk strategy on exotic interest rate derivatives and equity derivatives, and Calyon's risks in Russia. The Crédit Agricole Group's risk scorecard at 31 December 2006 was presented to the Audit and Risks Committee prior to being submitted to the Board;
- presentation of the programme for accelerating the Crédit Agricole Group's financial information production and the permanent control system for accounting and financial information within the Crédit Agricole Group;
- status report on implementation of the Basel II system within the Crédit Agricole Group;
- security of access to IT systems, review of the Business Continuity Plan system, and security projects within the Group in 2007;
- presentation of the findings following the work carried out by the Banking Commission within Crédit Agricole S.A. and the Crédit Agricole Group, particularly on consolidated oversight of Crédit Agricole's risks, prior to submitting these to the Board of Directors:
- presentation on a regular basis of periodical control activities, with a synopsis of the audit assignments carried out at the Regional Banks in 2006, follow-up on the progress of the 2007 audit plan within Crédit Agricole S. A. Group entities and, during the second half, presentation of the findings of the assignment carried out at Calyon New York following the trading incident;
- presentation of the issue on the treatment of Crédit Agricole S.A. minority holdings under Basel II.

The Chairman of the Audit Committee reported to the Board on the work accomplished at each Committee meeting. He also reported to the Board on the work he accomplished in between Committee meetings in his capacity as Chairman, particularly during the second half in the climate of financial market deterioration.

A report is drawn up on each Committee meeting and distributed to all the Directors.

#### **Compensation Committee**

At 31 December 2007, the Compensation committee comprised four members:

- Mr Camus (Committee Chairman), Independent Director;
- Mr Sander, Deputy Chairman of the Board, Crédit Agricole Regional Bank Chairman;
- Mr Bru, Crédit Agricole Regional Bank Chairman;
- Mr Pargade, Crédit Agricole Regional Bank Chairman.

The Head of Group Human Resources attends Compensation Committee meetings.

The modus operandi and duties of the Committee are set out in a charter approved by the Board of Directors. Its key duties are to make proposals principally concerning the fixed and variable compensation payable to the Chairman, the Chief Executive Officer and Deputy Chief Executive Officer(s), the total amount of Directors' fees to be proposed for approval at the Annual General Meeting of shareholders and its allocation among the members of the Board, and the terms and conditions relating to the grant of stock options under plans approved by the shareholders.

The Compensation Committee met four times in 2007 of which two times in exceptional circumstances. The attendance rate was 100%. The Committee's sessions in 2007 were devoted to the following matters:

#### **COMPENSATION PAID TO EXECUTIVE OFFICERS** AND DIRECTORS

- determining the variable compensation of the Chief Executive Officer and Deputy Chief Executive Officer in respect of 2006;
- criteria for determining fixed and variable compensation of the executive officers (Chief Executive Officer and Deputy Chief Executive Officer) for 2007, by reference to market practices and performance criteria. These proposals were approved by the Board in March 2007;
- compensation of the Chairman of Crédit Agricole S.A. for 2007, approved by the Board in March 2007; severance package for an outgoing corporate officer, determined by the Board in July 2007;
- determination of the amount of fixed and variable compensation for two new Deputy Chief Executive Officers, determined by the Board in August 2007.

The principles and rules used to determine the compensation paid to Executive Officers and Directors of Crédit Agricole S.A. are set forth in section 4 below.

#### OTHER MATTERS REVIEWED BY THE COMMITTEE

Directors' fees: after review of a benchmark on Directors' fees paid by major comparable groups, determination of the total amount of Directors' fees for 2007 (approved by the Board in March 2007, then submitted to the AGM) and proposed

allocation among Board members (proposal approved by the Board in July 2007), based on their attendance record and any duties arising from their membership on a Special Committee:

- proposed allocation of options to purchase Crédit Agricole S.A. shares to Crédit Agricole S. A. Group employees within the ceiling approved by the General Meeting of May 2006;
- characteristics of the Crédit Agricole S.A. share issue reserved for Crédit Agricole Group employees;
- review of a study on compensation paid to senior executives of Crédit Agricole S.A. Group.

The Chairman of the Compensation Committee reported to the Board on the work accomplished by the Committee at each of its meetings and submitted the Committee's recommendations on matters subject to approval by the Board.

## **Strategic Committee**

The Strategic Committee comprises no more than six members, including the Officers of the Board (Chairman and Vice-Chairmen), one Chief Executive Officer of a Regional Bank, and one outside Director. At 31 December 2007, the Committee comprised the following members:

- Mr Carron (Committee Chairman), Chairman of the Board of Directors and Crédit Agricole Regional Bank Chairman;
- Mr Sander, Vice-Chairman of the Board, Crédit Agricole Regional Bank Chairman;
- Mr Chifflet, Vice-Chairman of the Board, Crédit Agricole Regional Bank Chief Executive;
- Mr Dupuy, Vice-Chairman of the Board, Crédit Agricole Regional Bank Chairman;
- Mr de Laage, Crédit Agricole Regional Bank Chief Executive;
- Mr Fontanet, Independent Director.

The composition of the Committee was changed, with the appointment of Mr Chifflet as Strategic Committee Member in January 2007.

Crédit Agricole S.A.'s Chief Executive Officer, Company Secretary and Head of Strategy also attend Strategic Committee meetings.

The modus operandi and duties of the Committee are set out in a charter approved by the Board of Directors. Its key duties are to conduct in-depth reviews of the Group's strategic planning for its various business lines in France and internationally. As such, the Committee reviews plans for strategic investments or acquisitions. The Committee Chairman reports to the Board on the Committee's

The Strategic Committee met five times in 2007, in four scheduled meetings and one extraordinary session. The attendance rate was 93%. In 2007, the Committee devoted its work to monitoring the progress of the 2006/2008 development plan and to reviewing:

- acquisition projects by Group subsidiaries abroad in various business lines (specialised financial services, securities, insurance):
- foreign investment projects under this plan, before submitting them to the Board of Directors.

It also devoted some of its meetings to a review of updating the Group's strategic options and set the agenda for the Board's mid-year strategic review seminar.

Lastly, the Strategic Committee's duties and responsibilities were expanded in 2007 to encompass the sustainable development policy, which was submitted to it at the end of the year.

#### **Appointments and Governance Committee**

The Appointments and Governance Committee comprises six members at most. At 31 December 2007, the Committee comprised the following members:

- Mr Lebègue (Committee Chairman), Independent Director;
- Mr Carron, Chairman of the Board of Directors and Crédit Agricole Regional Bank Chairman;
- Mr Sander, Deputy Chairman of the Board, Crédit Agricole Regional Bank Chairman;
- Mr Chifflet, Vice-Chairman of the Board, Crédit Agricole Regional Bank Chief Executive;
- Mr Michaut, Crédit Agricole Regional Bank Chairman.

Mr Lebègue succeeded Mr Fontanet as Chairman of the Committee in January 2007. Mr Fontanet resigned from the committee in July 2007. In addition, Mr Chifflet was appointed Committee Member in January 2007 and Mr Michaut was appointed Committee Member in July 2007.

The Chief Executive Officer and Company Secretary of Crédit Agricole S. A. also attend Appointments and Governance Committee meetings as needed.

The modus operandi and duties of the Committee are set out in a charter approved by the Board of Directors. The Committee's duties are:

to make recommendations to the Board on the selection of voting Directors and non-voting Directors from outside the Crédit Agricole Group, bearing in mind that candidates for directorships who are serving as Chairman or Chief Executive Officer of a Regional Bank are proposed to the Board of Directors via the holding company that controls Crédit Agricole S.A., pursuant to the 'Protocol Agreement' signed prior to the initial public offering of Crédit Agricole S.A. by the Regional Banks and Crédit Agricole S.A. (the provisions of this agreement are set out in the registration document of 22 October 2001 registered by the Commission des Opérations de Bourse under number R01-453);

- with respect to Executive Officers and Directors:
- to issue an opinion on the Board Chairman's recommendations for the appointment of the Chief Executive Officer, in accordance with the Board of Directors' Charter, and on the Chief Executive Officer's recommendations on the appointment of Deputy Chief Executive Officers, in accordance with the Board Charter,
- with respect to the succession of the Executive Officers, the Committee implements a procedure for preparing succession plans for the Executive Officers in the event of an unforeseeable
- to oversee the Board of Directors assessment process. In this respect, it recommends any necessary changes in the rules of governance of Crédit Agricole S. A. (charters governing the Board and the special committees, etc.).

The committee met twice in 2007. The attendance rate was 92%.

The Committee proposed that the Board recommend to the shareholders at the AGM the appointment of an independent Director to replace Mr Passera, who resigned from his office as Director in January 2007. Mr Jay's nomination was approved by the shareholders at the AGM of 23 May 2007.

In addition, when presenting the new organisation of the Crédit Agricole S.A. Group, the Committee issued a favourable opinion on the Chief Executive Officer's proposal to submit to the Board for approval the appointment of two Deputy Chief Executive Officers of Crédit Agricole S.A., at the meeting held in July 2007.

After the assessment carried out in 2005, the Committee proposed to the Board to carry out a new assessment, with the assistance of an outside consultant. This assessment was approved by the Board in July and was carried out between November 2007 and January 2008. Its main findings were submitted to the Committee in February 2008 in a presentation highlighting the improvements made since 2005 and identifying areas for improvement. In the spring of 2008, the Board will set out guidelines to improve its operation based on the observations made during the assessment.

During the same meeting, in February 2008, the Committee examined Crédit Agricole S.A.'s situation with respect to the guidelines applying to independent Directors (IFA Corporate Governance Report, May 2007). It found that Crédit Agricole S.A. has fewer independent Directors than the number generally recommended for companies controlled by a majority shareholder. This shortfall naturally is reflected in the proportion of independent Directors sitting on the special committees.

The Committee concluded that "the existing modus operandi enabled the Board and its committees to fulfil their duties with the required effectiveness, objectivity and independence, particularly with respect to preventing potential conflicts of interest and to the equitable consideration of all shareholders' interests". The Board approved this assessment at its meeting of March 2008, when it discussed the composition and modus operandi of the Board and its special committees with regard to the aforesaid corporate governance guidelines.

On the recommendation of Appointments and Governance Committee, and based on the definition contained in the aforesaid IFA report, the Board reviewed the situation of all of its members and found that Messrs Camus, Fontanet, Jay and Lebègue could be considered to be independent Directors insofar as they are not in a position that is likely to influence their independent judgement or to put them in a conflict of interest situation, now or in the

Lastly, the Committee recommended that the Board submit the nomination of an Independent Director to the General Meeting of 21 May 2008.

# ▶ 3 – Restrictions on the Chief **Executive Officer's Powers exercised** by the Board of Directors

The Chief Executive Officer has the fullest powers to act in the name of Crédit Agricole S.A. in all circumstances and to represent the Bank with respect to third parties. He may exercise his authority within the limits of the company's object and subject to that authority expressly reserved for General Meetings of shareholders and the Board of Directors.

Restrictions on the Chief Executive Officer's powers exercised by the Board of Directors are described in section 1 above.

# ▶ 4 - Principles and rules for determining the compensation of executive officers

On the recommendation of the Compensation Committee, the Board approves the principles for determining compensation paid to Executive Officers and Directors of Crédit Agricole S.A., the amount of which appears in the section entitled "Information on Executive Officers and Directors".

#### Compensation of the Chairman of the Board of Directors

The fixed component of the compensation paid to the Chief Executive Officer of Crédit Agricole S.A. is determined by the Board, on the Compensation Committee's recommendation, using a benchmark drawn up by an outside consultant, by reference to compensation paid to executives holding similar offices in major listed companies. The Board approved this recommendation at its meeting of 6 March 2007.

The Chairman also receives a bonus to fund his pension. The Company also provides accommodation and the use of a car. The amount of the bonus and the value of the housing allowance appear in the Crédit Agricole S.A. registration document.

The Board did not grant the Chairman any stock options under the Crédit Agricole S.A. stock option plans approved by the Board, as authorised by the General Meeting.

#### Compensation of the Chief Executive Officer and Deputy Chief Executive Officers

The principles described below pertaining to the variable compensation of the Chief Executive Officer and Deputy Chief Executive Officer, who is also in charge of Calyon, were approved by the Board in March 2007 and apply to variable compensation payable to the Executive Officers in 2008 in respect of 2007. The fixed and variable compensation paid to the Deputy Chief Executive Officers appointed by the Board, on the recommendation of the Appointments and Governance Committee, as from 1 September 2007, was determined by the Board at its meetings of 29 August 2007 and 4 March 2008.

#### **COMPENSATION OF THE CHIEF EXECUTIVE OFFICER**

The **fixed component** of the Chief Executive Officer's compensation is determined by reference to market practices, using a benchmark recommended by the Compensation Committee.

The variable component, which is capped, is based on two sets of criteria:

- quantitative criteria, assigned a weighting of 40% for 2007, reflecting changes in Crédit Agricole S.A. financial performance indicators, including the change in Crédit Agricole S.A.'s net banking income (with a weighting of 12%) and earnings per share (with a weighting of 28%);
- qualitative criteria, assigned a weighting of 60% for 2007, reflecting: i) the design of the Group's new development plan and its international expansion; and ii) the assimilation of foreign acquisitions and the continued implementation of the corporate strategic plan and the system for managing senior executives.

For the quantitative criteria, the Chief Executive Officer's performance is assessed by comparing results achieved with the targets defined by the Board for each indicator. For the qualitative criteria, overall performance is assessed.

The bonus is based on a target value of 100%, up to a maximum of 120%.

The Chief Executive Officer has the use of a company car. He does not have the use of company accommodation.

The Chief Executive Officer is not eligible for any special pension benefits approved by the Board. He is covered by the supplemental pension plan established for the Group's key executives, which cannot be individualised, and the general characteristics of which are described in the registration document.

#### COMPENSATION OF THE DEPUTY CHIEF EXECUTIVE OFFICER OF CRÉDIT AGRICOLE S.A., WHO IS ALSO IN CHARGE OF CALYON

The fixed and variable compensation of the Deputy Chief Executive Officer in charge of Calyon is determined by Calyon's Board, on the recommendation of Calyon's Compensation Committee, after review by Crédit Agricole S.A.'s Compensation Committee. This compensation is submitted to the Crédit Agricole S.A. Board of Directors for review.

The fixed component of the Deputy Chief Executive Officer's compensation is determined by reference to market practice for deputy chief executive officers.

The variable component, which is capped, is based on two sets of criteria:

- quantitative criteria, assigned a weighting of 70% in respect of 2007 and reflecting:
- changes in Crédit Agricole S.A. financial performance indicators (with a weighting of 21%), which are identical to those applied to the Chief Executive Officer of Crédit Agricole S.A.: change in Crédit Agricole S.A.'s net banking income (with a weighting of 7%) and earnings per share (with a weighting of 14%),
- the change in an indicator of Calyon's financial performance, based on GOI after risk-related costs, with a weighting of 49%;
- qualitative criteria, assigned a weighting of 30% for 2007 and focused on cooperation among business lines in France and abroad, cooperation with retail banking in France, managing the Calyon executive teams, participation in managing the Group's executive resources, and progress in implementing the corporate strategic plan.

The Deputy Chief Executive Officer's performance is assessed using the same criteria as for the Chief Executive Officer.

The amount of the bonus is based on a target value of 100%, up to a maximum of 150%.

In addition to the performance evaluation based on meeting the above criteria, the Board may grant additional variable compensation, in the form of an exceptional bonus, as a function of Calyon's overall performance.

At its meeting of 17 July 2007, the Board of Directors duly noted the resignation of the Deputy Chief Executive Officer in charge of Calyon from his office as Deputy Chief Executive Officer of Crédit Agricole S. A., effective as of 1 September 2007.

At its meeting of 29 August 2007, the Board of Directors of Crédit Agricole S.A. appointed two new Deputy Chief Executive

The fixed component of compensation paid to the Deputy Chief Executive Officer in charge of French retail banking and Group Marketing Strategy and of the Deputy Chief Executive Officer in charge of International Development was determined by reference to market practice for Deputy Chief Executive officers.

On the recommendation of the Compensation Committee, the Board resolved that the variable component of the compensation payable to the two new Deputy Chief Executive Officers in respect of 2007 would be fixed at 70% of their annual fixed compensation and paid on a pro rata basis as from the date of their appointment. The quantitative and qualitative performance criteria recommended by the Compensation Committee for determining the variable compensation of the two Deputy Chief Executive Officers in respect of 2008 were set out in a resolution adopted by the Board at its March 2008 meeting.

The Chief Executive Officer, the Deputy Chief Executive Officer in charge of Calyon and the Deputy Chief Executive Officer in charge of International Business Development are covered by the supplemental pension plan established for the Group's key executives, which cannot be individualised.

When applying stock option plans, on the recommendation of Compensation Committee, the Board determines the number of options granted to the Chief Executive Officer and to the Deputy Chief Executive Officers.

#### **Compensation of Directors**

Board members receive Directors' fees. On the recommendation of the Compensation Committee, the Board determines the amount of total Directors' fees to be submitted to the shareholders for approval at the General Meeting. The conditions for allocating Directors' fees, as described below, are determined by the Board on the recommendation of the Compensation Committee.

Compensation of Board members is based entirely on their attendance at Board meetings. Directors receive the same compensation for attending extraordinary sessions as regularly scheduled meetings, up to a maximum of 10 meetings per year, and each Board member may compensate between regularly scheduled meetings and extraordinary sessions.

The Chairmen of the four special Board committees receive an annual set fee, which varies by committee. Committee members receive a set fee for each committee meeting they attend.

The amount of the set fee per Board meeting and committee meeting is determined by the Board each year.

The Board has also set up a system for reimbursing Board members for travel expenses, based on costs incurred by each member for attending Board and committee meetings. This system is renewed by the Board each year.

#### INTERNAL CONTROL PROCEDURES

The Crédit Agricole Group's internal control system complies with all legal and regulatory requirements as well as with Basel Committee recommendations.

The internal control system is defined as all procedures and mechanisms designed to manage and control operations and risks of all kinds and to ensure that all transactions are carried out in a manner that is secure, effective and proper, in terms of complying with laws, regulations and internal standards, in accordance with the references listed in item 1 below.

The internal control system and procedures can be classified by their purpose:

- financial performance, through effective and adequate use of the Group's assets and resources, and protection against the risk of loss:
- timely provision of comprehensive, accurate information required to take decisions and manage risks;
- compliance with internal and external regulations;
- prevention and detection of fraud and error;
- accuracy and completeness of accounting records and timely production of reliable accounting and financial information.

However, all internal control systems have their limitations, due primarily to technical or human deficiencies.

In accordance with the Group's principles, the internal control system has a broad scope of application to cover supervision and control of activities and to measure and monitor risks on a consolidated basis. Each Group entity applies this principle to its own subsidiaries, thereby ensuring a consistent internal control system throughout the entire Group. The system implemented by Crédit Agricole S.A., in line with the standards and principles set forth below, is adapted and deployed across the various business lines and risks at each level within the Crédit Agricole Group.

Through the procedures, tools and reporting systems that have been implemented in this standardised framework, information is delivered on a regular basis to the Board, the Audit Committee, the Executive Officers and management on the operation of the internal control systems and their adequacy (permanent and periodical controls, reports on risk monitoring measurements, corrective action plans, etc.).

**>>** 

Chairman's report on corporate governance and internal control presented to the Annual General Meeting of shareholders on 21 May 2008

# ► 1 – General internal control environment

The general internal control environment and principles are in keeping with the provisions of the *Code monétaire et financier* <sup>(1)</sup>, CRBF regulation no. 97-02 as amended<sup>(2)</sup>, the AMF General Regulation and Basel Committee recommendations on internal control, risk management and solvency.

These national and international external standards are supplemented by internal standards specific to Crédit Agricole:

- a body of permanent rules (both external regulations and internal rules) governing the entire Crédit Agricole Group, compliance with which is compulsory, and more particularly rules concerning accounting (Crédit Agricole chart of accounts) and financial management;
- the Code of Conduct of the Crédit Agricole Group;
- recommendations of the Regional Banks' Executive Committee for Internal Control;
- a set of procedures governing the Crédit Agricole S.A. Group, concerning the company's organisation and operation, and its exposure to risk. In 2004, Crédit Agricole S.A. adopted a set of procedures for controlling compliance with laws and regulations. These procedures have since been adapted to changes in regulations and deployed within the Group entities, in particular in the areas of financial security (prevention of money laundering and terrorism financing, etc.) and in the identification of failures in applying laws, regulations, professional and compliance standards, for example. These procedures are updated regularly as required, and more particularly to take account of regulatory developments and changes in the internal control scope.

# 2 – Organisation of the internal control system

To ensure that the internal control systems are effective and consistent throughout the Group, Crédit Agricole has established a set of common rules and recommendations based on certain underlying fundamental principles.

Each Crédit Agricole Group entity (Regional Banks, Crédit Agricole S.A., banking or investment subsidiaries, and other subsidiaries) must apply these principles at its own local level.

#### **Fundamental principles**

The organisational principles and components of the Crédit Agricole S.A.'s internal control system that are common to all Crédit Agricole Group entities cover obligations in terms of:

- reporting to the decision-making body (risk strategies, risk limits, internal control activity and results);
- direct involvement of the executive body in the organisation and operation of the internal control system;
- comprehensive coverage of all business operations and risks, and accountability of all persons involved;
- clear definition of tasks, effective segregation of the commitment and control functions, formal up-to-date authorised limits;
- formal, up-to-date standards and procedures, particularly for the accounting function.

These principles are supplemented by:

- measurement, supervision and control mechanisms for credit risk, financial risk, operational risk (transaction processing, quality of financial and accounting information, information systems processes) and compliance and legal risk;
- a control system, forming part of a dynamic and corrective process, encompassing permanent controls, which are carried out by the operating units themselves or by dedicated staff, and periodic controls carried out by Group Control and Audit and internal audit units of subsidiaries.

#### Supervision

In accordance with the changes instituted by Regulation 97-02 on internal control and pertaining to the organisation of the control functions, every individual who is responsible for an entity or business line, every manager, employee and department within the Group was reminded of their obligation to report and to be in a position at all times to demonstrate that they have adequate control over their business activities and the associated risks, in accordance with the standards applicable to banking and financial operations, to ensure the sustainable security of each activity and development project and to adjust the control mechanisms to be implemented to the intensity of risk incurred.

This requirement is based on organisational principles and architecture of responsibilities, operating and decision-making procedures, controls and reports to be followed in a formal, effective manner at each level of the Group, including the head offices, business lines, subsidiaries, operational units and support functions.

<sup>(1)</sup> Article L. 511-41.

<sup>(2)</sup> Relating to internal control in financial institutions and investment companies, in application of the article referred to above, approved on 11 March 1997 and amended by the Ministry of Finance decrees of 31 March 2005, 20 February 2007 and 2 July 2007.

#### THE GROUP INTERNAL CONTROL COMMITTEE

In accordance with the principles adopted during the previous year, the Group Internal Control Committee, the body that oversees all the systems, held periodic meetings chaired by the Chief Executive Officer of Crédit Agricole S.A.

The purpose of this committee is to reinforce cross-functional actions to be implemented within the Crédit Agricole Group. It is responsible for reviewing internal control issues common to the Group as a whole (Crédit Agricole S.A., subsidiaries of Crédit Agricole S.A., the Regional Banks, resource pooling entities) and to ascertain the consistency and effectiveness of internal control on a consolidated basis. The Committee is a decision-making body and its decisions are enforceable. It is composed of salaried executives of Crédit Agricole S.A. In this respect, it is unlike the Audit and Risk Committee, which is an arm of the Board of Directors. The Committee is responsible for coordinating the three control functions: Control and Audit, Risk Management and Permanent Controls, Compliance.

#### THREE CONTROL BUSINESS LINES FOR THE GROUP

The Permanent Controls Officer, who is a member of Crédit Agricole S.A.'s Executive Committee, is in charge of the Group Risk Management and Permanent Controls Department, and the Periodical Controls Officer, who is in charge of Group Control and Audit report directly to the CEO of Crédit Agricole S.A. The Head of Compliance reports to Crédit Agricole S.A.'s Company Secretary, who sits on the Executive Committee. The Periodical Controls, Permanent Controls and Compliance Officers have extensive access to the Audit and Risks Committee and to the Crédit Agricole S.A. Board of Directors.

The control functions are responsible for supporting the business lines and functional units to ensure that all transactions are carried out in a manner that is secure, effective and proper. Responsibilities are divided as follows:

- the Group Risk Management and Permanent Controls Department (DRG) is responsible for oversight and control of credit, financial and operational risks; it is also in charge of third-line control of accounting and financial information and of monitoring IT systems security and business continuity plan deployment;
- the Compliance Department (DDC) and Legal Affairs Department (DAJ) are responsible for compliance and legal risk prevention and control. The Compliance Department is responsible for prevention of money-laundering and terrorism financing, compliance with embargos and obligations to freeze assets;
- Group Control and Audit is responsible for independent periodical control to ensure that all Crédit Agricole Group entities are operating properly.

In addition to the actions of the different control functions, the other Crédit Agricole S.A. central functions, departments and business lines participate in implementing internal control systems on a consolidated basis, either through special committees or through actions designed to standardise procedures and to centralise data (accounting, management control, etc.).

#### Crédit Agricole S.A. and its subsidiaries

The support functions, departments and business lines in turn are supported by decentralised local units within each legal entity (those direct subsidiaries forming part of Crédit Agricole S.A.'s internal control scope), comprising:

- Internal Control Committees, which meet quarterly: these are executive decision-making bodies, which include the Chief Executive Officer of the unit and the representatives of the Crédit Agricole S.A. control functions, responsible mainly for a critical assessment of the internal control systems and internal audit work, monitoring audits and overseeing any corrective measures:
- each entity's special committees;
- a network of officers and committees dedicated to each business

#### Crédit Agricole Regional Banks

For the Regional Banks, application of the Group rules and procedures defined above is facilitated by the publication of national recommendations on internal control by the Plenary Internal Control Committee of the Regional Banks and by the Crédit Agricole S.A. central control functions. The Plenary Committee, which is in charge of strengthening oversight of internal control for the Regional Banks, is composed of Regional Bank Chief Executive Officers, executive managers and internal control officers, and of representatives of Crédit Agricole S.A. Its scope was extended by holding regular regional meetings and working and information conferences between the Crédit Agricole S.A. internal control officers and their counterparts at the Regional Banks.

Because of its role as central body, Crédit Agricole S.A. is extremely active and vigilant in the area of internal control. Crédit Agricole S.A. specifically monitors the Regional Banks' risks and controls through the Regional Banks' Risk Management and Permanent Controls Department and Compliance Department.

#### **BOARD OF DIRECTORS (1)**

The Board of Directors of Crédit Agricole S.A. is aware of the company's overall organisational structure and approves its internal control system. It is informed of internal control activities and results and receives the annual and interim reports on internal control, in accordance with banking regulations and Crédit Agricole S.A. procedures. The Chairman of the Board receives regular reports summarising the conclusions of audits conducted by Group Control and Audit.

<sup>(1)</sup> Information on the Board of Directors' work is detailed in the "Corporate Governance" section of this report.

The Board is informed of the main risks incurred by the Company by the Audit and Risks Committee.

The Chairman of the Crédit Agricole S. A. Audit and Risks Committee reports to the Board on the Committee's work in general and, more particularly, on the presentation of the interim and annual report on internal control and on risk measurement and monitoring. As of the date of the Annual General Meeting, the annual report for 2007 will have been presented to the Audit and Risks Committee and duly sent to the French Banking Commission and the Statutory Auditors. It will also have been presented to the Board of Directors.

#### **ROLE OF AUDIT AND RISKS COMMITTEE** (1)

The Crédit Agricole S. A. Internal Control Officers report to the Audit and Risks Committee created by Crédit Agricole S.A.'s Board of Directors.

A key aspect of the Committee's role is to verify the clarity of information provided and to assess the appropriateness of accounting methods and the quality of internal control. As such, it has broad powers to request and receive any information relating to periodical control, permanent control, including accounting and financial information, and compliance control.

It receives periodic reports on the activity management systems and risk measurement. An interim report on internal control and risk measurement and supervision for the first half of 2007 was presented to the Committee at its meeting of 8 November 2007. The annual report for 2007 will be presented to the Committee at its meeting of 24 April 2008.

The Chairman of the Audit and Risks Committee also receives regular reports summarising the conclusions of audits conducted by Group Control and Audit.

#### **ROLE OF THE CHIEF EXECUTIVE OFFICER REGARDING INTERNAL CONTROL**

The Chief Executive Officer defines the company's general organisation and oversees its implementation by competent qualified staff. He is directly and personally involved in the organisation and operation of the internal control system. His key responsibilities in this respect are as follows: defining roles and responsibilities and allocating adequate resources to the internal control function; ensuring that risk strategies and limits are compatible with the financial position (capital base, earnings) and strategic guidelines set by the Board of Directors; overseeing the implementation of risk identification and measurement systems that are appropriate for the company's activities and organisation; and ensuring that all essential information produced by these systems is reported to him on a regular basis; ensuring the adequacy and effectiveness of the internal control system through permanent monitoring; receiving information on any failures identified by the internal control system and the proposed corrective measures; in this respect, the Chief Executive Officer receives regular reports summarising the conclusions of audits conducted by Group Control and Audit.

# ▶ 3 – Internal control procedures and risk management and supervision within Crédit Agricole

#### Risk measurement and supervision

Crédit Agricole S.A. has risk measurement, supervision and control systems covering all risks (counterparty risk, financial risk, market risk, operational risk, legal and compliance risk, etc.), which are adapted to its business activities and organisation, and form an integral part of the internal control system. Information is reported periodically to the Management Committee, the Board of Directors and the Audit and Risks Committee, notably through the reports on internal control and risk measurement and supervision.

Detailed information on risk management is presented in the management report and in a separate note to the consolidated financial statements.

We note that an incident occurred during the summer of 2007 in proprietary trading operations in the Credit Markets & CDO product line at Calyon New York. This incident was rapidly detected and appropriate disclosure was made by the Group's decision-making and control bodies (particularly the Audit Committee) and steps were taken immediately vis-à-vis local management. Following this incident, Calyon initiated a programme consisting of eleven projects organised around three focuses:

- governance, through a review of the operation of the Market Risk and New Products and New Activities Committees, and of the alert process;
- the control system, with a review of the market risk management procedure and strengthened follow-up on activities;
- reporting, with enhanced financial statements to be provided to the bank's management.

Each project has been assigned to a clearly identified manager. A monitoring committee has kept track of overall progress. It reports to the Deputy Chief Executive Officer in charge of risks and support functions. In the light of the February 2008 Lagarde Report, and as of the date of this report, some of these systems have undergone additional review.

Furthermore, as the financial crisis intensified in the autumn of 2007, the Group decided to draw up a master plan for Calyon's risks.

#### **Risk Management and Permanent Controls**

The Risk Management and Permanent Controls function created in 2006 in accordance with the changes instituted by Regulation 97-02 continued to round out its organisation and actions in 2007.

The Risk Management and Permanent Controls function is responsible both for overall risk management and for the Group's permanent control system. It manages and controls credit, financial and operational risks, in particular those associated with the quality of financial and accounting information and with physical security, IT systems security, business continuity and supervision of key outsourced services.

The function reports to the Head of Group Risk Management and Permanent Controls, who is not attached to any operational function and in turn reports to the Chief Executive Officer of Crédit Agricole S.A. It brings together the cross-functional departments of Crédit Agricole S.A. (Group Risk Management and Permanent Controls) and the decentralised risk management and permanent controls functions, which are closest to the business lines, at each Group entity, in France and abroad. The function employs 2,000 full-time equivalents within the Crédit Agricole S.A. Group scope.

Its operation is based on structured governance bodies, including the Internal Control Committees, the Group Risk Management Committee (the forum where the Chief Executive approves the Group's strategies and is informed of its risk exposure), the Regional Banks' Risk Monitoring Committee, the Group Security Committee, the Standards and Methodology Committee, the Basel II Steering Committee, the Permanent Controls Steering Committee, the Business Line Monitoring Committees, which bring together in regularly scheduled meetings the Group Risk Management and Permanent Controls Department and the subsidiaries, and other committees in charge of the rating and IT systems. The Audit Committee and Board of Directors are kept informed of risk strategies and risk exposure on a regular basis.

#### CRÉDIT AGRICOLE S.A. CROSS-FUNCTIONAL **DEPARTMENTS (GROUP RISK MANAGEMENT AND** PERMANENT CONTROLS DEPARTMENT)

Crédit Agricole S.A.'s Group Risk Management and Permanent Controls Department (DRG) is responsible for monitoring and managing the Group's overall risk and permanent control systems. The DRG oversees and measures overall risks for the consolidated entity through specialised units for each category of risk; it defines and implements risk management and consolidation systems (standards, methodologies, IT systems and reporting systems).

The system applies more specifically to financial risks, and a special Group financial risk consolidation project was initiated at the beginning of 2007. Furthermore, in the current climate of financial crisis, a system for closely monitoring liquidity risks was instituted in 2007, underpinned mainly by a weekly committee chaired by the Chief Executive Officer of Crédit Agricole S.A.

The DRG also coordinates the application of an appropriate permanent control system for the Group overall (definition of key controls by type of risks, organisation of reporting on results to the relevant levels of consolidation within the Group based on differentiated inclusion criteria).

The DRG framework also includes a Business Line Monitoring function that is in charge of general and individual relationships between each Crédit Agricole S.A. Group subsidiary and the DRG. Officers are appointed to monitor the business lines and are in charge of the global and consolidated relationship (covering all types of risks) with each Group subsidiary, especially in Corporate and Investment Banking (Calyon).

Regional Bank risks are supervised by a special dedicated function, which reports up the line to the DRG.

#### **DECENTRALISED RISK MANAGEMENT** AND PERMANENT CONTROLS FUNCTIONS AT EACH BUSINESS LINE

#### Within Crédit Agricole S.A. Group

Deployment at the business line is in the form of a hierarchical business line with the appointment of a Risk Management and Permanent Controls officer (RCPR) for each subsidiary or business line. The Business Line RCPR reports up the line to the Group RCPR and functionally to the executive body of the relevant business line. This safeguards the independence of the local Risk Management and Permanent Controls Departments.

Acting under the responsibility of its own RCPR, each subsidiary or business line secures the resources it needs for managing its risks and to ensure the compliance of its permanent control system, in order to obtain a comprehensive, consolidated view of its risks that will guarantee the entity's sustainability across its internal control scope.

Relationships between each subsidiary or business line with the Group Risk Management and Permanent Controls Department are based on the following main principles:

- each subsidiary or business line applies the cross-functional standards and procedures defined by the DRG;
- each subsidiary or business line defines its own risk strategy, which is approved by the Group Risk Management Committee on the DRG's recommendation, specifying the global limits on the entity's commitments:
- each subsidiary or business line enters into an operating agreement with the DRG; this agreement is periodically revised and specifies the procedures to be applied within the entity to apply Group risk management and permanent controls rules to its own operations, and namely the format for reporting to DRG;

- authority is delegated from the Group RCPR to the Business Line RCPRs, which report up the line to Group RCPR in carrying out their duties; these officers are also subject to disclosure and early warning obligations vis-à-vis the Group Risk Management Department:
- a Business Line Monitoring Committee periodically brings together the DRG and the entity to review the quality of the risk management and permanent control system, including in corporate and investment banking (Calyon).

#### **Regional Banks**

Banking regulations on risks apply to each Regional Bank individually. Each Regional Bank has a Risk Management and Permanent Controls Officer, who reports to his Chief Executive Officer and is in charge of risk management oversight and compliance of his entity's permanent control system.

As the central body for the Regional Banks, Crédit Agricole S.A. consolidates the risks borne by the Regional Banks and manages their Risk Management and Permanent Controls function via the Group Risk Management and Permanent Controls Department by circulating the appropriate procedures to the Regional Banks, particularly for implementing the Group permanent control system.

Furthermore, large credit exposures borne by the Regional Banks must be presented to Foncaris, a credit institution that is a 100%-owned subsidiary of Crédit Agricole S.A., which partially guarantees such exposures. The requirement that the Regional Banks must ask Foncaris to guarantee their main transactions gives the central body an effective tool for assessing the associated risk before accepting it.

#### INTERNAL CONTROL SYSTEM FOR INFORMATION SYSTEMS SECURITY AND BUSINESS CONTINUITY PLANS

The Group Risk Management and Permanent Controls Division has set up organisations at Group level, inter alia in the areas of governance and security organisation, giving Crédit Agricole unified, consistent oversight across its entire scope and the wherewithal to standardise its systems.

All Group entities (the subsidiaries and Regional Banks) have implemented the system, which entails appointing a person in charge of IT systems security (RSSI), a person in charge of the business continuity plan (RPCA) and setting up crisis units at several levels (entity, community, by business line and nationally).

The RPCA and RSSI are responsible for setting up user backup plans and for ensuring they are operational through gradual deployment of business continuity plans exercises, and for ensuring IT systems security, primarily in the area of intrusion detection, in compliance with Group regulations and standards. The Group permanent control system, which was reinforced at the beginning of 2007, provides for a minimum base of mandatory controls for all entities in business continuity plans and IT systems security, with results reported to the Group Risk Management and Permanent Controls Division.

#### Internal control system for accounting and financial information

#### **ROLES AND RESPONSIBILITIES FOR PREPARATION** AND PROCESSING OF FINANCIAL INFORMATION

In keeping with the applicable rules within the Group, the organisational principles and responsibilities of the Group Finance Department functions are set out in a procedure.

The Central Finance Function is organised as a business line within the Crédit Agricole S.A. Group. The heads of the finance function for a business line or subsidiary report up the line to the head of the business line or subsidiary and to the Group Finance Director.

At each business line, the Finance Department acts as a relay for circulating the Group's principles with respect to standards and information system organisation, as a function of each business line's special attributes; in some cases, it also constitutes an intermediate level for preparation of the business line's accounting and business management information.

Each business line and/or entity must have the resources to ensure that accounting and management information transmitted to the Group for consolidation purposes is reliable. It must ensure that data conform to Group accounting standards and are consistent with the individual accounts approved by its decision-making body, and it is responsible for reconciliation of accounting and management data.

Within the Group Finance Department, three functions are primarily responsible for preparation of published accounting and financial information: Accounting, Management Control and Financial Communication.

#### **ACCOUNTING**

The main purpose of the Accounting function is to draw up the parent company accounts of Crédit Agricole S.A., the consolidated accounts of the Crédit Agricole S.A. and Crédit Agricole Groups, and segment reporting for the Crédit Agricole S.A. Group based on the Financial Communication function's definition of the business lines. In accordance with applicable regulations, the Accounting function defines and circulates the accounting standards and principles that apply to the Group. It oversees accounting standards, lays down the rules governing the architecture of the accounting information and regulatory reporting system, and manages the accounting processes for account consolidation and regulatory reporting.

#### **MANAGEMENT CONTROL**

In the preparation of financial information, the Management Control function defines the rules for allocating economic capital (definition, allocation policy, consistency of profitability measurement tools) and draws up the medium-term business plan and budget for the Crédit Agricole S. A. Group. To fulfil its mission, Group Management Control sets out procedures and methods of management control and the architecture and rules for managing the Group's management control system.

#### **FINANCIAL COMMUNICATION**

Crédit Agricole S.A.'s Financial Communication and Investor Relations function is responsible for information published in press releases and presentations to shareholders, financial analysts, institutional investors and the press. This information is also contained in documents subject to approval by the Autorité des marchés financiers (AMF). In this respect, working under the responsibility of the Chief Executive Officer and Crédit Agricole S. A. Group's Finance Director, the Financial Communication function provides the basis for presentations of Crédit Agricole S.A. Group results and all general information on the Group needed to enable third parties to formulate an opinion, particularly on the Group's financial strength, profitability and outlook.

#### PROCEDURES FOR PREPARATION AND PROCESSING OF FINANCIAL INFORMATION

Each Group entity has responsibility, vis-à-vis the Group and the supervisory authorities to which it reports, for its own financial statements, which are approved by its decision-making body. Depending on the entity's size, these financial statements are subject to prior review by the entity's Audit Committee, if it has one.

As for the Crédit Agricole Regional Banks, once their financial statements are drawn up, they are approved by the Accounting Division of Crédit Agricole S.A.; this is one of its responsibilities as central body, in accordance with Article R.512-11 of the Code monétaire et financier.

The Crédit Agricole S.A. Group's consolidated financial statements are submitted to the Audit Committee and approved by the Board of Directors of Crédit Agricole S.A.

Most published financial information is based on accounting data and on management data.

### **ACCOUNTING DATA**

Figures for each individual entity are drawn up in accordance with the accounting standards applicable where the entity operates. For Group consolidated financial statement preparation purposes, the local accounts are restated to conform with IFRS principles and methods adopted by the Crédit Agricole S. A. Group.

In 2007, projects identified as part of the programme for accelerating the time to publication for the Crédit Agricole Group's consolidated financial statements were initiated by Group entities.

#### MANAGEMENT DATA

Management data is produced by the Management Control function of the Group Finance Division or the Group Risk Management Division. Each business line and/or subsidiary forwards its management information to Crédit Agricole S.A. after reconciling it with its own accounting information.

Furthermore, external sources of information, such as the European Central Bank and Bank of France, may be used for management data, particularly for calculating market shares.

In accordance with AMF and CESR recommendations, the use of management data for preparing published financial information meets the following guidelines:

- the type of published financial information as defined by European regulation No. 809/2004: historical information, pro forma data, projections or trends;
- a clear description of the sources from which the financial information was drawn. When published data are not extracted directly from accounting information, the sources and definition of calculation methods are mentioned to give investors a better understanding;
- comparability of figures and indicators over time, which implies ongoing use of the same sources, calculation methods and methodologies.

#### **DESCRIPTION OF PERMANENT ACCOUNTING CONTROL SYSTEM**

The permanent accounting control function, which reports up the line to DRG as well as to the Group Finance Director, continued to structure its organisation. The Group permanent accounting control function is based on cross-linking the network of risk management and permanent controls officers of the subsidiaries and Regional Banks. It is directly in charge of carrying out control missions on the functions that prepare Crédit Agricole S.A. Group financial information.

The unit has four key roles:

- to define the standards and organisational and operational principles of permanent controls within the Crédit Agricole
- to assess the quality of Group processes for producing and verifying published accounting and financial information and the system for monitoring risks associated with this information implemented within the Crédit Agricole Group;
- to supervise and follow up on corrective measures implemented at Group level;
- to report on the assessment of permanent controls on accounting and financial information to the Group's internal control oversight committees and, at their request, to the decision-making body or to the Audit and Risk Committee.

In 2007, the priorities were placed on implementing quality monitoring indicators for the account closing process within the Group and on continuing to build the methodology databases for the system.

#### PERSONAL INSURANCE BUSINESS LINE

In Life Insurance, Predica had appealed a French Insurance Control Authority (Autorité de Contrôle des Assurances et Mutuelles) ruling, mainly on guaranteed-rate policies, to the Council of State. During 2007, the Council of State confirmed this decision.

#### **RELATIONS WITH THE STATUTORY AUDITORS**

The registration document, its updates, and offering circulars and prospectuses prepared for new share or debt issues, which contain comprehensive financial information, are subject to approval or registration by the AMF.

In accordance with French professional standards, the Statutory Auditors perform those procedures they deem appropriate on published financial and accounting information:

- audit of the parent-company and consolidated financial statements:
- partial audit of half-year consolidated financial statements;
- overall review of quarterly financial information and materials used as a basis for presenting financial information to financial analysts.

As part of the duties assigned to them by law, the Statutory Auditors submit to Crédit Agricole S.A.'s Board of Directors and Audit Committee their observations on the financial and accounting information they have reviewed in carrying out their assignment.

# Compliance risk prevention and controls

Crédit Agricole S.A., its subsidiaries and the Regional Banks each have their own compliance department. These functions employ over 580 full-time equivalents within the Crédit Agricole S.A. Group and some 170 people at the Regional Banks.

Crédit Agricole S.A.'s Compliance Officer, who reports to the Crédit Agricole S.A. Company Secretary, has functional authority over the Compliance Officers of Crédit Agricole S.A.'s French and foreign subsidiaries. This unit is responsible for overseeing, coordinating and managing compliance verification for the Regional Banks. The Crédit Agricole S.A. Group Compliance Officers operate completely independently, with a hierarchical reporting line and a functional reporting line.

The Group Head of Compliance is responsible for developing policies on compliance with:

- the laws and regulations specifically monitored by the Compliance function, their circulation and ascertaining that they are observed:
- rules on prevention of money-laundering and terrorism financing, on embargos and freezes on assets, and on prevention of external fraud by organised crime.

In addition, monthly compliance failure reports and half-yearly compliance reports with updated compliance risk maps are sent to the Compliance Department.

The Compliance Management Committee, chaired by Crédit Agricole S.A.'s Company Secretary, meets monthly. The Chief Executive Officer of Crédit Agricole S.A. attends these monthly meetings on a regular basis. The Committee takes the necessary decisions for compliance failure prevention and on implementing and monitoring corrective actions taken to remedy the most serious compliance failures that are brought to its attention. The Committee periodically reports on its work to the Audit and Risk Committee of the Crédit Agricole S. A. Board of Directors.

Three units within the Group Compliance Department are dedicated to Group entities: Regional Banks, French subsidiaries, international subsidiaries. Three other cross-functional units are responsible for operational controls, securities and IT systems project management for those regulations specifically monitored by the Compliance function.

During 2007, the Group Compliance Department supported the International retail banking business line's expansion in a secure framework. Crédit Agricole S.A. undertook significant actions to deploy compliance systems working within the FIDES procedures governing the organisation and framework for intervention of the Crédit Agricole S.A. Group Compliance function. Compliance officers of the relevant international subsidiaries were formally appointed by the Head of Group Compliance as they were integrated into the organisation. Compliance Management Committees were set up. In addition, the FIDES training modules were activated in the relevant countries.

Actions were also undertaken to set up tools for profiling and for monitoring customer accounts and transactions, in retail banking, corporate and investment banking and asset management. The use of these tools will improve the effectiveness of the moneylaundering prevention system. An IT tool (Fircosoft) for monitoring inflows and outflows was installed on Crédit Agricole S.A.'s Swift platform. It is being deployed in the international entities. The ultimate purpose of this tool is to monitor inflows and outflows in real time, to ensure compliance with embargos, asset freezes, money laundering and terrorism financing prevention and to comply with the provisions of SR VII (application of the European regulation on funds transfers).

Certain tools were also implemented in the area of market abuse prevention, in keeping with European directives.

To implement the Markets in Financial Instruments Directive, the Crédit Agricole S.A. Compliance Department provided support to the Crédit Agricole Group to prepare it for meeting the requirements of this directive and its transposition into French law on 1 November 2007, while leaving the business lines in charge of managing this project. The Compliance Department oversaw the integration of requirements arising from the Directive into the Group entities' existing tools.

#### Periodical controls

Group Control and Audit, which reports directly to the Chief Executive Officer of Crédit Agricole S.A., is the highest level of control within the Crédit Agricole Group. It is responsible for periodical controls of the Crédit Agricole Group through its audits, through oversight of the Control and Audit business line of the Crédit Agricole S.A. Group, which reports up the line to this function, and for supervision of the Regional Banks' internal audit units.

It also carries out field and office audits in the Regional Banks and in all Crédit Agricole S. A. business units and subsidiaries, including those that have their own internal audit teams.

These periodical audits include a critical assessment of the internal control system implemented by the audited entities. These procedures are designed to provide reasonable assurance that the system is effective in terms of transaction security, risk management and compliance with external and internal rules.

They include verifying that the audited entity complies with external and internal regulations, assessing the security and effectiveness of operational procedures, ensuring that the system for measuring and supervising all risks is adequate, and verifying the reliability of financial information. During 2007, the work of Group Control and Audit included audits of various Group units and entities, particularly the foreign banks recently acquired by the Group (Emporiki Bank of Greece, Index Bank in Ukraine, Crédit Agricole Egypt, Cariparma Gruppo in Italy), preparing for the implementation of the new international solvency ratio (Basel II), financial security oversight, the permanent control system, inclusion of key outsourced services in the internal control system, and property risk exposure. Group Control and Audit also carried out special audits in connection with the financial crisis in the second half 2007 or arranged for such audits to carried out by the internal audit units of subsidiaries.

Group Control and Audit also provides central oversight of the control and audit function for all subsidiaries, including Calyon and LCL, thereby improving the effectiveness of controls by disseminating best audit practices designed to guarantee the security and conformity of transactions carried out by the Group's various entities and to develop common areas of expertise. At end-2007, the business line employed 810 full-time equivalents within the Crédit Agricole S.A. Group (including Group Control and Audit but not including audits of the Regional Banks, which have 344 staff members assigned to this task).

In addition, joint audit assignments are carried out regularly by Group Control and Audit and the subsidiaries' internal audit departments, to encourage exchange of best practices. Special importance is placed on topical and cross-functional investigations.

Through the relevant Group subsidiaries' Internal Control Committees, to which members of each entity's senior management, internal audit department, Permanent Controls Officer and Compliance Officer belong, Group Control and Audit ascertains that audit plans are successfully carried out, that risks are properly managed, and, more generally, that each entity's internal control systems are adequate.

In 2007, work continued on projects designed to improve the effectiveness and uniformity of the Group's overall periodical control system that were initiated in 2006 following a Banking Commission examination.

Audits carried out by Crédit Agricole S.A. Group Control and Audit, the internal audit departments and all external audits conducted by supervisory authorities or outside firms are monitored through a formal system to ensure that all recommendations made are implemented through corrective and strictly prioritised action plans, according to a clearly defined timetable.

The Board of Directors, of which I am Chairman, the Audit and Risks Committee and the Chief Executive Officer, due to his own specific responsibilities, are provided with comprehensive information on internal control and exposure to risk, areas of potential progress and any corrective measures adopted as part of an approach designed to achieve ongoing improvement. The internal control system and procedures are updated continuously to meet new developments in regulations, business activities and risks.

All this information is contained in the annual report on internal control and risk measurement and supervision, the annual management report and regular reporting on operations and control.

The Chairman of the Board of Directors Crédit Agricole S.A.

René CARRON

Statutory Auditors' report

# **Statutory Auditors' report**

prepared in accordance with article L. 225-235 of the Code de commerce on the report prepared by the Chairman of the Board of Directors of Crédit Agricole S.A. on internal control procedures relating to the preparation and processing of financial and accounting information

This is a free translation into English of a report issued in the French language and is provided solely for the convenience of English speaking readers.

This report should be read in conjuntion with, and construed in accordance with, French law and professional auditing standards applicable in France.

Year ended 31 December 2007

#### To the Shareholders:

In our capacity as Statutory Auditors of the Company Crédit Agricole S. A., and in accordance with article L. 225-235 of the French company law (Code de commerce), we report to you on the report prepared by the Chairman of your company in accordance with article L. 225-37 of the French company law (Code de commerce) for the year ended 31 December 2007.

It is the Chairman's responsibility to give an account in his report, notably of the conditions in which the duties of the Board of Directors are prepared and organised and the internal control procedures in place within the Company.

It is our responsibility to report to you our observations on the information set out in the Chairman's report on the internal control procedures relating to the preparation and processing of financial and accounting information.

We performed our procedures in accordance with professional guidelines applicable in France. These require us to perform procedures to assess the fairness of the information set out in the Chairman's report on the internal control procedures relating to the preparation and processing of financial and accounting information. These procedures notably consisted of:

- gain an understanding of the internal control procedures relating to the preparation and processing of financial and accounting information underlying the information presented in the Chairman's report and of existing documentation;
- gain an understanding of the work involved in drawing up such information and of existing documentation;
- determining whether any major internal control deficiencies in connection with the preparation and processing of financial and accounting information that we may have identified in the course of our assignment have been properly disclosed in the Chairman's report.

On the basis of this work, we have no matters to report in connection with the information regarding the Company's internal control procedures relating to the preparation and processing of financial and accounting information contained in the Chairman's report, prepared in accordance with article L. 225-37 of the Code de commerce.

> Neuilly-sur-Seine, 19 March 2008 The Statutory Auditors

PricewaterhouseCoopers Audit Gérard Hautefeuille

FRNST & YOUNG et Autres Valérie Meeus

### Information on Executive Officers and Directors

The information below concerning the compensation, terms of office and functions of corporate officers is required by article L. 225-102 of the French Commercial Code taken from the law on "New Economic Relations" of 15 May 2001, the Financial Security Act of 1 August 2003 and order No. 2004-604 of 24 June 2004.

#### COMPENSATION PAID TO EXECUTIVE OFFICERS AND DIRECTORS

#### ▶ Board of Directors

The following sums were paid to Crédit Agricole S.A. Board Members in 2007 and in financial years 2006 and 2005 for serving as Directors of Crédit Agricole S.A. or subsidiaries of the Group (Calyon, LCL - le Crédit Lyonnais):

#### **DIRECTORS' FEES**

		2007				
(in euros)	Crédit Agricole S.A.	Calyon	LCL	Total	2006	2005
Directors elected by the shareholders						
René Carron	18,900			18,900	16,500	15,000
Jean-Marie Sander	47,850	15,000	10,000	72,850	65,000	63,500
Jean-Paul Chifflet (1)	39,550	15,000	8,000	62,550		
Noël Dupuy	46,650		10,000	56,650	46,500	42,500
Pierre Bru	(a) 37,500	19,000		56,500	43,000	44,500
Philippe Camus	(a) 51,500			51,050	37,000	16,500
Alain David	(a) 31,200			31,200	24,000	12,500
Bruno de Laage	(b) 44,400			44,400	18,000	
Alain Diéval	(a) 43,800			43,800	34,500	34,000
Jean-Roger Drouet	38,600			38,600	30,500	
Xavier Fontanet	(a) 27,750			27,750	24,500	26,000
Carole Giraud	(a) 31,200			31,200	24,000	25,000
Roger Gobin (2)	(a) 18,000	6,000		24,000	48,000	46,500
Lord Jay (3)	19,800			19,800		
Daniel Lebègue	(a) 55,050			55,050	31,500	31,500
Dominique Lefebvre (4)	16,200		10,000	26,200		
Bernard Mary	(a) 40,800			40,800	33,000	30,000
Michel Michaut	28,200			28,200	26,500	25,000
Jean-Pierre Pargade	34,500		2,000	36,500	30,000	28,000
Corrado Passera (5)					8,500	10,000
Directors elected by employees						
Daniel Coussens (6)	(b) 34,200			34,200	9,000	
Guy Savarin (7)	(c) 34,200			34,200	9,000	
Director representing the professional organi	sations					
Jean-Michel Lemetayer	(b) 34,200			34,200	21,500	20,000
Non-voting Director						
Henri Moulard	(a) 42,500	30,000	25,000	97,500	89,500	90,000

<sup>(1)</sup> As from January 2007. (2) Until May 2007. (3) As from May 2007. (4) As from May 2007. (5) Until January 2007. (6) Until June 2006. (7) As from June 2006.

<sup>(</sup>a) Including a €3,000 adjustment in respect of 2006, paid in the first quarter of 2007.

<sup>(</sup>b) Including a €6,000 adjustment in respect of 2006, paid in the first quarter of 2007.

<sup>(</sup>c) Including a €6,000 adjustment in respect of 2006, paid in the first quarter of 2007. It is specified that the two Directors representing employees transfer the full amount of compensation received to their labour unions.

The total amount of Directors' fees approved by the shareholders of Crédit Agricole S. A. at the AGM of May 2007 was €950,000. This sum was allocated to the Directors as follows, in accordance with the following principles applied as from July 2007:

- for each Board meeting attended, each Director received €3,300 and the non-voting Director received €2,750;
- the Chairman of the Board received attendance fees only in his capacity as Chairman of the Strategic Committee and member of the Appointments and Governance Committee. His compensation for serving as Chairman of the Board (as set out below in the section entitled "Chairman, Chief Executive Officer and Deputy Chief Executive Officer") is determined by the Board, based on the recommendation of the Compensation Committee;
- the Chairmen of the Audit and Risks Committee, of the Strategic Committee, of the Compensation Committee and the Appointments and Governance Committee received additional annual lump-sum compensation of €18,000 for the Audit and Risks Committee Chairman, €16,500 for the Strategic Committee Chairman and €11,000 for the Chairmen of the Compensation Committee and the Appointments and Governance Committee;
- members of the Audit and Risks Committee and Strategic Committee received an additional €2,200 per Committee meeting attended and members of the Compensation and Appointments and Governance Committees received an additional €1,650 per Committee meeting attended.

#### ► Chairman, Chief Executive Officer and Deputy Chief Executive Officers

The following sums were paid to the senior executives of Crédit Agricole S.A. for serving as officers and under the terms of their employment agreement:

	2007				20	06		2005				2007			
Executive officer	Compens	sation (1)	Directors' fees paid		Compen	sation (1)	Directors' fees paid		Compen	sation (1)	Directors' fees paid			ck-options tisting plans	
(gross amounts in euros)	Fixed	Variable	by Group companies	Benefits in kind (2)	Fixed	Variable	by Group companies	Benefits in kind (2)	Fixed	Variable	by Group companies	Benefits in kind (2)	Plan	Number	Exercise price
René Carron Chairman of Crédit Agricole S.A.	420,000		18,900 (4)	142,720	288,000		16,500 <sup>(4)</sup>	141,000	282,600		15,000 (4)	139,200	-	-	-
Georges Pauget Chief Executive Officer of Crédit Agricole S.A.	920,000	957,100	49,000 (5)	573,954	800,000	650,000	29,000 (5)	263,030	495,500	405,000	18,000 (5)	212,900	2003 2004 2006	40,164 70,000 100,000	14.59 20.48 33.61
Edouard Esparbès <sup>(n)</sup> Deputy Chief Executive Officer of Crédit Agricole S. A. until 1/09/2007 Chief Executive Officer of Calyon until 30/09/2007	552,000 (6)	957,100	8,000 (6)	441,902	700,000	850,000	8,000	403,817	600,000	500,000	8,000	254,500	2004 2006	70,000 70,000	20.48 33.61
Jacques Lenormand Chief Executive Officer since 1 September 2007	141,667 (8)		6,000 (9)										2006	35,000	33.61
Jean-Frédéric De Leusse Chief Executive Officer since 1 September 2007	100,000 (8)												2004 2006	25,000 35,000	20.48 33.61

- (1) Variable compensation consists of bonuses paid in 2007 in respect of 2006.
- (2) Equals the value of any benefits derived from the use of a company residence and amounts paid by the company to fund retirement benefits.
- (3) Mr Carron received no Crédit Agricole S.A. stock-options under the different plans.
- (4) As Chairman of the Crédit Agricole S.A. Strategic Committee and member of the Appointments and Governance Committee.
- (5) As Chairman of LCL (in 2006 and 2007) and Director of Calyon (in 2005, 2006 and 2007).
- (6) Compensation paid until 1 September 2007, the end of his term as Deputy CEO of Crédit Agricole S.A and until 30 September 2007, the end of his term as Chief Executive Officer of Calyon. Directors' fees received for serving as a Director of LCL (2007).
- (7) Variable compensation paid to Edouard Esparbès covering the period from 1 January 2007 until 30 September 2007, paid In March 2008, amounted to €552,000.
- (8) Fixed compensation paid to new Deputy CEOs since 1 September 2007, the date of their appointment as Deputy CEOs of Crédit Agricole S.A.
- (9) As Director of LCL.

#### Chairman

The Chairman's compensation consists of a fixed salary plus a specific retirement benefit.

In 2007, he received €420,000 in fixed compensation. The value of benefits in kind, consisting of the use of a company residence and the retirement benefit, amounted to €142,720.

#### **Chief Executive Officer and Deputy Chief Executive Officers**

The Board of Directors of Crédit Agricole S.A. determined the composition and level of compensation paid to the Chief Executive Officer and Deputy Chief Executive Officers of Crédit Agricole S.A.

#### Compensation principles

Compensation comprises a fixed component and a variable component:

- the fixed component is determined by reference to market practices:
- the variable component, which is capped, in turn consists of two parts:
- the first is based on financial performance indicators applied to the Group and on results for the business lines for which the relevant party is responsible,
- the second is determined by a qualitative assessment based on predefined targets.

#### Fixed compensation paid in 2007

Annual compensation paid to Mr Pauget, Chief Executive Officer of Crédit Agricole S.A. for 2007 was determined by a resolution of the Board of Directors dated 6 March 2007, fixing it at €920,000.

Annual compensation paid to Mr Esparbès, Deputy Chief Executive Officer of Crédit Agricole S. A. for 2007 was €736,000, the same as in 2006, as determined by a resolution of the Board of Directors of Calyon.

Fixed compensation paid to Mr Lenormand, Deputy Chief Executive Officer of Crédit Agricole S.A. in charge of French Retail Banking and Group Marketing Strategy, was determined by a resolution of the Board of Directors of Crédit Agricole S.A. dated 29 August 2007, fixing it at €425,000 as from 1 September 2007.

Fixed compensation paid to Mr de Leusse, Deputy Chief Executive Officer of Crédit Agricole S. A. in charge of International Development was determined by a resolution of the Board of Directors of Crédit Agricole S.A. dated 29 August 2007, fixing it at €300,000 as from 1 September 2007.

#### Variable compensation paid in 2007 in respect of 2006

Mr. Pauget's variable compensation was fixed at €957,100 by the Board of Directors at its meeting of 6 March 2007, based on meeting the quantitative and qualitative criteria determined at its meetings of 7 March and 18 July 2006:

- 40% was based on the Group's performance indicators, with 12% of this based on Crédit Agricole S.A.'s net banking income and 28% on its earnings per share;
- 60% was based on an assessment of implementation of the managerial aspect of the Crédit Agricole S.A. Group's development plan and corporate strategic plan, completion of acquisitions and control over the cost/income ratio.

The bonus was based on a target value of 100%, up to a maximum of 120%.

In the light of the Group's results and of the performance assessments, the amount of the bonus was close to the ceiling amount.

Mr Esparbès' variable compensation was determined by the Calyon Board of Directors at its meeting of 28 February 2007 and fixed at €957,100, as follows:

- 50% was based on performance indicators, with 30% of this based on GOI growth after Calyon's risk-related costs, 6% on growth in net banking income, and 14% on Crédit Agricole S.A.'s earnings per share;
- 50% was based on the assessment of a number of criteria relating to the overall operation of Calyon and the contribution to Crédit Agricole S.A. Group cross-functional projects.

The bonus was based on a target value of 100%, up to a maximum of 120%.

Based on Calyon's results for the year ended 31 December 2006, variable compensation calculated on the above variables was fixed at €837,100, with a performance index of 119.6%, which was close to the maximum, and the Board decided to pay an exceptional bonus of €120,000.

Variable compensation paid to Mr Lenormand and Mr de Leusse in respect of 2006 was based on the offices previously held by them, (Mr Lenormand was Group Head of Business Development in France and Mr de Leusse was Group Head of International Business Development, Head of International Retail Banking and Head of the Private Banking business line).

The Chief Executive Officer, Deputy Chief Executive Officer in charge of Calyon and the Deputy Chief Executive Officer in charge of International Business Development are covered by the supplemental pension plan established for the Group's key executives, which cannot be individualised. Beneficiaries accrue benefits under this plan only if they remain within the Group until retirement age. The plan is a differential scheme that supplements the pensions acquired through general schemes and mandatory supplemental schemes during their career inside or outside the Crédit Agricole Group. Provisions are booked globally each year (without specific calculations for corporate officers), on the basis of profiles established as a function of the beneficiaries' characteristics (average age, average pay and typical career, in order to recreate the pension rights of general schemes).

#### OFFICES HELD BY EXECUTIVE OFFICERS AND DIRECTORS

#### BOARD OF DIRECTORS OF CRÉDIT AGRICOLE S.A. AT 31 DECEMBER 2007

Name, given name, business address and number of shares held <sup>(1)</sup>	Date first appointed	Term of office ends	Main office within the company	Main offices outside the company	Other offices held in any company within the past five years
René Carron CRCAM DES SAVOIE 4, avenue du Pré-Félin BP 200 74942 Annecy-Le-Vieux No. of shares held: 7,070	20/05/1999	2008	Chairman of the Board Chairman of the Strategic Committee and member of the Appointments and Governance Committee	Chairman, CRCAM des Savoie Deputy Chairman, FNCA Member of the Supervisory Board, Lagardère Chairman, FARM (Fondation pour l'Agriculture et la Ruralité dans le Monde) Director, Suez, Fiat S.p.A. Director, Sacam and Sacam Participations Deputy Chairman, CNMCCA Permanent Representative of Crédit Agricole S.A. Director, Fondation de France Director, Fondation du Crédit Agricole Pays de France Director, Crédit Agricole Solidarité et Développement Director, Scicam Executive Committee Member, Gecam Chairman, Cica	Member of the Supervisory Board, Eurazeo (until June 2005) Advisor, Banque de France de la Savoie (01/2003) Director, Crédit Agricole Indosuez (2000-2003) Director, Crédit Lyonnais (2002-2003) Director, Fonds Coopération Crédit Agricole Mutuel (L.1901) (until 2003) Chairman, FNCA (06/07/2000-30/04/2003) and ex-officio member of Association des Présidents Chairman, SAS Rue La Boétie (until 2003) Chairman, Local Bank of Yenne (until 2004) Director and Vice-Chairman, Banca Intesa (December 2006) General Councillor, Member of the Standing Committee, General Council of Savoie Chairman, GIE Gecam (until 2004). Director, Rue Impériale (until 2004) Director, SAS Sapacam Director, Sofinco (until 2004) Member of the Management Committee and Executive Manager of Adicam (2003)

<sup>(1)</sup> Are only included shares directly held by Executive Officers and Directors (excluding these held through employee share ownership plans).

Name, given name, business address and number of shares held <sup>(1)</sup>	Date first appointed	Term of office ends	Main office within the company	Main offices outside the company	Other offices held in any company within the past five years
Jean-Marie Sander CRCAM D'ALSACE-VOSGES 1, place de la Gare BP 440 67008 Strasbourg CEDEX No. of shares held: 14,635	20/05/1999	2009	Vice-Chairman of the Board (Representative of SAS Rue La Boétie) Member of the Strategic Committee, Appointments and Governance Committee, and Compensation Committee	Chairman, CRCAM d'Alsace-Vosges Chairman, FNCA Chairman, SAS Rue La Boétie Chairman, SAS Rue La Boétie Chairman, SAS Sacam International Deputy Chairman, SAS Sacam Développement Chairman, Sacam Participations Executive Committee Member, Adicam SARL Director, LCL and Calyon Chairman, CNMCCA Chairman, CNMCCA Chairman, Conseil économique et social d'Alsace Chairman of Management Committee, Gecam (GIE) Director, Sacam Director, Scicam Director, GIE Cirecam Non-voting Director, Electricité de Strasbourg Legal representative of the Chairman (SAS Sacam Participations) in the following companies: SAS Segur, SAS Miromesnil, SAS Sacam Santeffi, SAS Sacam Assurance Caution, SAS Sacam Pleinchamp, SAS Sacam Fireca, SAS Sacam Progica	Director, Predica (until April 2004), Sapacam S.A. (until 27/06/2002). Chairman, SAS Sapacam (until 30/12/2003)
Jean-Paul Chifflet CRCAM CENTRE-EST 1, rue Pierre de Truchis de Lays 69410 Champagne au Mont d'or No. of shares held: 4,060	31/01/2007	2010	Deputy Chairman of the Board Member of the Strategic Committee and of the Appointments and Governance Committee	Chief Executive Officer, CRCAM Centre-Est Secretary-General, FNCA Chairman, SAS Sacam Développement, Carvest Deputy Chairman, SAS Rue La Boétie CEO, SAS Sacam International Director, LCL, Calyon, Crédit Agricole Financements S.A. (Suisse), S.A. DeltAger, Fédération Rhône-Alpes du Crédit Agricole, SAS Sacam, SAS Sacam Participations; SCI Scicam; GIE AMT Executive Committee Member, Adicam Sarl	Director, GIE Attica Chairman and Director, Pacifica Director of Predica (until 20 June 2007) Deputy Secretary-General, FNCA (2003-2006) Director, Banque de Gestion Privée Indosuez S.A (until March 2007) Executive Committee Member, SAS Sacam Santeffi (until February 2007) Director, Apis CA, Director, Crédit Agricole Capital Investissement et Finance (March 2007)
Noël Dupuy CRCAM TOURAINE ET POITOU Boulevard Winston-Churchill 37041 Tours CEDEX No. of shares held: 5,129	21/05/2003	2009	Deputy Chairman of the Board Member of the Strategic Committee and of the Audit and Risks Committee	Chairman, CRCAM de la Touraine et du Poitou Deputy Chairman, FNCA Deputy Chairman, Caisse Locale de la Vallée de l'Indre Director, LCL Director, Sapacam, Sacam, SCI Cam, Crédit Agricole Titres Director, Predica, Representative of Crédit Agricole S.A. Member of the Supervisory Board, Eurazeo, and of Comité National de l'Assurance en Agriculture	Director, IDIA Participations, Sofipar (until 31 December 2007)

<sup>(1)</sup> Are only included shares directly held by Executive Officers and Directors (excluding these held through employee share ownership plans).

Name, given name, business address and number of shares held <sup>(f)</sup>	Date first appointed	Term of office ends	Main office within the company	Main offices outside the company	Other offices held in any company within the past five years
Pierre Bru CRCAM NORD MIDI-PYRÉNÉES 219, avenue François-Verdier 81000 Albi No. of shares held: 647	25/05/2000	2010	Director, Member of the Compensation Committee	Chairman, CRCAM Nord Midi-Pyrénées Chairman, Sodagri Director of Calyon; Member of the Compensation Committee Director, Inforsud Gestion, Inforsud Editique; Inforsud FM; Inforsud Diffusion; Graphi (SAS); Mérico Deltaprint; Chabrillac, Idia Participations, Sofipar Director, Caisse Locale de Pont de Salars Chairman, l'Institut Universitaire Technologique de Rodez, SAS NMP Développement Executive Manager, GFA du Pont des Rives and GAEC Recoules d'Arques Non-voting Director, Grand Sud Ouest Capital. Non-voting Director, SEM 12	Chairman, CR Quercy Rouergue (Regional Bank merged into CR Nord Midi Pyrénées in May 2004) Chairman and Chief Executive Officer, Inforsud Gestion (until December 2004) Chairman, FNCA National Negotiating Commission and Employee Relations Commission (until December 2004) Director, Société des Caves de Roquefort (until 2003) Director, Camarca and CRCCA (Caisse de Retraite Complémentaire du Crédit Agricole, Scicam, Sacam and Sacam Participations, (2006) Member and Treasurer, Bureau Fédéral FNCA (2006) Director, Sica (1995-2003); GIE Gecam (2006)
Philippe Camus LAGARDÈRE 441 2 <sup>nd</sup> Avenue North Naples Florida (USA) No. of shares held: 1,364	18/05/2005	2008	Director, Chairman of the Compensation Committee, Member of the Audit and Risks Committee	Co-Executive Manager, Lagardère SCA Deputy Chief Executive Officer, Sté ARJIL commanditée - Arco (SA) Representative of Sté ARJIL commanditée - Arco (S.A.), General Partner and Co-Executive Manager, Lagardère SCA Supervisory Board Member, Hachette Filipacchi Medias (SAS) Supervisory Board Member, Lagardère Active (SAS) Director, Editions P. Amaury (S.A.) Permanent Representative of Lagardère SCA on the Board of Directors of Lagardère Active Broadcast SA (Monaco) Permanent Representative of Hachette SA on the Board of Directors of Hachette Distribution Services (SA) Permanent Representative of Lagardère SCA on the Board of Directors of Hachette SA Director, Accor Chairman and CEO, Lagardère North America Inc. Honorary Chairman, Gifas Director, Schlumberger	Executive Chairman, EADS (until 11 May 2005) Director, Dassault Aviation (until 11 May 2005) Director, Credit Lyonnais (until 30/07/2003) Co-Executive Chairman, EADS N.V. (until 11/05/2005) Co-Executive Chairman, EADS Participations N.V. (until 11/05/2005). Chairman, Groupement des Industries Françaises Aéronautiques et Spatiales (until 11/05/2005). Member of the Compensation Committee, Airbus (until 11/05/2005) Member of the Partners' Committee, Airbus (until 11/05/2005) Director, La Provence (SA) (until 16/10/2006) Director, Nice Matin (SA) (until 23/10/2006)

<sup>(1)</sup> Are only included shares directly held by Executive Officers and Directors (excluding these held through employee share ownership plans).

Name, given name, business address and number of shares held <sup>(1)</sup>	Date first appointed	Term of office ends	Main office within the company	Main offices outside the company	Other offices held in any company within the past five years
Alain David CRCAM D'ILLE-ET-VILAINE 45, boulevard de la Liberté 35000 Rennes No. of shares held: 874	18/05/2005	2010	Director	Chairman, CRCAM d'Ille-et-Vilaine Chairman of the Human Resources Commission, FNCA Chairman, Federal Negotiating Delegation, FNCA Member of Agriculture Commission Director, Camca Alternate Director, Camarca Deputy Director of FNCA to AG CCPMA Retraite et Prévoyance, Camarca and CRCCA Chairman, CA Handicap et Emploi Association. Chairman and Director, Caisse Locale du Grand-Fougeray Chairman, Intercommunalité du Pays du Grand Fougeray Director: Crédit Immobilier de Bretagne, Uni Expansion Ouest, Société d'Aménagement et de Développement d'Ille-et-Vilaine Mayor of Grand-Fougeray Member, CES de Bretagne representing Crédit Agricole Head of a small business Executive Manager, SCI Bruseca, Divad - SARL A David	Member of the Human Resources Commission, FNCA (until March 2005)
Bruno de Laage CRCAM DE L'ANJOU ET DU MAINE 40, rue Prémartine 72083 Le Mans CEDEX 09 No. of shares held: 1,211	May 2006	2010	Director, Member of the Strategic Committee	Chief Executive Officer, CRCAM de l'Anjou et du Maine Chairman, John Deere Crédit SAS Chairman, GIE Atlantica Director, Cacif (Crédit Agricole Capital Investissement et Finance) Director, Crédit Agricole Titres Director, Crédit Agricole Titres Director, Uni Expansion Ouest Director, Euro Securities Partners Deputy Secretary-General, FNCA (Dec. 2006)	Director, Uni-Éditions (Sept. 2007) Executive Committee Member, Adicam Sarl (June 2007)
Alain Diéval CRCAM NORD DE FRANCE 10, square Foch 59800 Lille No. of shares held: 3,109	19/05/2004	2008	Director, Member of the Audit and Risks Committee	Chief Executive Officer, CRCAM Nord de France Chairman of the Board, Crédit Agricole Belge, Keytrade Bank Chairman & CEO, SA MRACA Chairman & CEO, SA Vauban Finance Chairman & CEO, SA Participex Executive Committee Member, SAS Belgium CA Director, CA Cheuvreux S.A., Finorpa regional venture capital company; Vauban Partenaires; SAS Creer Chairman, Sedaf S.A.; SAS IM NORD; SAS Arcadim	Member, FNCA Development Committee and Marketing Steering Committee Member, Comité d'Orientation de la Promotion (COP) Regional Committee Chairman, Banques Nord - Pas-de-Calais (2002-2005) Member of the Management Board, Nordpicom (06/2002) Secretary-General, Camca (1995-2006)

<sup>(1)</sup> Are only included shares directly held by Executive Officers and Directors (excluding these held through employee share ownership plans).

Name, given name, business address and number of shares held <sup>(f)</sup>	Date first appointed	Term of office ends	Main office within the company	Main offices outside the company	Other offices held in any company within the past five years
Jean-Roger Drouet CRCAM TOULOUSE ET MIDI TOULOUSAIN 6-7, place Jeanne d'Arc BP 40535 31005 Toulouse CEDEX 06 No. of shares held: 1,100	November 2005	2008	Director, Member of the Audit and Risks Committee	Chief Executive Officer, CRCAM Toulouse et Midi Toulousain Member, FNCA Customer Relationship Quality Committee, FNCA Risk and Security Committee and Group Security Committee (CSG) Director, Attica, Ifcam, Sotel and Apis SA, CACIF Deputy Chairman, Comité des Banques Midi Pyrénées Chairman, Grand Sud Ouest Capital	Director of relations with the Crédit Agricole S.A. Regional Banks (2001-2003) Director, Cedicam, Difcam, Groupement des Provinces de France and Sofinco (2004) Member of the Supervisory Board, Sefa (2004) Executive Committee Member, TLJ Permanent Representative of Crédit Agricole S.A. Director, Foncaris, Sofipaca., Member of the Supervisory Board, Sofilaro, (resigned in 2004) Senior Vice-President, Fédération Midi Pyrénées du Crédit Agricole (Campy) (2007) Director, Asterion Sud and GIE Exaprod (2007)
Xavier Fontanet ESSILOR INTERNATIONAL 147, rue de Paris 94127 Charenton CEDEX No. of shares held: 3,601	29/11/2001	2008	Director, Member of the Strategic Committee	Chairman and Chief Executive Officer, Essilor International Chairman: EOA Holding Co Inc (USA) Director: L'Oréal, Essilor of America Inc., Nikon-Essilor Co Ltd. (Japan), Shanghai Essilor Optical Company Ltd. (China), Transitions Optical Inc. (USA), Transitions Optical Holding B.V. (Netherlands), Essilor Manufacturing India PVT LTD (India), Essilor India PVT LTD (India)	Director: Beneteau (28/01/2005), Transitions Optical Ltd. (Ireland) (27/07/2004), IMS - Entreprendre pour la Cité (Ass) (19/10/2005); Essilor Laboratories of America Holding Co Inc (USA) (March 2004) Chairman, Medef Ethics Committee
Carole Giraud CRCAM SUD RHÔNE-ALPES 15-17, rue Paul Claudel BP 67 38041 Grenoble CEDEX 9 No. of shares held: 10	29/11/2001	2009	Director representing Regional Bank employees	Webmaster Analyst, CRCAM Sud Rhône-Alpes	Electronic communication management analyst, CRCAM Sud Rhône-Alpes (2003- 2005) Project manager, Organisation Department, CRCAM Sud Rhône-Alpes (2002)
Michael Jay HOUSE OF LORDS London, SW1A OPW No. of shares held: 100	23/05/2007	2008	Director Member of the Audit and Risks Committee	Former Secretary General, UK Ministry of Foreign Affairs Member of the House of Lords, International Institutions Select Committee Vice-Chairman, Business for New Europe Director, Valeo; Candover Investment PLC Independent Director, Associated British Foods (ABF) Partner, BUPA Member, European Law and Institutions Sub-Committee, Globe, inter-parliamentary group on climate change Honorary member, Magdalen College (Oxford)	Permanent Under-Secretary, Ministry of Foreign Affairs (United Kingdom) and of the Commonwealth (2002-2006) Personal Representative of the British Prime Minister at the G8 summits in Gleneagles and Saint Petersburg (2005-2006) British Council Trustee (2002-2006)

<sup>(1)</sup> Are only included shares directly held by Executive Officers and Directors (excluding these held through employee share ownership plans).

Name, given name, business address and number of shares held <sup>(1)</sup>	Date first appointed	Term of office ends	Main office within the company	Main offices outside the company	Other offices held in any company within the past five years
Daniel Lebègue IFA 7, rue Balzac 75008 Paris No. of shares held: 200	19/05/2004	2008	Director Chairman of the Appointments and Governance Committee Member of the Audit and Risks Committee	Chairman, Institut Français des Administrateurs (IFA) Chairman, Transparency Internationale (France) Chairman, IDDRI (Institut du Développement Durable et des Relations Internationales) Director: Alcatel-Lucent, Technip and Scor	Director, Gaz de France (2005), Thales (2004) Chief Executive Officer, Caisse des Dépôts et Consignations (1997-2002) Director, Areva (2006)
Dominique Lefebvre CRCAM VAL DE FRANCE 1, rue Daniel Boutet 28002 Chartres No. of shares held: 708	23/05/2007	2009	Director	Farmer Chairman, CRCAM Val de France Chairman, Pleinchamp, Competitiveness and Customer Satisfaction Committee (June 2007), Industrial Development Steering Committee Director LCL, Sacam Participations Board Officer and Treasurer, FNCA, member of the Adicam Steering Committee, Information Systems Strategic Committee, Strategic Committee for Purchasing	Strategic Committee Member, Fireca (June 2007)
Bernard Mary CRCAM DU NORD EST 25, rue Libergier 51100 Reims No. of shares held: 4,930	29/11/2001	2009	Director, Member of the Audit and Risks Committee	Chief Executive Officer, CRCAM Nord-Est Deputy Chairman, FNCA Director, Crédit Agricole Belge. Director, GIE Cirecam, Gecam, Gecica, SA Sapacam, Sacam and Sacam Participations, SCI CAM, FRCA Picardie, Camca, Caisse Locale de Développement Partagé, Sofagri Participations Director and Secretary-General, FRCA Champagne Ardennes Permanent Representative, CRCAM Nord-Est Chairman, Belgium CA; Synergie Chairman and Director, Association Industries et Agro Ressources (competitiveness division) Co-Executive Manager, SCI EPPES Nord Est Member of the Supervisory Board, Siparex Développement (SCA) Executive Manager, SCI Le Clos Barrois	Director, Crédit Agricole Solidarité et Développement; Sofipicardie, (June 2005), Difcam; Ifcam (June 2005); and CAELS Director: Sofipar, Idia Participations, (until 28/12/2007) IDIA Agri Capital SAS, (until 12/06/2007) Montpensier Finance, (until 7/02/2007); COFINEP (until 25/06/2007)
Michel Michaut CRCAM DE CHAMPAGNE BOURGOGNE 269, faubourg Croncels 10000 Troyes No. of shares held: 1,595	19/05/2004	2008	Director Member of the Appointments and Governance Committee	Chairman, CRCAM de Champagne Bourgogne Chairman, Crédit Agricole Leasing Director, Camca Member, Development Orientation Committee Member, FNCA Association des Présidents Member, FNCA Employee Relations Committee and Federal Negotiating Delegation Executive Board Member, Adicam Chairman and Vice-Chairman of the Supervisory Board; GDFPE Member, GIE Agricompétences	Chairman, Fédération des CRCAM de Bourgogne and Officer of the Board, FNCA (2000-2004) Managing partner and Executive Manager, GAEC de la Baderie in Lixy (1998-2006)

<sup>(1)</sup> Are only included shares directly held by Executive Officers and Directors (excluding these held through employee share ownership plans).

Name, given name, business address and number of shares held <sup>(1)</sup>	Date first appointed	Term of office ends	Main office within the company	Main offices outside the company	Other offices held in any company within the past five years
Jean-Pierre Pargade CRCAM D'AQUITAINE 304, boulevard du Président Wilson 33076 Bordeaux CEDEX No. of shares held: 8,017	23/05/1996	2009	Director Member of the Compensation Committee	Chairman, CRCAM d'Aquitaine Director, Crédit Agricole Asset Management, FDSEA 40, Segespar, CA-Leasing, LCL, Chambre d'Agriculture Grands Crus, Grands Crus Investissement, Sem des Lasers Chairman, Foncaris Chairman, Caisse Locale de Samadet Chairman, Centre de Gestion des Exploitations Agricoles des Landes Officer of the Board, Chambre d'Agriculture des Landes Member, Chambre Régionale d'Agriculture d'Aquitaine. Executive Manager, Agri-Informatique Services	Director, Pacifica (Dec. 2007) Deputy Chairman, Conseil Economique et Social Aquitaine (Dec. 2007)
Daniel Coussens CRÉDIT AGRICOLE S.A. ECP/AG 91-93, Boulevard Pasteur 75015 Paris No. of shares held: 2,874	June 2006	2009	Director representing employees Head of Commercial Marketing for Institutional Investors, Local Authorities and the Professions		Project Officer, Agriculture Office, Agriculture and Local Community Institutions Department (1990-2003)
Guy Savarin CRÉDIT AGRICOLE S.A. SIG/GE 83, boulevard des Chênes 78000 Guyancourt No. of shares held: 12,012	June 2006	2009	Director representing employees	Director, Adsaca.	Trade union representative (CFTC) and former Chairman of the trade union of Crédit Agricole S.A. and its subsidiaries (until May 2006) National Delegate to Fédération CFTC des Banques (until May 2006)
Jean-Michel Lemétayer FNSEA 11, rue de la Baume 75008 Paris No. of shares held: 2,416	November 2001	2008	Director	Chairman, FNSEA  Member, Conseil Economique et Social; Chairman, Space (Rennes Livestock Fair), Agro Campus Rennes (Ecole Nationale Supérieure Agro and Agro-alimentaire de Rennes); Copa Director, Unigrains Member, FRSEA Bretagne, Chambre Régionale d'Agriculture de Bretagne, Conseil Economique et Social Régional de Bretagne Member of the Supervisory Board, Sial Director, Sopexa First Deputy Chairman, Ille-et-Vilaine Chamber of Agriculture, Crédit Agricole d'Ille-et-Vilaine Deputy Chairman, Ille-et-Vilaine FDSEA	Chairman, Fédération Nationale des Producteurs de Lait (FNPL) (1995-2002) Chairman, CNIEL (Centre National d'Economie Laitière)

<sup>(1)</sup> Are only included shares directly held by Executive Officers and Directors (excluding these held through employee share ownership plans).

Name, given name, business address and number of shares held <sup>(1)</sup>	Date first appointed	Term of office ends	Main office within the company	Main offices outside the company	Other offices held in any company within the past five years
Henri Moulard TRUFFLE VENTURE 25, rue Marbœuf 75008 Paris No. of shares held: 13	May 2003	2009	Non-voting Director - Chairman of the Audit and Risks Committee	Chairman, HM et Associés Chairman, Invest in Europe Chairman of the Supervisory Board, Dixence Deputy Chairman of the Executive Committee, Gerpro Chairman, Attijariwafa Bank Europe Non-voting Director on the Board of Directors of Calyon and LCL Chairman of the Calyon Audit Committee and LCL Risks and Accounts Committee Non-voting Director, GFI Informatique Director, Elf-Aquitaine, Burelle S.A, Unibail-Rodamco, Atlamed S.A. Member of the Supervisory Board, Financière Centuria Governance Committee Member, Française de Placement Investissement (SAS)	Director, GFI Informatique (until 2002) Director and Audit Committee Member, Attijariwafa Bank (Morocco) Director and Audit Committee Chairman, Banque du Sud (Tunisia) (2007) Director and Audit Committee Member, Foncia (2006) Chairman of the Appointments and Compensation Committee, Unibail-Rodamco (2007)

<sup>(1)</sup> Are only included shares directly held by Executive Officers and Directors (excluding these held through employee share ownership plans).

#### **CRÉDIT AGRICOLE S.A. EXECUTIVE OFFICERS**

Name, given name, business address and number of shares held <sup>(1)</sup>	Date first appointed	Term of office ends	Main office within the company	Main offices outside the company	Other offices held in any company within the past five years
Georges Pauget CRÉDIT AGRICOLE S. A. 91-93, boulevard Pasteur 75710 Paris CEDEX 15 No. of shares held: 60,443	12/09/2005		Chief Executive Officer	Chairman, Calyon Deputy Chairman and Executive Committee Member, French Banking Federation Director, VALEO Permanent Representative of LCL - Le Crédit Lyonnais Director, Fondation de France	Advisory Council Member, Paris Europlace Chairman, Cedicam (2003-2006) Director, Banque de Gestion Privée Indosuez S. A. (2003-2006) Director, Europay France (2003-2006) Director, Holding Eurocard (2004-2006) Director and Deputy Chairman, Pacifica S. A. (2003-2006) Director and Deputy Chairman, Predica S. A. (2003-2006) Chairman and Executive Committee Member, TLJ SAS (2003-2006) Chairman, Servicam SAS (2003-2006) Director, Predi Retraite (2003-2005) Chairman, Servicam SAS (until 2003) Chief Executive Officer, LCL (until 03/11/2005) Deputy Chief Executive Officer of Crédit Agricole S. A. (until September 2005) Deputy Chief Executive Officer of Crédit Agricole S. A. in charge of the Regional Banks business line and of the life insurance businesses (until December 2003) Chief Executive Officer, Pyrénées Gascogne Regional Bank (until 2002) Director, Bankoa S. A. (2005) Director, Gecam (GIE) Director, Crédit Agricole Indosuez Cheuvreux S. A. (until 2003) Director, Crédit Agricole Indosuez Cheuvreux Gestions S. A. (until 2003) Director, Crédit Agricole Indosuez Cheuvreux Gestions S. A. (until 2003) Director, Crédit Agricole Indosuez Cheuvreux Gestions S. A. (until 2003) Director, Crédit Lyonnais (until 2003) Director, Crédit Lyonnais (until 2003) Director, Sapacam S. A. S (until 2003) Director, Sci CAM (until 2003)
Jacques Lenormand CRÉDIT AGRICOLE S.A. 91-93 Bd Pasteur 75710 Paris CEDEX 15 No. of shares held: 215	01/09/2007		Deputy Chief Executive Officer Head, Retail Banking in France and Group Marketing Strategy	Director, Crédit Agricole Asset Management, Crédit Agricole Asset Management Group, LCL, Pacifica, Sofinco Chief Executive Officer, Fireca Chairman, Uni-Editions	Consultant (1998-2004)

<sup>(1)</sup> Are only included shares directly held by Executive Officers and Directors (excluding these held through employee share ownership plans).

Name, given name, business address and number of shares held <sup>(1)</sup>	Date first appointed	Term of office ends	Main office within the company	Main offices outside the company	Other offices held in any company within the past five years
Jean-Frederic de Leusse CRÉDIT AGRICOLE S.A. 91-93 Bd Pasteur 75710 Paris CEDEX 15	01/09/2007		Deputy Chief Executive Officer Head of International Development	Chairman of the Board, Emporiki Bank, IUB Holding Deputy Chairman, Crédit Agricole Egypt S.A.E. Director, Banco Espirito Santo (BES), Bespar, BSF (Banque Saudi Fransi) Executive Committee Member, Calyon Member of the Executive Board, De Dietrich	Chairman of the Supervisory Board, Lukas Bank (21/03/2007) Supervisory Board Member, Crédit du Maroc (07/09/2007) Director, Banque Libano-Française (16/11/2007) Chief Executive Officer, Fédération Nationale du Crédit Agricole (2001-2004) Head of International Retail Banking and of "Capital Funds" business line, Crédit Agricole S.A. (2004 – 2007)

<sup>(1)</sup> Are only included shares directly held by Executive Officers and Directors (excluding these held through employee share ownership plans).

At 31 December 2007, Crédit Agricole S.A.'s Board of Directors comprised 21 Directors, including one executive officer of SAS Rue La Boétie, which is owned by the Regional Banks and owns 54.09% of Crédit Agricole S.A., and twelve executive officers of the Regional Banks in which Crédit Agricole S.A. is a 25% shareholder. The Regional Bank representatives therefore take 62% of the seats on the Board. This illustrates the desire of Crédit Agricole S.A.'s leading shareholder (SAS Rue La Boétie) to give the Regional Banks a broad representation to reflect the Crédit Agricole Group's decentralised structure.

The interests of the Regional Banks and of SAS Rue La Boétie could differ from those of Crédit Agricole S.A. or of other Crédit Agricole S.A. shareholders. This could lead to potential conflicts of interests between the duties to Crédit Agricole S.A. of persons serving as both Director of Crédit Agricole S.A. and corporate officer of SAS Rue La Boétie or of a Regional Bank and their duties to SAS Rue La Boétie or to a Regional Bank. For information, it is noted that Crédit Agricole S.A. acts as the central body for the Regional Banks, in accordance with the provisions of articles L. 511-30 to L. 511-32 and L. 512-47 to L. 512-54 of the Code monétaire et financier.

There exist no service contracts between the members of the administrative or management bodies and Crédit Agricole S.A. or any of its subsidiaries that grant benefits to such members.

To the Company's knowledge, there are no family ties among the Corporate Officers, Directors, Chief Executive Officer and Deputy Chief Executive Officers of Crédit Agricole S.A.

Crédit Agricole S.A. complies with the corporate governance regulations applicable in France. The terms of these regulations are described in the Chairman's Report to the Annual General Meeting of 21 May 2008 (pursuant to Financial Security Act 2003-706 dated 1 August 2003) and are reproduced in full in this registration document.

To the Company's knowledge, as of this date, no member of an administrative or management body of Crédit Agricole S. A. has been convicted in relation to fraudulent offences during the last five years.

To the Company's knowledge, as of this date, no member of an administrative or management body of Crédit Agricole S.A. has been associated with any bankruptcy, receivership or liquidation during the last five years.

Details of any official public incrimination and/or sanctions ruled against any member of an administrative or management

At the beginning of May 2004, the CONSOB initiated proceedings against the Italian bank Banca Intesa, its directors and senior executives, and former directors and senior executives of Cariplo, Comit and BAV, for a period running from the beginning of 1999 until the end of 2002.

As part of such proceedings, in March 2005, Mr Jean Laurent and Mr Ariberto Fassati, member of the Executive Committee, received notification from the Italian Ministry of Economy and Finance that it was assessing fines of €33,800 for Mr Laurent and €24,800 for Mr Fassati for breach or inadequacy of internal procedures at the above-mentioned Italian banks with respect to information provided to customers and the suitability of products offered to such customers. These decisions were appealed to the Milan Court of Appeals.

No member of the administrative or management bodies of Crédit Agricole S.A. has been disqualified by a court from acting as a member of an administrative or management body or from participating in the management or conduct of the business of Crédit Agricole S.A. within the last five years.

#### TRADING IN THE COMPANY'S SHARES BY EXECUTIVE OFFICERS

Summary of trading in the company's shares by senior executives and corporate officers of Crédit Agricole S.A. and other persons covered by article L. 621-18-2 of the Code monétaire et financier during 2007, for trades exceeding an aggregate ceiling of €5,000 (pursuant to article L. 621-18-2 of the

Code monétaire et financier and article 223-26 of the Autorité des Marchés Financiers General Regulation).

These trades have been reported to the AMF.

Name and Office held	Trades
Rene Carron Chairman of the Board of Directors	Bought and subscribed for 4,824 shares for €127,419 (five trades)
Georges Pauget Chief Executive Officer	Bought and subscribed for 47,185 shares and other financial instruments for €762,328 (five trades)
Jean-Paul Chifflet Vice-Chairman of the Board	Subscribed for 1,471 other financial instruments for €32,379 (one trade)
Jacques Lenormand Deputy Chief Executive Officer	Subscribed for 1,471 other financial instruments for €32,379 (one trade)
Philippe Camus Director	Bought 3,636 shares for €84,878 (one trade) Sold 1,364 other financial instruments for €802 (one trade)
Alain Diéval Director	Subscribed for 306 shares for a total of €8,186 (three trades)
Bernard Mary Director	Subscribed for 655 shares for a total of €20,087 (two trades)
Michel Michaut Director	Bought and subscribed for 387 shares for a total of €10,067 (seven trades)  Sold 100 other financial instruments for a total of €82 (one trade)
Daniel Coussens Director	Bought and subscribed for 859 shares and other financial instruments for €20,650 (three trades)
Guy Savarin Director	Subscribed for 1,091 shares for a total of €29,184 (two trades) Sold 11 other financial instruments for €5.50 (one trade)
Jean-Michel Lemétayer Director	Subscribed for 319 shares for a total of €8,533 (one trade)

There are no specific provisions relating to restrictions or interventions of directors in trading in the company's securities.

Because each director, by definition, is a 'permanent insider', the rules on 'windows' for subscription/prohibition against trading in Crédit Agricole S.A. shares apply to each director.

In addition, following implementation of the decree of 9 March 2006 amending article 222-14 of the AMF General Regulation, during

the Board of Directors' meeting of 19 April 2006, the Head of Compliance of Crédit Agricole S.A. reiterated to all corporate executives officers the rules of transparency pertaining to trading in financial instruments of the Company and the reporting requirements arising therefrom.

**Composition of the Executive Committee** 

## **Composition of the Executive Committee**

As of 1 March 2008

Georges Pauget, Chief Executive Officer

Jacques Lenormand, Deputy Chief Executive Officer in charge of Retail Banking in France and of Group Marketing Strategy

Jean-Frédéric de Leusse, Deputy Chief Executive Officer in charge of International Development

Mohammed Agoumi, Deputy Chief Executive Officer of LCL

Bertrand Badré, Group Chief Financial Officer

Jérôme Brunel, Head of Group Private Banking and of Crédit Agricole Capital Investissement & Finance

Agnès de Clermont Tonnerre, Corporate Secretary

Marie-Christine Dumonal, Head of Group Human Resources

Christian Duvillet, Chief Executive Officer, LCL

Ariberto Fassati, Head of Crédit Agricole S.A. Group for Italy - Chairman of Cariparma

Patrick Gallet, Group Head of Corporate Development - Head of Operations, Crédit Agricole S.A.

Gilles Grapinet, Head of Strategy

Jérôme Grivet, Deputy Chief Executive Officer, Calyon

Jean-Yves Hocher, Head of Crédit Agricole Insurance division, Chief Executive Officer, Predica

Marc Litzler, Chief Executive Officer, Calyon in charge of Corporate and Investment Banking

Gilles de Margerie, Head of Insurance, Asset Management and Wealth Management

Alain Massiera, Deputy Chief Executive Officer of Calyon

Bernard Michel, Head of the Property division and the Purchasing and Logistics department - Chairman, Crédit Agricole Immobilier

Yves Perrier, Head of Asset Management, Securities and Investor Services Chairman and CEO of CAAM Group and CAAM

Alain Strub, Head of Group Risk Management and Permanent Controls

Patrick Valroff, Head of Specialised Financial Services, Chairman and Chief Executive Officer, Sofinco

## >> Crédit Agricole S.A. in 2007

Company history	
Organisation of Crédit Agricole Group and Crédit Agricole S.A.	53
Significant events in 2007	54
SIGNIFICANT EVENTS BY MONTH	
Crédit Agricole S.A. business lines	56
SIX BUSINESS LINES	56
FRENCH RETAIL BANKING - CRÉDIT AGRICOLE REGIONAL BANKS	58
FRENCH RETAIL BANKING – LCL	59
INTERNATIONAL RETAIL BANKING	60
SPECIALISED FINANCIAL SERVICES	61
ASSET MANAGEMENT, INSURANCE AND PRIVATE BANKING	63
CORPORATE AND INVESTMENT BANKING - CALYON	65
SPECIALISED BUSINESSES AND SUBSIDIARIES	66

Company history

## **Company history**

#### 1894

Creation of the first "sociétés de Crédit Agricole", later named Local Banks of Crédit Agricole Mutuel.

#### 1899

Law grouping the Local Banks into Crédit Agricole Regional Banks.

#### 1920

Creation of the Office National du Crédit Agricole, which became Caisse Nationale de Crédit Agricole (CNCA) in 1926.

#### 1945

Creation of Fédération Nationale du Crédit Agricole (F.N.C.A.).

#### 1988

Law mutualising the CNCA, which became a limited company owned by the Regional Banks and the Group's employees.

#### 1996

Acquisition of Banque Indosuez.

#### 1999

Acquisition of Sofinco and an initial stake in Crédit Lyonnais.

#### 2001

Reincorporation of CNCA as Crédit Agricole S.A., which was floated on the stock exchange on 14 December 2001.

#### 2003

Acquisition of Finaref and Crédit Lyonnais.

#### 2005

Presentation of Crédit Agricole S.A.'s three-year strategic development

#### 2006

Significant development in international retail banking, with the acquisition of Emporiki Bank in Greece and the announced acquisitions of Cariparma, FriulAdria and 202 Banca Intesa branches in Italy.

#### 2007

Launch of LCL competitiveness plan.

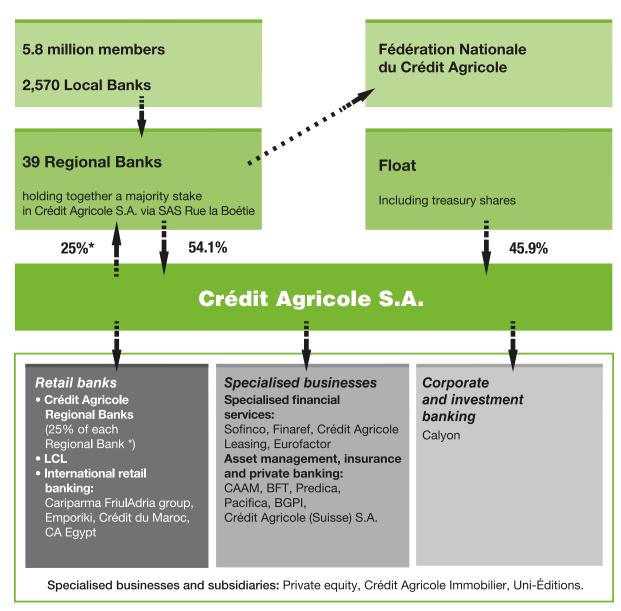
Acquisition of Italian branch networks completed.

Cariparma FriulAdria and Emporiki development plans announced.

Organisation of Crédit Agricole Group and Crédit Agricole S.A.

## **Organisation of Crédit Agricole Group** and Crédit Agricole S.A.

The Crédit Agricole Group's scope of consolidation comprises Crédit Agricole S.A., all of the Regional Banks and the Local Banks, and their subsidiaries.



<sup>(\*)</sup> Except for Caisse Régionale de la Corse.

Significant events in 2007

## Significant events in 2007

#### SIGNIFICANT EVENTS BY MONTH

#### January

Crédit Agricole S.A. enters into a partnership with Ubifrance to enhance support of French SMEs on export markets.

CAAM opens an office in Sydney.

CA and LCL launch an innovative range of personal services, with a differentiated approach for each network.

#### ▶ February

€4 billion share issue meets with success.

The Crédit Agricole Group wins "Grand Mécène" award from the French Ministry of Culture and Communication for all of its actions, alongside LCL.

#### ▶ March

The Group acquires control of Cariparma and FriulAdria in Italy.

#### ► April

Crédit Agricole launches the "energy savings" loan, a range combining sustainable development with a lasting relationship.

Crédit Agricole Asset Management expands its range and sets up a platform of specialists dedicated to liability-driven investment (LDI).

Presentation of 5-year strategic plan for Emporiki Bank's transformation and growth.

Crédit Agricole Group and OSEO enter into a partnership agreement for Small Office, Home Office financing.

FriulAdria acquires 29 Intesa branches in Italy.

#### May

Finaref and Téléshopping roll out a first in m-commerce: payment by mobile phone with the OKshopping card.

LCL announces a new approach to private banking, with the creation of 38 dedicated branches in France.

Crédit Agricole Luxembourg acquires Bank Sarasin Europe S.A., a Luxembourg bank.

Calyon obtains approval to create a full-service banking subsidiary in Algeria.

Crédit Agricole S.A. and the EIB enter into an agreement to finance facilities powered by renewable energy.

Crédit Agricole launches a comprehensive range for young working people.

#### June

LCL launches a competitiveness plan to stimulate growth.

Pacifica acquires all of Assurances Fédérales IARD shares from

LCL obtains ISO 9001 certification for all of its telephone call centre operations.

Cariparma acquires 173 Intesa branches in Italy.

Ideam launches the "Danone.communities" mutual fund.

#### July

ISO 14001 certification for the Group's operations in the Ile-de-France region managed by Crédit Agricole Immobilier.

Emporiki Bank joins Crédit Agricole in the FTSE4Good index of socially responsible companies.

Crédit Agricole Immobilier acquires property developer Monné

Sofinco Saudi Fransi created in a partnership between Sofinco and Banque Saudi Fransi.

CACEIS announces acquisition of the custody business of HypoVereinsbank (HVB).

#### ► August

Crédit Agricole Immobilier acquires property developer RSB.

Calyon and Société Générale enter into an agreement to create Newedge by merging Calyon Financial and Fimat.

Sale of equity holding in Banco del Desarrollo (Chile).

#### **▶** September

Crédit Agricole gains foothold in Japanese life insurance market.

Creation of UAF Patrimoine Formation, dedicated to training wealth management professionals.

Finaref enters into a partnership agreement with GO Sport.

#### October

Crédit Agricole Asset Management inaugurates a branch office in Frankfurt.

The Cariparma FriulAdria Group unveils its 2007-2010 corporate strategic plan.

Crédit Agricole wins Recrutement et intégration des personnes handicapées award for hiring and integration of disabled people.

#### ▶ November

Partnership between Crédit Agricole and Un Avenir Ensemble.

Crédit Agricole S.A. announces acquisition of 15% of Bankinter bank, subject to approval by the Spanish authorities.

Crédit Agricole launches the first affinity bank card with the France's national football team, l'Equipe de France de football.

Sofinco acquires Interbank and DMC Groep, thereby becoming the leading consumer finance company in the Netherlands.

Crédit Agricole (Suisse) SA acquires Banque Nationale du Canada's subsidiary in Nassau (Bahamas).

#### December

Crédit Agricole is named "Bank of the Year" by The Banker magazine for its sustainable development policy.

CACEIS acquires Olympia Capital International, which specialises in alternative fund management

Flotation of a €500 million share issue for employees only.

Crédit Agricole S.A. and Intesa Sanpaolo finalise the unwinding of the CAAM Sgr joint venture and Sofinco acquires Intesa Sanpaolo's equity interest in Agos.

#### ► January-March 2008

Operational launch of Newedge, the joint venture between Calyon Financial and Fimat.

## Crédit Agricole S.A. business lines

#### SIX BUSINESS LINES

#### French retail banking – Regional Bank (\*)

#### Net income accounted for at equity (\*): €691 million

Banking services for personal customers, farmers, small businesses, companies and public authorities, with a very strong regional

The Regional Banks provide a full range of banking and financial products and services, including mutual funds (money market, bonds, equity), life insurance, lending (particularly mortgage loans and consumer finance, to small businesses and corporates), payment systems, bankingrelated services and wealth management. In addition to life insurance, they also provide a broad range of property & casualty and death & disability insurance.

These services are available both through the local branch network and electronic banking channels, primarily the internet and mobile phones.

- 20 million customers (\*\*)
- 7,025 branches
- Market leader in (source: Banque de France; Company data):
  - personal deposits: 24%,
  - personal loans: 22%,
  - farming sector: 80%,
  - > small businesses: 34%. (source: CSA 2006)
- (\*) Crédit Agricole S. A. accounts for 38 of the Regional Banks using the equity method (25%). Caisse Régionale de la Corse is not consolidated.
- (\*\*) Excl. professional and corporate customers.

#### French retail banking - LCL

#### ► Net banking income: €3.7 billion

LCL is a French retail banking network with a strong focus on urban areas. It is organised into four main segments: retail banking for individuals, retail banking for small businesses, private banking and corporate banking.

LCL offers a full range of banking products and services, together with asset management, insurance and wealth management. These services are distributed through a variety of channels: the branch network, with locations dedicated to business customers and private banking; websites and telephone.

- · 6 million personal customers
- 2,064 branches:
  - ▶ 50% of them in towns with over 200,000 inhabitants.
  - 85 locations dedicated to business customers.
  - ▶ 54 private banking locations.

#### International retail banking

#### ► Net banking income of consolidated subsidiaries: €2.7 billion

Contribution from companies accounted for by the equity method: €168 million.

Crédit Agricole S.A. holds a very strong position in retail banking in Europe, particularly in the euro zone, and, to a lesser extent, in Africa and the Middle East and Latin America.

In Italy, Crédit Agricole operates under the Cariparma and FriulAdria banners. A vast majority of these two networks' 725 branches is in Northern Italy. They serve over 1.4 million customers.

Crédit Agricole is active in Greece via Emporiki, the No. 4 bank in that country. With 380 branches in Greece, Emporiki has a 9% market share and 1.5 million customers. Emporiki is also present in the

Crédit Agricole also has a significant presence in Portugal, through its 24.0% stake in Banco Espirito Santo, the No. 3 local bank.

Outside the euro zone, Crédit Agricole S.A. operates in Serbia via Meridian Bank. Ukraine via Index Bank and Poland via Lukas S.A.

In Africa, Crédit Agricole S.A. manages Crédit du Maroc, Crédit Agricole Egypt and banks in seven countries in Sub-Saharan Africa - Cameroon, Senegal, Côte d'Ivoire, Gabon, Congo, Madagascar and Djibouti.

In Latin America, Crédit Agricole S. A. owns Credit Uruguay Banco.

#### **Specialised financial services**

#### ► Net banking income: €3.0 billion

Consumer finance: a European leader with operations in 20 countries in Europe, Morocco and Saudi Arabia (source:

Sofinco and Finaref specialise in consumer finance, which is distributed in France through several channels: retail outlets (cars, household equipment); a direct network of branches; and partnerships with the Regional Banks and LCL, as well as with major retailers, mail order companies, car manufacturers and financial institutions (primarily insurance companies).

€61.7 billion in consumer finance outstandings.

Lease finance: No. 2 in France with Crédit Agricole Leasing (source: ASF), a specialist in lease finance, financing and rental with services (cars and computer equipment) as well as public-private partnerships. Crédit Agricole Leasing is also the leader in property leasing.

The Group also has a lease finance operation in Poland with EFL, the local leader in equipment leasing.

Lease finance outstandings: €13 billion.

Factoring: No. 1 in France with Eurofactor (source: ASF); 23% market share.

Eurofactor has the most extensive factoring network in Europe, with operations in six countries.

Factored receivables: €41 billion.

#### **Asset management, insurance** and private banking

#### ► Net banking income: €4.3 billion

Asset Management: leader in mutual funds in France and Europe (source: Europerformance, Lipper) and one of the top 5 asset managers in Continental Europe (source: IPE)

The Group's asset management business, which is conducted principally by the Crédit Agricole Asset Management group, encompasses mutual funds for retail, corporate and institutional investors, and discretionary management services for corporate and institutional investors.

Assets under management: €525 billion.

Insurance: number two insurer in France (source: FFSA); one of the top 20

The Insurance business line covers all customer needs, with an extensive range of savings and provident products in personal Insurance and a broad array of property & casualty insurance products for retail, farming and business customers sold through the Regional Banks and LCL. In 2007, it expanded to encompass creditor insurance and is developing all of these businesses abroad.

Business in force: €182 billion.

Premium income: €21 billion.

Private banking: the Crédit Agricole Group is a leader in private banking, both in France where it is No. 1 in the high net worth segment through BGPI, the Regional Banks and LCL, and internationally, with operations in Switzerland (including its subsidiaries and branches in the Bahamas and Singapore), Luxembourg, Monaco, Brazil, Miami (USA)

Assets under management, excluding the Regional Banks and LCL life insurance: €96 billion.

#### **Corporate and investment** banking – Calyon

#### ► Net banking income: €2.8 billion

Calyon is among the top ten in corporate and investment banking in Europe, with operations in 58 countries.

Capital markets and investment banking encompasses Fixed income markets, Equity, and Investment banking. Fixed income markets is active in the major financial marketplaces with six product lines: treasury, foreign exchange, commodities, fixedincome derivatives and hybrids, debt and credit markets, and credit derivatives. The Equity line comprises two segments: equity derivatives and funds, and brokerage. Equity derivatives and funds includes trading and the sale and arbitrage of equity derivatives, indices and funds. Brokerage activities are carried out by three subsidiaries: Cheuvreux, which has a strong presence in Europe; CLSA, the leader in the Asia - Pacific markets; and Newedge, created by the merger of Calyon Financial and Fimat. Lastly, Investment banking encompasses corporate finance activities (mergers & acquisitions and equity capital markets).

Financing activities cover structured finance and corporate banking. Structured finance covers the entire spectrum of asset and export financing world-wide, including aircraft, railway and ship finance, international trade finance, property and hotel finance, project finance and telecom finance. Corporate banking is in charge of acquisition finance, bank syndication, commercial banking, e-business and cash management.

#### FRENCH RETAIL BANKING - CRÉDIT AGRICOLE REGIONAL BANKS

#### Business and organisation

The Crédit Agricole Regional Banks are co-operative entities and fully-fledged banks. They provide a full range of banking and financial products and services to personal customers, farmers, small businesses, companies and local authorities. They have a network of 7,025 branches plus 8,000 in-store cash points which provide Crédit Agricole customers with basic banking services.

The Regional Banks have a leading position in almost all areas of the retail banking market in France. They take about 24% of the personal banking market with 20 million customers (source: Bank of France). The Regional Banks continue to broaden their product and service offering, working in close association with Crédit Agricole S.A. and its subsidiaries. They provide a comprehensive range of banking and financial products and services, including deposits and savings, equity, bond and mutual fund investments, life insurance, lending (particularly mortgage loans and consumer finance, to corporate clients and small businesses), payment systems and property & casualty insurance. These services are available both through the local branch network and electronic banking channels (interactive voice server, internet, interactive TV and mobile phone).

As the main bank used by 84% of farmers for their business (source: Ipsos 2007), Crédit Agricole is the leader in financing for farmers in France, with a market share of 80.3% (source: RICA 2006). In investments, its market share in interest-bearing deposits and negotiable securities is over 70% (source: Ipsos 2007).

For corporate customers, 720 account representatives serve as mainstays of the business relationship. They offer customers the Crédit Agricole Group's full range of products, services and expertise, from commercial banking to investment banking via financial engineering and wealth management for top executives. 35% of all small and mid-size companies bank with the Group (source: TNS-Sofres 2007).

The Regional Banks have consolidated their position as the No. 3 lender to local authorities and public healthcare institutions. Some 150 specialists who handle relationships with public sector customers at the Regional Banks offer solutions in financing, insurance, savings and services.

Where it will improve their financial strength and competitiveness, some Regional Banks are merging in order to provide their customers with a better quality of service. The number of Regional Banks has fallen from 94 in 1988 to 39 at 31 December 2007. Each merger is carefully planned and prepared to ensure that Crédit Agricole preserves its local roots and continues to provide a highquality local service.

Fifteen Regional Banks have raised funds in the financial markets by issuing listed Certificats Coopératifs d'Investissement, a form of non-voting shares.

Crédit Agricole S.A. owns 25% of each Regional Bank (with the exception of Caisse Régionale de la Corse).

#### ► Events in 2007

The Regional Banks continued to gain market share in all customer segments. In 2007, they had reached their target of new individual sight deposit accounts opening, leading to a total number of 19.2 million accounts, with a focus on young customers and young working people. As part of a national campaign in June, new packages of products and services tailored specifically to young people just entering the workforce were rolled out, with advertising primarily over the internet and mobile phones (WAP

Multi-channel products were another active focus for development. Online banking continued to expand, with 14% more customers using online services and a 30% jump in the number of connections. Crédit Agricole is developing partnerships designed to strengthen multi-channel prospecting and is expanding its online range, with a new e-brokerage offer, consumer loans and property & casualty insurance quotations now routinely provided over the internet.

Nearly 25 Regional Banks representing 485 branches launched a real estate business. Most of these branches will use the national "Square Habitat" brand. Crédit Agricole is asserting its position as a leader in the property market. Its target is to lift its share of the property transaction market to 10%.

In savings, Crédit Agricole is enhancing its position, which is based on forging lasting relationships, in developing ranges and informational material for customers. It is marketing a range of mutual funds with associated services and a range of multi-investment life insurance policies. For non-regulated passbook accounts, it opted to pass on the increase in interest rates in the middle of the year, thereby offering passbook savings at competitive rates to attract new customers. For its private banking clients, Crédit Agricole offers diversification solutions, including dedicated solutions to promote capital growth, as well as decision-making tools suited to the customer's level of involvement in investment decisions.

As the leading bancassurer to farmers, Crédit Agricole continues to develop innovative products designed specifically for this customer segment. The bank made a breakthrough with the DPA Account, a business investment range restricted to farmers, and with the PER Convergence retirement savings plan for farmers with farm employees. Crédit Agricole continued to help farmers manage their risks by expanding its insurance range and distribution network: with 106,000 policies sold in 2007, it controls over 17% of this

For small business customers, the Regional Banks launched Prêt à piloter, an innovative financing solution that adjusts to fluctuations in the company's business. Crédit Agricole continues to support its corporate customers in their foreign operations and has enhanced its range of custom-tailored services for small and mid-size companies. Lastly, as a leading operator in local authority and public housing financing, Crédit Agricole is a frontrunner in public/private partnerships as a provider of financing for hospitals, police stations and schools.

#### FRENCH RETAIL BANKING - LCL

LCL, which operates under its own brand name launched in August 2005, is the only domestic branch bank in France to focus exclusively on retail banking for personal, business and corporate customers.

#### ► Business and organisation

LCL has set up a structure that is consistent with its strategic objectives, namely its priority of stepping up business development. Its organisation consists of four divisions: retail banking for individuals, retail banking for small business customers, private banking and corporate banking.

With six million customers, personal banking is LCL's core business. It provides all retail customers with a full range of products and services covering all their needs in savings, investments, consumer finance, personal loans, mortgage loans, payment systems, insurance and advice. LCL has a network of 2,064 branches and 3,000 ATMs across France. They are being automated and renovated under a vast programme to be phased in over three years.

LCL also has a comprehensive, structured range of remote banking services. The internet offering includes the Personal Banking section of LCL's website for online distribution of products and services for retail customers and LCL Interactif for consulting and/or managing accounts and securities portfolios. Customers can also use LCL's online bank, e.LCL, to access all products and services wherever they may be in the world. Online bank customers also have a personal adviser who can be contacted by e-mail or telephone. LCL also offers remote banking services by phone, with a single access portal, Accueil Conseil en Ligne and by mobile phone (account information available over mobile internet and SMS via LCL Avertis).

In private banking, LCL created a dedicated structure in 2007 around 38 branches located at the heart of their target markets.

To meet the expectations of its 300,000 small business and corporate customers, LCL dedicates nearly 1,200 advisers across France to tradespeople, small retailers, liberal professions, farmers and small businesses. A personal adviser serves as a single point of contact to help these customers manage their daily affairs and achieve their business and personal projects.

The corporate banking division – an autonomous network dedicated to mid-cap companies and institutional investors in France - was reorganised at the beginning of 2007 to meet the twin requirements of proximity and growth. This resulted in denser territorial coverage around 47 business centre corporate divisions and 28 branches for corporate customers, supported by regional centres with expertise in commercial and corporate banking. Their activities are broken down into two main areas: commercial banking, offering a broad range of products and services for these customers' routine operations and needs, and corporate finance, which specialises in LBOs/MBOs and mergers and acquisitions, to provide support for their major projects. LCL Corporate Banking now has 26,000 customers.

#### ► Events in 2007

LCL develops its new banking model and boosts its name recognition: two years after LCL was launched, seven out of ten French people recognise the name. The new LCL branch network organisation and the creation of Private banking laid the groundwork for further growth in 2007. This will continue in 2008 with the launch of an ambitious development plan.

LCL is also implementing the competitiveness plan it unveiled in mid-2007. The plan is designed to enhance the effectiveness of the sales networks, to streamline administrative functions, to rationalise IT spending and to optimise the use of LCL's property in Ile de France. The programme to modernise the 2,000 branch network will continue. This reflects the fact that LCL's network is a top priority in its development strategy. At the same time, the support and administrative functions will be streamlined. Two measures will help to achieve this: first, an early retirement scheme available to all employees age 57 and older, for which some 3,000 employees will be eligible; second, a policy of not systematically filling vacancies occurring through attrition.

In 2007, the IT system was optimised and simplified by combining several of the Group's payment instruments and collection activities. This resulted in a significant reduction in operating costs.

Under the new organisation that was set up in 2007, the top priorities are customer satisfaction and increasing the penetration rate both in number of products sold and in number of clients. In the retail banking network, this has resulted in more accountability

for branch managers and increased contact by advisers who work with small business customers. These measures were underpinned by marketing innovations in the form of new products, banking offers closely tailored to customer needs (new Zen agreement, back-to-school range for students, etc.) and innovative services such as the Groom Services range of personal services and Gaz de France's Dolce Vita energy contracts marketing, which are a new source of revenue. Remote banking continued to expand appreciably. The private banking range was also enhanced with numerous new products.

In the small business segment, business was buoyed by an expanded marketing range, with the launch of the IP ADSL offer for small business customers in November 2007, which generates savings for those customers and saves time on their payment transactions.

In the business customer network, sales staff was increased by 20% and 10 new sales outlets were opened.

#### INTERNATIONAL RETAIL BANKING

With 27,000 employees serving 5.1 million customers in 19 countries through 2,006 branches, Crédit Agricole S.A. has a substantial presence in retail banking in Europe and around the Mediterranean Basin, and, to a lesser extent, in Sub-Saharan Africa, the Middle East and Latin America.

#### Business and organisation

The main purpose of the International retail banking division is to support, control and underpin the development of entities abroad and to support the roll-out of all Group business lines in the local

In Italy, the Group completed the acquisition of Cariparma and FriulAdria announced at the end of 2006. Crédit Agricole S.A. now owns 75% of the Cariparma FriulAdria group, alongside the Regional Banks, which own 10%, via Sacam International, and the Cariparma Foundation (15%). FriulAdria is 79% owned by Cariparma and 21% owned by retail shareholders. With operations in 9 regions and 45 provinces of Italy that encompass 60% of the country's population and 70% of its GDP, the entity covers what is now the Crédit Agricole Group's second largest domestic market, with 725 branches, 6,750 employees and 1.4 million customers.

Crédit Agricole is active in Greece with Emporiki Bank, the No. 2 branch network and the No. 4 bank in that country with a 10% market share. Emporiki Bank has 380 branches and 1.5 million customers. Outside Greece, it operates in Romania, Bulgaria, Albania and Cyprus.

Crédit Agricole S.A. is present in Portugal through the No. 3 Portuguese bank, Banco Espirito Santo, in which it holds a 24.0% interest.

In Central and Eastern Europe, in addition to its presence in Poland, which dates back to 2001 with Lukas Bank, the Group is active in Serbia via Meridian Bank and in Ukraine via Index Bank. Including Emporiki's presence in Albania. Bulgaria and Romania. the Group's network in Eastern Europe encompasses six countries and more than 600 branches.

In Africa and the Middle East, Crédit Agricole S.A. manages Crédit du Maroc, Crédit Agricole Egypte and seven banks in Sub-Saharan Africa: Cameroon, Senegal, Côte d'Ivoire, Gabon, Congo, Madagascar and Djibouti. With 200 branches, Crédit du Maroc offers a comprehensive range to its retail banking and corporate and investment banking customers. Created in September 2006, Crédit Agricole Egypt resulted from the merger between Calyon Egypt and EAB, which the Group acquired in February 2006. Crédit Agricole S.A. owns 60% of the entity alongside its Egyptian partner, the Mansour Maghrabi Group.

In Latin America, it owns 100% of Credit Uruguay Banco.

#### ► Events in 2007

2007 was a year of integration and business development, after the major acquisitions of the previous 18 months.

In October, the Cariparma FriulAdria Group unveiled its 2007-2010 corporate strategic plan, which has three main focuses:

- to strengthen high-potential customer segments, both retail and commercial:
- to increase the network's density and expand its geographic coverage:
- to develop synergies with Crédit Agricole S.A. business lines in life insurance, credit insurance, specialised financial services and asset management.

In April, Emporiki presented its operational, organisational and commercial transformation plan, which it began to implement immediately. At the same time, Emporiki worked on building momentum to capture market share with new offerings and new marketing tools targeting both retail and corporate customers. During the first quarter, it launched a successful campaign offering mortgage loans with a fixed rate over three years. It also opened 10 business centres dedicated to small and mid-size business customers

In Eastern Europe, it continued its strategy of organic growth through its subsidiaries in Poland, Serbia and Ukraine with a view to strengthening the business franchise.

Crédit du Maroc stepped up its growth with the target of becoming one of the five leading banks in Morocco by 2010 with a 10% commercial market share. In 2007, the network was expanded appreciably with 30 new branches opened during the year. New, improved, targeted innovative ranges were launched. At the same time, in retail banking, Crédit du Maroc is developing strong business synergies with LCL.

At the beginning of 2007, Crédit Agricole Egypt adopted a development plan designed to make it one of the four leading banks in Egypt and to achieve a more even balance in its business portfolio, which has historically focused heavily on corporate customers. For retail customers, Crédit Agricole Egypt set up a significant programme to expand the branch network with some 20 new openings each year. New offers were rolled out and extremely well received, including in car loans, consumer finance and electronic payment systems.

#### SPECIALISED FINANCIAL SERVICES

Within Crédit Agricole S.A. Group, Crédit Agricole S.A.'s Specialised financial services business line encompasses consumer finance, lease finance and factoring.

#### Consumer finance

#### **Business and organisation**

#### SOFINCO

Sofinco has operations in France and seventeen other countries, mostly in Europe.

In France, Sofinco offers its customers and partners a comprehensive range of consumer loans including repayment loans, revolving credit and hire purchase products. Its lending products are accompanied by an array of insurance options and other services, such as cards, maintenance, extended warranty, assistance and loyalty programmes.

Sofinco distributes its products through four channels: directly under the Sofinco brand, with rapid growth through the internet; at points of sale in retail outlets; through business introducers; and through partnerships with major national groups, mostly car manufacturers, retail chains and financial institutions (banking and insurance), with or without a shareholder relationship. Sofinco also manages revolving credit facilities and car loans on behalf of the Regional Banks, as well as LCL's entire consumer finance book (revolving credit and bank loans).

Abroad, Sofinco's business activities and products are similar to those in France, drawing on local skills to support its own expertise. Sofinco has subsidiaries in nine countries: Germany (Creditplus), Spain (Finconsum), Greece (Emporiki Credicom), Hungary (Credigen), Italy (Agos), Netherlands (Ribank), Portugal (Credibom), Czech Republic (Credium) and Morocco (Wafasalaf).

It is also developing a joint venture with Banque Saudi Fransi in Saudi Arabia: Sofinco Saudi Fransi. Sofinco also provides support for Crédit Agricole's Polish subsidiary, Lukas, in developing its consumer finance business. Lastly, it owns 50% of Fiat Group Auto Financial Services thanks to a European partnership with Fiat.

#### **LUKAS**

Lukas is the leading consumer finance company in Poland. It enjoys an excellent brand image and a strong presence in its market, with 140 credit centres in operation at the end of 2007.

#### **FINAREF**

Finaref is the leader in private-label cards and distance selling of financial products. It has two complementary areas of expertise: consumer credit and insurance.

Finaref develops and distributes financial services for customers of its partner stores and companies (La Redoute, Fnac, Printemps, Club Méditerranée, Surcouf, Verbaudet, Cyrillus, etc.) in France and abroad. It has a multi-channel distribution strategy, which combines direct sales (call centres and e-commerce sites) with a network of 400 in-store outlets at partner locations.

Finaref has developed an insurance business, which is centred on credit insurance. These insurance operations are included in the Group's Insurance business line.

Outside France, Finaref has a structured network in Belgium and Northern Europe (Sweden, Finland, Norway and Denmark).

#### **Events in 2007**

Sofinco and Finaref consolidated their positions in a climate of slowing consumer finance business in Europe.

They entered into new partnerships in France and abroad with prestigious names, including mass-market retailers, speciality retailers and carmakers.

On the internet and the e-commerce market front in general, Sofinco and Finaref pressed ahead with their policy of technological innovation: the Receive & Pay solution developed by Sofinco is now present on over 150 e-commerce sites and in March, Finaref and Téléshopping introduced mobile phone payments via the OKshopping card, followed by the electronic signature solution for prospects.

Abroad, in addition to organic growth and the development of partnerships, new bases were created. Substantial synergies were developed within the European partnership with Fiat. In France, the first co-branded auto bank card was launched, depicting the new Fiat 500, and an agreement was signed in the Czech Republic to handle Fiat's financing business in that market. In Saudi Arabia, Sofinco Saudi Fransi was created with Banque Saudi Fransi. The company, which distributes a comprehensive range of Islamic financing, operates in business climate that is highly favourable to the development of consumer finance in that market. Sofinco acquired Interbank N.V. and DMG Groep, thereby strengthening its positions in the Netherlands, where it is now the leading consumer finance company. It also took control of a major broker in that country in a market where 40% of consumer loans are distributed through brokerages.

#### ▶ Lease finance – Crédit Agricole Leasing and EFL

#### **Business and organisation**

Crédit Agricole Leasing provides lease finance solutions to companies, small businesses, farmers and local authorities to finance their investment in new property assets and equipment. In France, it ranks number one in property leasing, number two in equipment leasing and rental, and number one in Sofergie energy financing (source: ASF, Company data).

Crédit Agricole Leasing is developing its range through several distribution channels: the Group's branch bank networks and partnerships with equipment manufacturers and distributors, primarily in equipment leasing. Through its dedicated subsidiaries, each with its own sales network, Crédit Agricole Leasing boasts the most comprehensive offering in the market, encompassing:

- public sector and public authority equipment financing (Fip);
- sustainable development finance projects (Unifergie);
- information systems leasing and management of computer installations (Etica); and
- corporate car fleet rental and management (Ucalease).

Crédit Agricole Leasing operates abroad, where it supports the Group's expansion through subsidiaries and equity investments or within partnerships. In Poland, its subsidiary called EFL is the leader in leasing, with an 11.4% market share.

#### Events in 2007

In 2007, Crédit Agricole Leasing reaped the first fruits of the strategy it initiated at the end of 2006. It captured business in high value-added segments such as property lease, international, sustainable development and local authority finance. It also bolstered its presence within the Group's branch bank networks and the networks of its equipment manufacturer and distributor partners.

Crédit Agricole Leasing financed the cellars of a grand cru bordelais for a total of €25 million and became the French leader in corporate aircraft finance. Crédit Agricole Leasing also confirmed its positions in sustainable development and public sector finance through financing agreements signed on its behalf by Crédit Agricole S.A. with the Council of Europe Development Bank (CEB) and the European Investment Bank (EIB).

#### ► Factoring – Eurofactor

Eurofactor is the leading integrated factoring network in Europe and helps companies in all sectors. It devises trade receivables management solutions tailored to its clients' strategy, business sector, size and customer profile both in France and abroad. It also has a pan-European offering.

#### **Business and organisation**

Eurofactor provides its customers with a local service through a team of professionals who understand their country's economic, cultural and legal specifics, drawing on its network across Germany, Benelux, Spain, Portugal, the United Kingdom and Italy, its holdings in Morocco and Tunisia, and its membership of the International Factors Group (IFG), which has 60 partners in 35 different countries.

Apart from trade receivables management, Eurofactor now offers a syndication solution in France which has already proved successful in the Anglo-Saxon countries. Capitalising on its success, Eurofactor has extended its offering to include debt recovery, a completely confidential service that helps customers recover their debts and reduce their payment periods without having to develop their own in-house expertise.

Eurofactor has developed an open model with its various partners in the factoring market, which include branch banks (about 50% of its business in France), networks of business introducers in France and Europe, partners in Europe, and trade organisations and related businesses and associations.

International business accounts for 43% of factored receivables.

#### **Events in 2007**

In March, Eurofactor launched a new service via its Clientys subsidiary. It now offers comprehensive services for managing the entire customer cycle, from issuing invoices to collecting the final payments. It also signed its first asset-based lending (ABL) contracts, under which financing is backed to assets other than receivables, such as inventories or equipment.

Eurofactor continued to strengthen its European network. It established a base in Italy, the world's second largest factoring market, and increased the density of its coverage in Germany, Spain and the United Kingdom.

#### ASSET MANAGEMENT, INSURANCE AND PRIVATE BANKING

#### ► Asset management, securities and issuer services

#### Asset management

Crédit Agricole S. A.'s asset management business is conducted mainly through Crédit Agricole Asset Management and its subsidiaries. It also owns BFT, which offers institutional investors, companies, banks and local authorities tailored financial products and services.

#### **BUSINESS AND ORGANISATION**

Crédit Agricole Asset Management is responsible for developing and managing investment products and asset allocation services for personal and corporate customers and institutional investors. CAAM has a multi-disciplinary arm (traditional investment, employees savings), as well as specialist investment companies. It offers its expertise to French and international institutional investors, corporations, individuals and small businesses. It is highly reputed in the market for its expertise, which has won a large number of awards.

With €525 billion in assets under management at end-2007, CAAM is among the top European players.

Products are distributed through the Crédit Agricole and LCL branch networks, and through approved partners. CAAM is also developing its own commercial capability in France and abroad to target corporates, institutional investors and distribution partners.

CAAM takes a "multi-local" approach, with eight international asset management centres in Paris, London, Milan, Madrid, Hong Kong, Singapore, Tokyo and Seoul. The Group has commercial bases in over 20 countries in Europe, Asia-Pacific, North America, the Middle Fast and North Africa.

Six specialist investment companies complete the group:

- socially responsible investment (SRI): I.DE.A.M.;
- alternative investment: Systeia Capital Management;
- alternative multi-manager investment: CAAM AI;
- structured investment: CASAM, a joint venture with Calyon;
- property and land investment: Crédit Agricole Asset Management Real Estate;

active investment: CPR Asset Management.

#### **EVENTS IN 2007**

CAAM continued to expand its range and its international footprint.

CAAM set up a platform of specialists dedicated to liabilitydriven investment (LDI) to support investors seeking optimum management of financial risks associated with their long term liabilities. CAAM offers these investors customised solutions based on active, pragmatic management of the investor's assets while taking account of the structure of its liabilities.

Abroad, CAAM opened a sales office in Sydney, Australia. Very early in 2008, this office was converted into a subsidiary to tap the Australian market's vast potential and to develop its local customer base. CAAM then created a sales subsidiary in Canada. In Saudi Arabia, it created a subsidiary jointly with Banque Saudi Fransi, CAAM Saudi Fransi, which is 60% owned by Banque Saudi Fransi and 40% owned by CAAM. During the second half, CAAM opened a branch office in Frankfurt to enhance its presence among institutional investors and outside distributors in Germany and Austria.

In Italy, in unwinding its joint venture with Intesa San Paolo, CAAM reasserted its development strategy on the retail market through the Cariparma and FriulAdria networks and with the networks of outside distributors with which CAAM SGR has forged close ties and on the institutional investor market.

#### Securities and issuer services: CACEIS

#### **BUSINESS AND ORGANISATION**

CACEIS is a bank group specialising in asset servicing: depository/ custody activities, fund administration and issuer services for institutional investors and large corporations. Leader in France, CACEIS is also active in ten countries: Luxembourg, Germany, Ireland, Belgium, the Netherlands, Switzerland, the United States, Canada, and Bermuda. With 3,230 employees, CACEIS ranks within the first ten companies world-wide as a custodian with a total of €2,272 billion in assets under custody. It is a European leader in fund administration with a total of €944 billion in assets under administration.

CACEIS is owned 50/50 by Crédit Agricole S. A. and Natixis.

#### **EVENTS IN 2007**

2007 has been an important year of growth for CACEIS, illustrated by two acquisitions that significantly increased its international presence. It acquired the custody business of HypoVereinsbank (HVB), which gave it a base in Germany with 15% market share (outstanding €400 billion), and Olympia Capital International, which administers nearly €50 billion in funds domiciled in Bermuda, the Cayman Islands, the British Virgin Islands, Ireland and the USA.

#### Insurance

#### **Business and organisation**

The Insurance business line covers all customer needs. It consists of Predica in life insurance and Pacifica in property/casualty insurance. In 2007, it enlarged its scope to include creditor insurance with Finaref Insurance and it is expanding abroad in all of these segments.

No. 1 in bancassurance and No. 2 in insurance in France, ranked by premium inflows (source: FFSA), the Group stepped up its international expansion, initiated two years earlier, with a special focus on Europe: the Group is No. 2 in Portugal in bancassurance with BES Seguros and BES Vida and No. 4 in Greece in life bancassurance. It is developing its operations in Italy in conjunction with Cariparma FriulAdria; it is also the leader in life bancassurance in Lebanon and has just initiated operations in Japan.

#### **PREDICA**

Created in 1986, Predica is the Crédit Agricole Group's life insurance subsidiary. The merger with Union des Assurances Fédérales (UAF) on 30 June 2004 helped Predica strengthen its leading positions: it is now the No. 1 bancassurer and No. 2 life insurer in France (source: FFSA).

Predica's life and personal risk insurance offerings are designed to meet the diversified needs of personal customers, private banking customers, farmers, small businesses and companies. Its products are distributed through bank branch networks:

- Crédit Agricole Regional Banks;
- LCL branches;
- BGPI for private banking clients; and
- other networks: La Médicale de France, which specialises in the healthcare professions and a network of independent wealth management advisers through UAF Patrimoine.

#### **PACIFICA**

Pacifica, the Group's property & casualty insurance subsidiary created in 1990, is one of the top ten players in personal insurance in France. Its main aim is to develop products that complement its banking and financial services.

Pacifica initially focused on the personal market, offering Crédit Agricole Group customers a full range of insurance products to meet their needs at all times of their lives: car, household, private healthcare, legal protection, personal accident, and also insurance for motorcycles, caravans, hunting, yachting, etc.

Pacifica then capitalised on Crédit Agricole's experience and strong position to launch a comprehensive offering for active and retired farmers in 2001, which it extended to the small business market (tradespeople, shopkeepers and liberal professions) in 2006. Pacifica is the third largest insurer to the French agriculture industry (source: FFSA, Company data).

#### **CREDITOR INSURANCE**

The creditor insurance business was developed by Finaref, via a multilingual management platform in Ireland that covers all European Union countries. Its insurance offering is mostly linked to financing, including loan insurance, products related to goods sold by the retail stores (extended warranty, replacement value) and death and disability insurance.

#### INTERNATIONAL INSURANCE

The Group exports its expertise abroad and is expanding its international business, either with banking partners or directly with Group entities that already have operations in the countries concerned. It now has operations in 10 countries.

#### Events in 2007

In personal insurance, the Group asserted its leadership in "Fourgous" transfers, with over 60% of transfers effected by bancassurance companies. The multi-investment range was enhanced by a plethora of formula-based funds designed to attract savings while guaranteeing the investor's principal. The Group's network turned in a handsome performance in the provident death seament.

In non-life insurance, Pacifica acquired 100% of Assurances Fédérales IARD. Underpinned by this expanded development base, Pacifica continues to grow in the retail segment with the convergence to Pacifica of the offers distributed to LCL customers as from 1 January 2008.

Abroad, business is increasing rapidly due to the activities' international expansion and to the creation of new bases. In the first half, life insurance companies were set up in Serbia and Poland. They will distribute their products through the Meridian Bank and Lukas Bank networks, respectively. In Italy and Greece, two non-life bancassurance companies were created and will begin to operate during the first half of 2008. Lastly, in the second half of 2007, Pacifica created a life insurance company in Japan, the world's second largest life insurance market. It will distribute unit-linked retirement savings products through partner branch bank networks in Japan.

#### Private banking

#### **Business and organisation**

The Group is a major operator in the private banking market in Europe. In France, the various Group entities - the Regional Banks, the private banking platform structured around Banque de Gestion Privée Indosuez (BGPI) and its asset management company Gestion Privée Indosuez (GPI), and the business lines that provide investment products and services - work in partnership. By working together, they can offer customers innovative ranges of products and services, such as remote advisory services or guided investment services. LCL still runs its private banking operations on an autonomous basis, under a segmentation project designed to identify high net worth customers in the network and to offer them service through the specialised regional private banking units.

Abroad, private banking operations are carried out under the Crédit Agricole Private Bank brand. The subsidiaries hold leading positions in the regions where they operate. In Switzerland, Crédit Agricole (Suisse) S.A. is now one of the leading foreign private banks in the country, with €32.6 billion in assets under management (source: Company). In Luxembourg, Credit Agricole Luxembourg is one of the major local private banks, and CFM remains the leader in Monaco's banking market (source: Company). The Group also has a significant presence in the United States (Miami), Spain and Brazil.

#### **Events in 2007**

During the year, the business line expanded appreciably organically and through large acquisitions. In Luxembourg, Crédit Agricole Luxembourg acquired Sarasin Europe. Crédit Agricole Suisse acquired National Bank of Canada's subsidiary in the Bahamas.

The Group also stepped up its presence in high-growth regions: the Middle East, with a new base in Qatar; Latin America, with a surge in Brazil driven by an outstanding performance for investment products; Asia, with the opening of a branch office in Hong Kong at the beginning of 2007 and the recruitment of a new team. In the USA (Miami), the business activities previously managed under the LCL name were combined under the Crédit Agricole Miami Private Bank brand, which is dedicated to non-resident South American customers.

#### CORPORATE AND INVESTMENT BANKING - CALYON

Calyon is one of Europe's top ten investment banks.

#### ► Business and organisation

With operations in 58 countries, Calyon focuses on major corporate clients and financial institutions throughout the world, offering them a comprehensive range of financial products and a powerful, extensive international network. In addition to its strong presence in the leading financial marketplaces (London, New York, Tokyo and Hong Kong), Calyon derives a substantial percentage of its revenues from Western Europe and the Asia-Pacific region. Calyon is also developing its operations in the Middle East, primarily through Banque Saudi Fransi, one of Saudi Arabia's leading banks, which is 31% owned by Calyon, and in Central Europe. In France, customers of the Regional Banks and LCL have access to capital markets and investment banking expertise through Calyon's branches.

Calyon's operations are broken down into two lines: Capital markets and investment banking and Financing activities.

In 2007, Capital markets and investment banking was organised around three segments: Fixed income markets, Equity and Investment banking:

- fixed income markets covers six product lines: treasury, foreign exchange, commodities, fixed-income derivatives and hybrids, debt and credit markets, and credit derivatives;
- equity covers two segments: equity derivatives and funds, and brokerage. Equity derivatives and funds encompasses trading, sales and arbitrage of equity, index and fund derivatives, ranging from cash products such as warrants, convertible bonds and certificates to more sophisticated investment solutions such as structured products. Brokerage is organised into three leading companies: CA Cheuvreux the Crédit Agricole Group's European broker, whose offices rank among the Top 5 for local research and which is ranked No. 1 in Europe in French equities by Institutional Investor; Newedge (formerly Calyon Financial), created in 2007 and jointly owned with Société Générale, which offers its customers a comprehensive range of clearing and execution services for financial instruments and commodities options and futures contracts and for OTC-traded fixed-income products, currency products, equities and commodities. CLSA, the leader in the Asian markets, which offers brokerage, investment banking and private placement services;

investment banking is organised around three major segments: global corporate finance, which covers merger and acquisition advisory services; global equity capital markets, which encompasses services to issuers of equities or securities giving access to capital, and transactions for customers that use equity derivatives to handle corporate finance issues; and investment banking origination, which is responsible for securing mandates, with a sector-based organisation.

Financing activities cover structured finance and corporate banking:

- structured finance, an area in which Calyon excels, covering the full range of asset and export finance on a global scale: aircraft and rail finance; ship finance; international trade (export finance, trade finance, commodities trade finance, structured commodities finance); property and hotel finance; project finance; telecoms;
- corporate banking includes acquisition finance, with a crossfunctional organisation to facilitate Calyon's relations with investment funds on a global scale; banking syndication; and the global E-Business and cash management business created at the end of 2006 to offer a global range, cross-functionally with the product lines, by capitalising on Calyon's strengths in France, in Central and Eastern Europe and in Asia.

#### Events in 2007

In the Equity segment, Calyon's world market share in equity and fund derivatives expanded appreciably in 2007, in a market that enjoyed rapid growth, especially in the first half.

In investment banking, Calyon ranks among the very top firms in France. It is rated No. 1 in primary equity deals in France by Thomson Financial and No. 5 in advisory services in France by Thomson Financial in number of deals closed. Despite difficult market conditions starting in the summer, it delivered robust revenue growth.

Abroad, in 2007 it opened an office in Hamburg dedicated to shipping to expand its position in a highly active German market and to strengthen client coverage in Russia. Calyon also secured a licence to offer full investment banking services from the international financial marketplace in Dubai. In Algeria, Calyon Algérie was chartered as a full-service bank. Crédit Agricole and Banque Saudi Fransi entered into three joint ventures in 2007, including one with Calyon: Calyon Saudi Fransi, which is active in equity capital markets, debt capital markets and corporate finance advisory services.

#### SPECIALISED BUSINESSES AND SUBSIDIARIES

#### Private equity

#### **Crédit Agricole Private Equity**

Crédit Agricole Private Equity, an AMF-approved management company, is dedicated to acquiring direct equity stakes in unlisted companies. Crédit Agricole Private Equity is active in a variety of private equity segments: expansion and buyout capital, venture capital, secondary market, mezzanine, renewable energy, infrastructures held under private/public partnerships. It manages €2.8 billion in various types of private equity vehicles (FCPR, SICAR, FCPI, SCR).

#### Idia Agricapital

Idia Agricapital works with companies in the farming and agrifoods industry and with cooperative farm groups to provide private equity (expansion capital, LBO/MBO finance). It also manages financial and forest groups and acquires majority interests in wine domains.

#### Sodica

Sodica specialises in midcap deals. It provides advisory services to corporate executives in their M & A and divestment projects and in financial engineering. It is a leader in midcap mergers and acquisitions and is also developing a stock market engineering business. Sodica helps its clients bring their projects to fruition both in France and abroad.

#### Crédit Agricole Immobilier

A subsidiary of Crédit Agricole S.A., Crédit Agricole Immobilier is active in all property segments except financing - property development and investment, property management and investment advice, public and private sector contracting management, rental management, operating premises and transactions. Crédit Agricole Immobilier is active in all property markets: office, residential, retail, hotels, light industrial, logistics, and public facilities in France and in Europe.

In 2007, CA Immobilier strengthened its presence in residential property development with the acquisition of Monné-Decroix, one of France's leading property developers, and of RSB, a property developer that operates exclusively in Brittany.

#### **▶** Uni-Éditions

Uni-Éditions is Crédit Agricole S. A.'s press subsidiary that publishes 6 magazines oriented towards general public, with around 100 people working equally in commercial, administrative and accounting functions for one part and writing functions for the other. It also has a news agency that offers the Regional Banks and Crédit Agricole S.A. a wide array of newsletters and guides covering special topics of interest to their customers and in-house magazines.

Dossier Familial, Uni-Éditions' flagship title, confirmed its position as France's leading monthly magazine in paid circulation, with 1,218,000 subscribers. Détente Jardin is now the most popular gardening magazine in France, with average paid circulation of 304,000 in France in 2007. In just six years, Maison Créative has become No. 1 in the home/decoration category, with average paid circulation of 279,000 in France. Régal is making its mark in the culinary and gastronomic category, with paid circulation of

In 2007, Uni-Éditions launched I comme Info, a practical monthly news magazine that draws on Dossier Familial for inspiration but is intended for LCL customers. In September, Uni-Éditions acquired the monthly Santé Magazine, one of the main titles in healthcare in France. With strong name recognition (over 4,300,000 readers) and a powerful brand, Santé Magazine is entirely in keeping with Uni-Éditions' strategy in publishing.

# >> Crédit Agricole S.A. management report for the year 2007

PRESENTATION OF THE CRÉDIT AGRICOLE S.A. GROUP'S FINANCIAL STATEMENTS ECONOMIC AND FINANCIAL ENVIRONMENT CRÉDIT AGRICOLE S.A. CONSOLIDATED RESULTS RESULTS BY BUSINESS LINE CRÉDIT AGRICOLE S.A. CONSOLIDATED BALANCE SHEET PRUDENTIAL RATIOS RELATED PARTIES	
PRESENTATION OF THE CRÉDIT AGRICOLE S.A. GROUP'S FINANCIAL STATEMENTS	70
ECONOMIC AND FINANCIAL ENVIRONMENT	72
CRÉDIT AGRICOLE S. A. CONSOLIDATED RESULTS	72
RESULTS BY BUSINESS LINE	74
CRÉDIT AGRICOLE S. A. CONSOLIDATED BALANCE SHEET	88
PRUDENTIAL RATIOS	91
RELATED PARTIES	93
INTERNAL CONTROL	93
RECENT TRENDS AND OUTLOOK	93
Crédit Agricole S.A. parent company financial statements	97
ANALYSIS OF CRÉDIT AGRICOLE S.A. PARENT COMPANY FINANCIAL STATEMENTS	97
FIVE-YEAR FINANCIAL SUMMARY	98
RECENT CHANGES IN SHARE CAPITAL	99
CHANGE IN SHARE OWNERSHIP OVER THE PAST THREE YEARS	100
AUTHORISATIONS TO EFFECT CAPITAL INCREASES	101
PURCHASE BY THE COMPANY OF ITS OWN SHARES	103
INFORMATION ON EXECUTIVE OFFICERS AND DIRECTORS	105
Risk factors	106
CREDIT RISK	107
MARKET RISK	118
RISKS RELATED TO THE RESIDENTIAL REAL ESTATE SECTOR IN THE USA	122
ASSET/LIABILITY MANAGEMENT	124
INSURANCE SECTOR RISKS	129
OPERATIONAL RISKS	132
LEGAL RISKS	134
NON-COMPLIANCE RISKS	135
INSURANCE AND RISK COVERAGE	135
Employee, social and environmental information	
in the Crédit Agricole S.A. Group	136
KEY SOCIAL PERFORMANCE INDICATORS	136
KEY COMMUNITY PERFORMANCE INDICATORS	153
KEY ENVIRONMENTAL PERFORMANCE INDICATORS	154
SOCIAL AND ENVIRONMENTAL CONSIDERATIONS IN THE CRÉDIT AGRICOLE S.A. GROUP'S CORE BUSINESSES	158
KEY ECONOMIC PERFORMANCE INDICATORS	161

The Crédit Agricole S.A. Group's activity and results

## The Crédit Agricole S. A. Group's activity and results

#### PRESENTATION OF THE CRÉDIT AGRICOLE S.A. GROUP'S FINANCIAL STATEMENTS

#### ▶ Changes to Accounting Principles and Methods

#### Application of IAS/IFRS accounting standards

The introductory note to the Crédit Agricole S.A. Group's consolidated financial statements for the year ended 31 December 2007 sets out the regulatory framework and highlights comparability issues with the figures for 2006.

Since 1 January 2005, Crédit Agricole S.A.'s consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union at the balance sheet date.

The IFRS applicable to the annual financial statements and reporting information at 31 December 2007 include new standards and new interpretations adopted by the International Financial Reporting Interpretations Committee (IFRIC) that were approved by the European Union and mandatory at 31 December 2007. These standards are the same as those used to prepare the consolidated financial statements for the year ended 31 December 2006, except for the change in method on treatment of minority interests described in Note 1.2 of the Notes to the Financial Statements. They are also supplemented as required by the provisions of those standards and interpretations that must be applied in 2007 for the first time.

These cover the following:

- IFRS 7 on information to be provided on financial instruments;
- the amendment to IAS 1, Presentation of Financial Statements, on additional quantitative and qualitative information to be provided on shareholders' equity;
- IFRIC 7 applying the restatement approach under IAS 29 financial reporting in hyperinflationary economies;
- IFRIC 8 clarifying the scope of IFRS 2 relating to share-based payments;
- IFRIC 9, Reassessment of embedded derivatives;
- IFRIC 10, Interim financial reporting and impairment.

These new arrangements are described in Note 1 to the financial statements, "Principles and methods applicable in the Group", which provides a description of the main accounting principles and methods used by the Group and their mode of application.

They did not have a significant impact on the financial statements during 2007.

The Group did not apply optional standards and interpretations during the year.

#### Changes in accounting methods

We draw readers' attention to the change in accounting method applied to movements in minority interests in fully-consolidated subsidiaries, which has been applied as from 1 January 2007, to ensure comparability with market practices.

To restore comparability over time, this change of accounting method has been applied retroactively to net opening equity at 1 January 2006 as well as to the consolidated financial statements for the year ended 31 December 2006.

This change of method and its impact on the accounts are explained in Note 1.2 of the Notes to the Consolidated Financial Statements for the year ended 31 December 2007.

#### Changes in the scope of consolidation

At 31 December 2007, the Group's scope of consolidation encompassed 444 subsidiaries and equity investments compared with 426 at 31 December 2006. Notes 12 and 3.1 to the financial statements present the Group's scope of consolidation and changes to the scope during the year.

Since 31 December 2006, the scope of consolidation has been expanded, following Crédit Agricole S. A.'s acquisitions of FriulAdria (Banca Popolare FriulAdria S.p.A.) and Cariparma (Cassa di Risparmio di Parma e Piacenza) as of 1 March 2007, followed by their acquisition of 29 and 173 former Banca Intesa branches on 1 April and 1 July 2007, respectively.

Conversely, Banca Intesa S.p.A., which was previously consolidated as an equity associate by the Crédit Agricole S.A. Group, was deconsolidated as from 1 January 2007 following the Intesa Sanpaolo merger. Furthermore, on 27 December 2007, Crédit Agricole S.A. and Intesa Sanpaolo unwound their joint venture specialising in asset management in Italy, CAAM Sqr. Crédit Agricole S.A. sold to Intesa Sanpaolo business activities representing the 65% interest in Nextra Investment Management acquired from Banca Intesa in December 2005, which generated a €220 million gain on disposal, and created a new subsidiary, Crédit Agricole Asset Management SGR.

2007 results reflect the inclusion of the financial results from the Intesa Sanpaolo merger in the Group's accounts (a €1,097 million gain on dilution) and from the disposal of part of Crédit Agricole S. A.'s interest in the new group (a €472 million gain on disposal).

The main changes in the scope of consolidation between 2006 and 2007 were also a result of:

- the deconsolidation of Banco del Desarrollo in December 2007, following the sale of Crédit Agricole S.A.'s 23.7% stake in the Chilean bank, which was previously accounted for on the equity method:
- the acquisition by Sofinco of 100% of the two following subsidiaries of ABN AMRO: Interbank N.V., a consumer finance company in the Netherlands, and DMC Groep N.V., a brokerage specialising in consumer finance distribution. Since the fourth quarter of 2007, these companies have been fully consolidated in the accounts of Crédit Agricole S.A.;
- Pacifica's acquisition in September 2007 of the 60% of Assurances Fédérales IARD previously owned by AGF. Following this transaction, Assurances Fédérales IARD, which is now wholly-owned by the Crédit Agricole S.A. Group, merged with Pacifica;
- the acquisition by CACEIS of the independent alternative fund administration services group Olympia Capital International and its subsidiaries. The transaction, which was completed in the fourth quarter, resulted in the inclusion of these entities in the Group's scope of consolidation;
- the acquisition by CACEIS of Financial Services Markets Bank GmbH, a subsidiary of HypoVereinsbank (HVB) in charge of HVB's custody business. The entity, which was renamed CACEIS Bank Allemagne, has been proportionately consolidated in the Group's accounts since the end of 2007;

- Crédit Agricole Luxembourg's acquisition of Bank Sarasin European S.A., the Luxembourg subsidiary of Bank Sarasin. Since 2 July 2007, Bank Sarasin Europe S.A. has been operating under the name Crédit Agricole Luxembourg Bank, a 98%-owned, fully consolidated subsidiary of Crédit Agricole S.A. Crédit Agricole Luxembourg Bank and Crédit Agricole Luxembourg are scheduled to merge by mid-2008;
- Crédit Agricole Immobilier's acquisition during the second half of 2007 of a majority stake in the Monné Decroix group, one of France's largest residential property developers. This group is now fully consolidated in the accounts of Crédit Agricole S.A.

Other consolidation changes in 2007 had no material impact on the Group's financial statements. They consisted mainly of mergers or absorptions of companies within the Group or name changes.

Conversely, some of the changes in the scope of consolidation affecting the comparability of the 2006 and 2007 accounts are due to transactions completed in 2006. These mainly include:

- the purchase via a tender offer of a 67% stake in the Greek bank, Emporiki Bank, which has been fully consolidated in the Group's accounts since the second half of 2006;
- the acquisition of 100% of Index Bank (JSC Index Bank HVB) in the Ukraine, which was completed on 31 August 2006 and has been fully consolidated since that date;
- the consolidation of FGAFS, a joint venture in consumer finance created at the end of 2006 with the Fiat Group. This entity is consolidated on the proportional method;
- acquisitions of majority interests by Crédit Agricole S.A. in the ESFG (Espirito Santo Financial Group) bancassurance subsidiaries in Portugal, which were renamed BES Vida and BES Seguros. These companies, in which the Group owns 61.9% and 56% respectively, were fully consolidated during the second half of 2006.

In all, substantial changes in scope took place during 2006 and 2007 as a result of strategic transactions, especially abroad. The impact of these changes in scope on the main intermediate income statement balances was significant in 2007: they accounted for 13.4% of net banking income, 12.1% of expenses and 15.6% of gross operating income.

## ECONOMIC AND FINANCIAL ENVIRONMENT

2007 was split into two distinct periods. During the first part of the year, the world economy continued to grow at a surprisingly robust pace. The slowdown in the US was confined to the property market, with no real visible effects spreading to other business sectors. In the rest of the world, the economy was resilient. Europe's growth surpassed its potential and the momentum from the catchup effect in emerging countries continued to act as a driver. On the financial front, the first cracks began to appear in the spring, as the default rate on subprime mortgages began to escalate and the first wave of mortgage bank failures swept the USA. Even so, the stock exchanges quickly recovered and risk premiums sank to record lows. This episode served as a reminder of the inherent weaknesses of strong world-wide growth underpinned by steadily widening financial imbalances - a runaway US trade deficit, climbing consumer debt, inflated real estate prices, investors using more and more leverage to achieve higher returns - and fed by low interest rates, which are synonymous with cheap credit. Abundant world liquidity added fuel to the fire.

When the crisis erupted in the summer of 2007, it revealed the extent of the damages caused by mega-marketing of mortgage loans to subprime customers in the USA. The default rate on

subprime mortgages began to soar, aggravated by the plunge in property prices. It then spread to the different securitisation tranches, causing their prices to collapse on world financial markets. The entities were no longer able to refinance maturing paper and this led to an explosion in demand for liquidity at a time when the money market was nearing paralysis. This was the starting point of **the liquidity crisis that began on 9 August.** The central banks were left with no choice other than to bridge the liquidity gap throughout the summer and beyond. In September, in response to the threat that the crisis would intensify and spread to the real economy, the Fed cut its funds rates.

The loss of confidence in securitised finance spread like wildfire. In response to this double face crisis, starting in the 30 June interim financial reporting period, the banks began to take large impairment charges for assets with exposure to the US mortgage markets.

By the end of the year, confidence had not yet been restored and the crisis had settled in for the duration. Even so, despite the bad news from the financial sector, economic statistics showed no cause for alarm, and the world economy was still showing resilience.

# >> CRÉDIT AGRICOLE S.A. CONSOLIDATED RESULTS

2007 was a mixed year for Crédit Agricole S. A. and was marked by two key events. First, the Group met some of the goals set at the end of 2005 for its 2006-2008 development plan ahead of schedule. The end result was profitable, controlled, balanced growth over the year, in a context of international expansion in all business lines. The Group completed a major stage in its transformation, with the acquisitions and successful integration of Emporiki in Greece and the Cariparma – FriulAdria group in Italy. The Group also acquired a 20% stake (including 14.66% in a deal completed in February 2008) in Bankinter, one of Spain's fastest-growing, most technologically advanced banks.

Outside international retail banking, the Group also stepped up diversification of international operations in its target businesses and regions, particularly in consumer finance with FGAFS, a joint venture created at the end of 2006 with the Fiat Group in Italy, and with the acquisition in 2007 of two companies, Interbank N.V. and DMC Groep N.V. in the Netherlands; in asset management, with the

successful reconfiguration of the organisation in Italy, the formation of a joint venture in Saudi Arabia and the creation of a subsidiary in Australia<sup>(1)</sup>; in insurance, with the launch of a life insurance company in Japan<sup>(1)</sup> and, in Private banking<sup>(1)</sup>, with the acquisition of Bank Sarasin Europe S.A. in Luxembourg.

Second, the world banking sector as a whole was affected by difficulties associated with the US subprime crisis, which was considerably magnified as from the summer of 2007. In this difficult and highly unstable environment, in keeping with its rigorous and cautious approach, every quarter, the Group tightened up the impairment policy it applies to financial instruments exposed to the crisis.

2007 results reflect the appreciable reinforcement of risk scenarios associated with the credit derivative markets. This stringent counterparty market risk impairment policy is consistent with maintaining a sound financial base.

#### SUMMARY CONSOLIDATED INCOME STATEMENTS - KEY INTERMEDIATE INCOME STATEMENT BALANCES

(in millions of euros)	2007	2006 *	Change 2007/2006	Change 2007/2006 **
Net banking income	16,768	16,187	+3.6%	+25.5%
Operating expenses, depreciation and amortisation	(12,718)	(10,355)	+22.8%	+22.8%
Gross operating income	4,050	5,832	-30.6%	+30.5%
Risk-related costs	(1,897)	(612)	x3.1	
Operating income	2,153	5,220	-58.8%	
Income from equity affiliates	1,269	1,671	-24.1%	
Net gain/(loss) on disposal of other assets and changes in the value of goodwill	1,395	(40)	n.m.	
Pre-tax income	4,817	6,851	-29.7%	
Tax	(257)	(1,590)	-83.8%	
NET INCOME	4,556	5,258	-13.4%	
NET INCOME - GROUP SHARE	4,044	4,860	-16.8%	
Base earnings per share (euros)	2.51	3.31 ***		

The 2006 accounts have been adjusted to reflect the change in method for treating changes in minority interests: Net gains (losses) on other assets for the year ended 31 December 2006 were reduced by €61 million (see Note 1.2 of the Notes to the Financial Statements).

After deducting the €512 million of minority interests (up 28.6%), net income (Group share) was €4,044 million, down 16.8% on the previous year, despite the €2.7 billion negative impact from the crisis in the structured credit markets.

Net banking income rose by 3.6% year-on-year to €16,768 million, after €3.220 million of losses and asset impairment charges for capital market activities in the wake of the US residential mortgage crisis. Excluding this effect and the revenues from write-backs of provisions for home purchase savings plans (€135 million in 2007 against €366 million in 2006), NBI was 25.5% higher. This performance was underpinned by the momentum of the three business lines - French and international retail banking, Specialised financial services and Corporate and investment banking - that made a balanced contribution to the Group's revenues. It reflects strong organic growth as well as the contribution from business lines' growth engines, particularly international ones, that the Group has set up in each business line. It also includes the €472 million gain on the disposal of Crédit Agricole S.A.'s interest in the Intesa San Paolo group.

On a like-for-like basis and at constant exchange rates, and excluding the two foregoing impacts, NBI advanced by over 13%.

Operating expenses moved up 22.8% to €12,718 million; this trend was due to three factors: the consolidation of new entities, LCL's competitiveness plan and organic growth.

More than half of the 12.1% increase in expenses was attributable to the consolidation of newly acquired entities (mainly Cariparma FriulAdria, Emporiki, FGAFS, Meridian Bank, Index Bank, Monné Decroix, and AF lard).

LCL's 2007-2010 competitiveness plan, unveiled on 1 June 2007, represents a total cost of €601 million after inclusion in the fourth quarter of the additional impact from the 2008 Social Security Financing Act. It is allocated to Retail banking - LCL (€189 million) and the Proprietary asset management and other activities business line (€412 million) based on their pro rata share of projected cost reductions. After the plan has been fully implemented (in 2011), costs are expected to be cut by €300 million a year, or 11% of the 2006 cost base.

On a like-for-like basis and at constant exchange rates, and excluding the LCL plan, expenses rose by 6.2% due to substantial organic growth and continued investments, primarily in IT systems, human resources (the headcount increased by 1,470 not including changes in scope) and to strengthen controls.

Gross operating income was €4,050 million, a 30.6% drop from 2006. On a like-for-like basis and at constant exchange rates and excluding the impact of the financial crisis, GOI would have increased by 15.4%.

Risk-related costs were €1,897 million, €1,285 million higher than in 2006. They include an impairment charge of €807 million for counterparty risk for credit enhancer ACA Financial Guaranty and €75 million in other provisions for the stuctured credit market crisis booked in capital market activities. They also reflect a €107 million increase in collective provisions in financing activities and the integration of the new foreign entities (primarily Cariparma FriulAdria and Emporiki).

Doubtful loans amounted to €10.2 billion at 31 December 2007. This represents 2.7% of gross amounts due from banks and loans and advances to customers (not including leasing), compared with 2.8% in 2006. Provision cover amounted to 59.1% excluding collective provisions. Adjusted for the acquisition of a portfolio of impaired assets, the coverage rate was 64.4%.

<sup>\*\*</sup> Excluding charges to/write-backs from provisions for home purchase savings plans and the impact of the US subprime crisis on NBI.

<sup>\*\*\*</sup> Diluted earnings per share after share issue on 6 February 2007: €3.25.

The contribution of equity affiliates fell by 24.1% from €1,671 million in 2006 to €1,269 million in 2007, mainly due to the deconsolidation of Intesa, whose equity-accounted contribution came to €419 million in 2006. Excluding this item, net income from equity affiliates was stable; the share of net income from the Regional Banks, which accounts for the bulk of this item, moved up 2% to €865 million.

The net gain on disposal of other assets of €1,474 million includes the gains recognised by Crédit Agricole S.A. following the Banca Intesa - San Paolo IMI merger (€1,097 million gain on dilution on Intesa and €220 million gain on disposal from the unwinding of the CAAM Sgr joint venture in asset management). It also includes the gain on the disposal of the 23.7% stake in Banco del Desarrollo in Chile

The tax charge came to €257 million, down significantly on the previous year, primarily due to the loss registered by Capital markets and investment banking.

Return on equity was 12.2% (before unrealised gains).

## **RESULTS BY BUSINESS LINE**

The Crédit Agricole S.A. Group is organised into six business lines:

- French retail banking Regional Banks;
- French retail banking LCL;
- international retail banking;
- specialised financial services;
- asset management, insurance and private banking;
- corporate and investment banking; and
- proprietary asset management and other activities.

The organisation and business activities of these business lines are described in Note 6 in the Notes to the Financial Statements, "Segment reporting".

The organisation of activities between business lines did not change in 2007. However, Banca Intesa S.p.A., which was previously accounted for by the equity method (16.8% interest) within the International retail banking business line, was deconsolidated on 1 January 2007 following the creation of the new Intesa Sanpaolo S.p.A. group and the resulting dilution of Crédit Agricole S.A.'s stake in this new entity. The residual interest (just over 5%) is now included in available-for-sale financial assets under Proprietary asset management and other activities.

## ► Allocation of capital

The method of allocating capital by business line is described in Note 6 in the Notes to the Financial Statements, "Segment reporting".

#### **RISK-WEIGHTED ASSETS APPLIED FOR CAPITAL ALLOCATION PURPOSES**

(in billions of euros)	31/12/2007	31/12/2006
French retail banking	118.6	108.5
Crédit Agricole Regional Banks (25%)	69.3	63.3
LCL	49.4	45.2
International retail banking	47.9	22.1
Specialised financial services	55.3	41.7
Asset management, insurance and private banking	20.8	19.0
Corporate and investment banking	160.7	132.7

#### **ALLOCATED CAPITAL BY BUSINESS LINE**

(in billions of euros)	31/12/2007	31/12/2006
French retail banking	7.4	6.6
Crédit Agricole Regional Banks	4.4	3.9
LCL	3.0	2.7
International retail banking	3.4	3.8
Specialised financial services	3.3	2.5
Asset management, insurance and private banking	7.8	7.2
Corporate and investment banking	10.0	8.3
Capital markets and investment banking	3.0	2.5
Financing activities	7.0	5.8
TOTAL CAPITAL ALLOCATED TO BUSINESS LINES	31.9	28.4

(in %)	31/12/2007	31/12/2006
French retail banking	23.2%	23.4%
International retail banking	10.7%	13.3%
Specialised financial services	10.5%	8.9%
Asset management, insurance and private banking	24.4%	25.4%
Corporate and investment banking	31.2%	29.0%
CAPITAL ALLOCATED TO BUSINESS LINES	100%	100%

For each business line, ROE is calculated by dividing the corresponding annualised net income (after rebilling any equity surplus/deficit) by the amount of capital allocated to the business at year-end.

# ► Activity and results by business line

## CONTRIBUTION BY BUSINESS LINE TO CRÉDIT AGRICOLE S.A.'S NET INCOME (GROUP SHARE)

(in millions of euros)	31/12/2007	31/12/2006 *
French retail banking	1,331	1,439
International retail banking	460	529
Specialised financial services	595	463
Asset management, insurance and private banking	1,899	1,547
Corporate and investment banking	(904)	1,645
Proprietary asset management and other activities	663	(763)
NET INCOME - GROUP SHARE	4,044	4,860

By comparison with previously published figures, net gains or losses on other assets for the year ended 31 December 2006 have been reduced by €61 million subsequent to the change in accounting method for treating movements in minority interests (see Note 1.2 of the Notes to the Financial Statements).

#### 1. French retail banking – Regional Banks

In 2007, the contribution of the 38 Regional Banks, which are 25% equity-accounted, to Crédit Agricole S.A.'s net income was €778 million, a rise of 2.5% on the previous year. The increase is 7.7% after restating movements in provisions on

home purchase savings plans. In a difficult financial environment (financial crisis, flattening of the interest rate curve) and a climate of persistently intense competition, the Regional Banks' results reflect a solid operating performance with tightly controlled expenses and increased risk cover.

(în millions of euros)	2007	2006	Change 2007/2006
Aggregate IFRS net banking income	12,998	12,860	+1.1%
Restated IFRS net banking income*	11,960	12,093	-1.1%
Operating expenses, depreciation and amortisation	(7,005)	(6,922)	+1.2%
Aggregate gross operating income	4,955	5,171	-4.2%
Risk-related costs	(984)	(841)	+17.0%
AGGREGATE OPERATING INCOME	3,971	4,33	- 8.3%

Income from equity affiliates	865	848	+2.0%
Tax **	(87)	(89)	-2.7%
NET INCOME - GROUP SHARE	778	759	+2.5%

Aggregate data of the 38 equity-accounted Regional Banks restated for dividends and similar income received from Crédit Agricole S.A.

In 2007, the Regional Banks registered a high level of business generated by the growth momentum initiated in 2006. New, innovative offerings intended for priority targets, such as young people, young working people and high net worth customers met with unqualified success. They met their annual target for opening new accounts, boosting the total to 19,212,000 demand deposits and youth accounts at year-end. In addition to the national campaigns, this new business was captured through an active policy of opening new branches, with 137 locations added during 2007 compared with 109 in 2006. The online offering yielded excellent results, with new business attracted in multi-channel mode, mainly through the partnership with SeLoger.com, sales of products online with the electronic signature solution, quotes on financing, etc.).

Business growth was respectable, on the whole. Total customer deposits outstanding at the Regional Banks moved up 4.3% year-on-year to €498.6 billion at 31 December 2007. In a climate of financial crisis that was unfavourable for risky assets, this increase was driven primarily by precautionary savings and money market products.

On the balance sheet, deposits in term accounts (excluding "PEP" popular savings plans) surged 76.5% year-on-year, driven primarily by the "Grandito" range. Likewise, deposits in Sustainable development passbook accounts, which benefited from the increase in the regulated ceiling rate, jumped 23.4%; Youth and LEP 'popular savings' passbook accounts registered increases of 5.9% and 4.9%, respectively. Outflows from home purchase savings plans, which have lost some of their appeal over the past two years, slowed, to €3 billion over the year compared with €5.7 billion in 2006. Lastly, year-on-year growth in demand deposits was 2% in 2007 compared with 5.1% in 2006.

Off-balance sheet customer deposits increased by 3.7%. Life insurance outstandings rose by 7.6% in 2007 after an exceptional year in 2006, which was also atypical due to transfers out of the former home purchase savings plans. Multi-investment policies enjoyed robust growth of 67% year-on-year, owing to transfers authorised under the "Fourgous amendment". In mutual funds, inflows were concentrated in money-market and guaranteed products, with an 8.7% rise in outstandings. Conversely, owing to the financial and stock market climate, securities (stocks and bonds) retained in customer portfolios receded by 3.1% over the year.

In lending, the Regional Banks' significant efforts, with new offers for customers and a plethora of national campaigns, enabled them to sustain high production over the year, at €70.2 billion, up 1.9% on the very high level in 2006. This growth was driven primarily by financing for the farm sector (up 10.5%) and business customers (up 8.7%). In residential mortgage loans, business slowed as interest rates moved up, with a rise of 1.5% after growth of 11.2% in 2006. Even so, it still accounts for 56% of production.

As a result, loans outstanding advanced by a handsome 10.7% year-on-year, at the same pace as in 2006; they amounted to €327.9 billion at the end of 2007. Growth in residential mortgage loans decelerated but remained robust, at 12.2% year-on-year compared with 14.7% in 2006. Loans to local community institutions advanced by a respectable 9.6%, while lending to business customers jumped 16.8%, underpinned by the upturn in productive investment.

Risks remained confined to a low level; bad and doubtful debts receded to 2% of gross customer loans outstandings from 2.3% in 2006. However, a cautious provisioning policy was maintained. The loan loss cover rate moved up 1.2 point, to 70.8% (excluding collective provisions) from 69.6% at 31 December 2006.

Tax impact of dividends received from the Regional Banks.

Aggregate gross operating income for the 38 consolidated Regional Banks was €4,955 million (based on aggregate IFRS data adjusted for dividends and similar income received from Crédit Agricole S.A.). It was 4.2% lower than in 2006, when GOI included substantial gains from write-backs of provisions for home purchase savings plans resulting from the change in tax treatment that occurred at the end of 2005. Adjusted for these provisions, which amounted to €7 million in 2007 against €231 million in 2006, gross operating income was 0.2% higher.

The Regional Banks' net banking income rose by 1.1% to €13 billion. After elimination of dividends and similar income received from Crédit Agricole S.A. and changes in provisions for home purchase savings plans, it was 0.8% higher than in 2006 and up 1.2% excluding IFRS-related volatility. In a context of flattening interest rate curves, write-downs of old, high-margin loans and strong competitive pressure, the interest margin was held up by good results in financial management. Fee income received by the Regional Banks was 5.9% higher than in 2006; it was buoyed by attracting new customers and increasing the penetration rate among existing customers. Commissions on sales of insurance products continued to benefit from strong momentum, with a rise of 8.3%. In non-life insurance, the penetration rate among existing individual customers moved up by 4.5 percentage points year-onyear to 41.4%. Fees from services and other banking transactions advanced by 5.1% and fees from account management and payment instruments rose by 5.2% as customers upgraded to premium bank cards (Gold, Visa Premier and Platinum).

Significant investments were made in real estate for the gradual renovation of the franchise and the creation of new branches (137 opened in 2007), in increasing the number of staff and in new product launches. In the light of these expenditures, operating expenses were tightly controlled, edging up 1.2% to €7 billion. As a result, the Regional Banks' cost/income ratio was 58.6% (based on NBI excluding dividends and similar income received from Crédit Agricole S.A. and restated for changes in provisions for home purchase savings plans).

The Regional Banks' risk-related costs amounted to €984 million, 17% higher than in 2006 due to the increase in collective provisions.

After consolidation of their subsidiaries' accounts and consolidation adjustments, the Regional Banks' share of net income was €865 million, up 2% on the €848 million contributed in 2006. The Regional Banks business line's contribution to Crédit Agricole S. A.'s consolidated net income came to €778 million, a rise of 2.5% and of 7.7% excluding changes in provisions for home purchase savings plans. ROE was 17.4% (before Crédit Agricole S. A. tax).

## 2. French retail banking - LCL

In 2007, LCL developed its new banking model and strengthened its name recognition: two years after its launch, nearly eight out of ten French people recognise the LCL name. The new sources of growth that were set up starting in the first half of 2007 with a new franchise organisation and the creation of private banking began to bear fruit. Business momentum drove up the number of individual accounts by 80,000 over the year and net income (Group share) rose by 10.4%, excluding exceptional items (movements in provisions for home purchase savings plans and competitiveness plan). The target of a 1% growth differential between NBI and operating expenses was exceeded during the year and reached 1.6%.

(in millions of euros)	2007	2006	Change 2007/2006
Net banking income	3,664	3,652	+0.3%
Operating expenses, depreciation and amortisation	(2,706)	(2,495)	+8.5%
Gross operating income	958	1,157	-17.2%
Risk-related costs	(127)	(151)	-16.5%
Operating income	831	1,006	-17.3%
Income tax	(249)	(302)	-17.3%
NET INCOME	582	704	-17.3%
NET INCOME - GROUP SHARE	553	680	-18.6%

On-and off-balance sheet customer deposits outstanding increased by 2.7% during the year to €136.7 billion. The financial market crisis obscured a good performance by the branch franchise in deposits in term accounts (+13.3%) and passbook accounts (+10.3%), owing to the success of Livret Cerise and "Compte Sur Livret taux boosté" campaign. Momentum in winning new customers also contributed to the 3.4% rise in demand deposits. Conversely, as could be predicted, deposits in home purchase savings plans continued to shrink, with a decline of 11.7% in 2007 after a drop of 14.4% in 2006, following the trend initiated after the tax treatment of home purchase savings plans was changed at the end of 2005. Overall, on-balance sheet deposits rose by 3% to €57.9 billion.

Off-balance sheet deposits benefited from strong momentum in life insurance (+7.2%) but were adversely affected by a highly unfavourable climate for mutual funds and equities.

After an exceptional year in 2006, demand for credit remained brisk in 2007 and new loan production reached €19.4 billion. Loans outstanding advanced by 10.4% to €68 billion at year-end. This robust growth was driven by surges of 17.6% in loans to SMEs and of 11.5% in residential mortgages, which amounted to €39.6 billion at 31 December 2007. In an intensely competitive market, consumer loans outstanding moved up 1.1%, primarily following a sharp upturn in the production of personal loans during the last four months of the year, with a jump of 13% on the same period in 2006. Production of loans to small business customers was robust, boosting outstandings in this segment by 4.2% to €9.3 billion.

The LCL branch franchise's business momentum pushed up net banking income by 2.5% to €3,664 million, excluding the impact of write-backs of provisions for home purchase savings plans (€41 million in 2007 against €119 million in 2006). Including this item, the increase was 0.3%. The interest margin dipped again over the year, by 3% excluding home savings plan provisions, in an intensely competitive climate. Fee income rose by a handsome 8.3%, fed by the franchise's sales performance in insurance (+22.8%) and by fees from account management, services and payment instruments (+8.2%), which reaped direct benefits from the increase in services sold to existing customers (cards, agreements, remote information services).

Operating expenses were confined to €2,706 million. They include the provision for the competitiveness plan announced on 1 June 2007 (€189 million after the additional impact of the Social Security Financing Act for 2008 registered in the fourth quarter). Excluding this exceptional item, expenses would have risen by only 0.9%. During the year, significant efforts were devoted to enhancing productivity, particularly through reductions in force and savings on IT system costs as investments in workstations began to pay off. The savings achieved were used, inter alia, to finance continued investments in property, including the creation of 38 Private Banking divisions and the opening of 26 branches, and in advertising, with 14 television advertising campaigns in 2007.

As a result of tightly controlled expenses, gross operating income moved up 6.5% year-on-year, excluding the impact of provisions for home purchase savings plans and the competitiveness plan.

The cost/income ratio showed a further 1.1 point improvement, contracting to 69.5% at the end of 2007.

Risk-related costs were kept under control at €127 million, amounting to 26 basis points of risk-weighted assets compared with 33 basis points at the end of 2006. This led to a 10.4% increase in operating income.

LCL's net income (Group share) was €553 million, down 18.6% on 2006. Return on equity was 19.6%. Excluding exceptional items (movements in provisions for home purchase savings plans and the competitiveness plan), net income rose by 10.4% year-on-year.

#### 3. International retail banking

In 2007, the international retail banking business line consolidated the formation of its franchise. Because of this, the composition of the 2007 income statement has undergone major changes by comparison with prior years, making it difficult to analyse changes.

The international retail banking business line generated net banking income of €2,650 million in 2007, 3.2x more than in 2006, which did not include Italy and only included Emporiki's contribution during 4.5 months. Operating expenses were €1,763 million compared with €625 million in 2006. Gross operating income was €887 million, 4.5x higher than in 2006. Risk-related costs were €292 million and also reflected the impact of changes in the scope of consolidation. It amounted to €73 million in the previous year. The net income of equity affiliates was down appreciably due to the deconsolidation of Banca Intesa in 2007, following the Intesa Sanpaolo merger. It amounted to €168 million in 2007 compared with €522 million in 2006. The strongest contributor to net income of equity affiliates is now BES at €152 million, a 93% increase on the 2006 contribution. The stake in Banco del Desarrollo (Chile) was sold in November 2007, generating a gain on disposal of €117 million. However, this positive effect was partially offset by a €65 million goodwill impairment charge for Index Bank.

The international retail banking business line's net income (Group share) was €460 million in 2007, down 13.1% on 2006. ROE was 17.4%.

(in millions of euros)	2007	2006	Change 2007/2006
Net banking income	2,650	824	x3.2
Operating expenses, depreciation and amortisation	(1,763)	(625)	x2.8
Gross operating income	887	199	x4.5
Risk-related costs	(292)	(73)	x4
Operating income	595	126	x4.7
Income from equity affiliates	168	522	-67.7%
Net gain/(loss) on disposal of other assets and change in the value of goodwill	52	-	n.m.
Pre-tax income	815	648	+25.9%
Tax	(195)	(76)	x2.6
After-tax income from discontinued or held-for-sale operations	(4)	(3)	nm
NET INCOME	616	569	+8.3%
NET INCOME – GROUP SHARE	460	529	-13.1%

In Italy, the process of acquiring the Cariparma FriulAdria group and its fast-paced integration were completed. Italy is now the Group's second-largest domestic market.

In addition to the 29 branches acquired by FriulAdria on 1 April and the 173 branches acquired by Cariparma on 1 July, 30 new branches were opened during the year, thereby increasing the total number of branches to 725 at 31 December 2007. Business momentum drove up credit outstandings to nearly €24 billion. Deposits amounted to €21.5 billion at 31 December 2007.

A 2007-2010 business plan was announced on 5 October 2007 to remain on this growth track. It calls for strengthening customer segments offering high potential, expanding geographic coverage and stepped-up synergies with Crédit Agricole S.A. business lines.

In 2007, the Cariparma FriulAdria Group contributed €1,149 million to the International retail banking business line's net banking income, for six months of full operation and three additional months of partial operation. Expenses for the year came to €609 million, reflecting surplus costs generated by integration of the franchise as well as the creation of the holding and lead company functions in Italy. Gross operating income was €540 million and net income, Group share was €197 million.

In Greece, the transformation plan for Emporiki was launched. Crédit Agricole S.A. became Emporiki's largest shareholder in August 2006. Market share-building momentum is underway, with 10 new branches opened during the year. Emporiki now has 450 branches, including 70 in south-eastern Europe, a rapidly growing region. New offers and new marketing systems were rolled out, primarily in mortgage loans and in segmentation of sales outlets for business customers with 12 new business centres dedicated to the SME segment. The bancassurance range was expanded to include a new non-life insurance company, Emporiki Assurances (not consolidated in 2007).

A development plan was also initiated to achieve a combination of operational, organisational and sales targets. A new organisation is now in place and new collection tools have been installed.

At 31 December 2007, Emporiki's contribution to the business line's net banking income was €928 million compared with €353 million in 2006, when the bank was consolidated over 4.5 months. Expenses rose to €655 million from €232 million at 31 December 2006. Most of this increase came at the end of the year. It was due mainly to non-recurring items, such as early-out incentives and marketing and corporate communication costs.

Gross operating income came to €273 million for the year, 2.3x higher than in 2006. Risk-related costs advanced to €176 million over the year from €40 million in 2006. Net income (Group share) rose to €45 million.

Excluding Italy and Greece, the business line's other entities continued to expand steadily in 2007. Their contribution to net income (Group share) rose sharply, from €112 million in 2006 to €218 million in 2007, reflecting the vitality of these operations. BES is now the biggest contributor, with €152 million.

In Poland, net income rose appreciably. Lukas delivered a 47% jump in net banking income for its retail banking operations (excluding consumer finance operations, which are allocated to Specialised financial services). Egypt, where a new marketing catch phrase "not just a promise, but a commitment" was rolled out, also delivered handsome growth, with net income (Group share) topping €35 million in 2007 (€14 million in 2006). This reflects the effects of the changes in scope in 2006 following the merger of EAB and CA Egypt. In Morocco, Crédit du Maroc continued to expand. It opened 30 new branches in 2007 and the entity's net income (Group share) rose from €17 million to €18 million.

The Group also strengthened its European franchise with the acquisition of 15% of Bankinter, thereby increasing its stake in the Spanish bank to nearly 20%. The deal was approved by the Bank of Spain at the end of February 2008. This acquisition of a holding in a rapidly growing, highly profitable bank is designed to create a sustainable shareholder relationship that is profitable for all stakeholders.

## 4. Specialised financial services

In 2007, the specialised financial services business line, which encompasses consumer finance, factoring and lease finance,

continued to expand. It consolidated its positions in its domestic market while developing its operations abroad.

(in millions of euros)	2007	2006	Change 2007/2006
Net banking income	2,977	2,637	+12.9%
Operating expenses, depreciation and amortisation	(1,577)	(1,389)	+13.5%
Gross operating income	1,400	1,248	+12.3%
Risk-related costs	(491)	(421)	+16.6%
Operating income	909	827	+10.0%
Income from equity affiliates	8	7	+14.5%
Net gain/(loss) on disposal of other assets and change in the value of goodwill	28	(59)	n.m.
Pre-tax income	945	775	+22.1%
Tax	(310)	(280)	+11.2%
NET INCOME	635	495	+28.3%
NET INCOME - GROUP SHARE	595	463	+28.5%

In **consumer finance**, the Group's momentum bolstered its leadership positions in a climate of slowdown in this business in Europe.

For Sofinco, 2007 was a year of international expansion, both organically and through acquisitions. At the end of the year, Sofinco acquired Interbank and DMC Groep in the Netherlands, making it the leader in consumer finance in that country. In Saudi Arabia, it created a new subsidiary, Sofinco Saudi Fransi, specialised in developing point-of-sale financing for the car and household equipment markets. In Italy, Créditlift, the new Sofinco subsidiary dedicated to near-prime customers which is already active in France, embarked on the first stage of its international deployment. Conversely in Spain, Sofinco sold its 45% stake in Finconsum at the beginning of the year.

It entered into new partnerships in France and abroad with prestigious names, including mass-market retailers, speciality retailers and carmakers. The Fiat Group Auto Financial Services (FGAFS) joint venture created with Fiat Auto at the end of 2006 is fully operational. The first co-branded automotive card was launched, depicting the new Fiat 500 and Sofinco's Czech subsidiary Credium entered into an agreement with Fiat to handle the carmaker's financing business in the Czech Republic.

In France, the partnerships with the LCL and Regional Bank networks continued to develop their operations. In 2007, more Regional Banks commissioned Sofinco to handle their consumer finance business.

Finaref confirmed its position as the leader in private-label cards in France and rolled out new marketing innovations: the first Printemps Collector card, a genuine tool for differentiation and value for Printemps customers, a mobile-phone payment solution in partnership with Téléshopping, and the Madelios card reserved exclusively for a single store. Finaref also entered into a partnership with GO Sport to assist that company in customer relationship management. At the end of the year, Finaref launched an innovation representing a big step forward for the digital economy, with the 'prospect' electronic signature solution, which enables customers to open an account with Finaref online, including for prospects who are not in the databases.

In Poland, in 2007, Lukas became the new leader in bank credit cards. It continued to develop its franchise with the opening of 22 new credit centres and 48 bank branches.

Total consumer finance production came to €32.1 billion over the year, up 28.3% on 2006. In 2007 for the first time, foreign production exceeded domestic production, amounting to 55% of the total.

Credit outstandings followed the same favourable trend. They advanced by 12.9% on 2006 to €61.7 billion. International operations accounted for 57.3% of outstandings in 2007.

On a like-for-like basis\*, credit outstandings abroad rose by 13.8% between 2006 and 2007, reflecting the vitality of international operations. This growth was driven partly by a handsome

<sup>\*</sup> In 2006, including 100% of FGAFS outstandings and excluding Finconsum; in 2007, mainly excluding Interbank.

performance from FGAFS, which was consolidated over the full year for the first time (up 9.6% on December 2006). Other foreign operations also made a significant contribution: with rises of 14% for Agos in Italy, 53.8% for Credicom in Greece, 24.8% for Wafasalaf in Morocco, 25.4% for Ribank in the Netherlands, and 14% for Credibom in Portugal. In addition, on 27 December 2007, Crédit Agricole S.A. and Intesa Sanpaolo announced that Crédit Agricole S.A. would purchase Intesa Sanpaolo's stake in Agos. The transaction is scheduled to become effective during 2008 and will increase the Group's interest in Agos to 100%.

In France, cooperation with the franchises is being stepped up. The amount of outstandings with the Regional Banks increased by 14.3% in 2007.

The net banking income of the Consumer finance segment came to €2,517 million, a rise of 15% on 2006. 45% of NBI was generated internationally, compared with 36% in 2006.

Most of this growth is attributable to the consolidation of FGAFS, which contributed €258 million to net banking income in 2007. Consumer finance in France was adversely affected by an unfavourable interest rate effect, as the increase in funding rates is not automatically passed on to customers.

Operating expenses rose by 18% year-on-year to €1,275 million 2006. The increase is due mostly to changes in the scope of consolidation and to growth in the business.

Gross operating income in consumer finance was €1,242 million, up 12% over the year.

In lease finance, the strategy initiated at the end of 2006 started to bear fruit in 2007. Business was solid in all segments, with annual production volume of €4.8 billion, up 10% on the previous year. Robust growth persisted abroad, driven primarily by the development of the EFL subsidiary in Poland.

In keeping with its medium-term plan, Crédit Agricole Leasing continued to capture high value-added segments. A number of enviable deals were closed in property leasing, including financing of the cellars of a grand cru bordelais. Crédit Agricole Leasing also confirmed its positions in sustainable development finance and public sector finance via two financing agreements signed on its favour with the Council of Europe Development Bank (CEB) and the European Investment Bank (EIB). Internationally, the Group consolidated its positions through business generated by the branch office in Spain and the solid momentum of the Polish subsidiary. In 2007, the business line derived 19% of its NBI from abroad.

In 2007, Crédit Agricole Leasing also enhanced the competitive position of some of its businesses. Notable progress was made in equipment leasing and rentals for industry, particularly in the tractor-trailer and semi-trailer market, in ships and in machine tools. IT system operating lease production also expanded, owing to an excellent showing in the software sector.

Also in step with its development plan, Crédit Agricole Leasing turned its penetration of the Group's distribution franchises into a key factor of success. Business with the Regional Bank franchise expanded in 2007, in both equipment leasing and property lease

Gross operating income in lease finance rose by 2.7% year-on-year to €79 million. The business line's cost/income ratio improved, receding to 66.9% from 68.7% in 2006.

In factoring, Eurofactor met with a number of successes in 2007. It remains the leader in France in a rapidly growing market and continues to expand internationally. Eurofactor is investing in a new IT system to support its growth.

In 2007, growth in factored receivables was 17.4% year-on-year; it was 13.8% for the international subsidiaries.

Net banking income amounted to €222 million in 2007, an advance of 9.2% compared with 2006. This growth was due to a favourable volume effect (an increase in receivables financed) and in the interest rate climate, despite higher costs of funding.

Operating expenses edged up 0.5% on 2006 to €129 million.

As a result, gross operating income jumped 24.2% to €93 million in 2007.

Overall, net banking income for the Specialised financial services business line rose by 12.9% year-on-year to €2,977 million. Expenses increased commensurately, by 13.5% to €1,577 million as of 31 December 2007, tracking the trend in business growth. Net income (Group share) was €1,400 million. The cost/income ratio was virtually the same at 53%.

Risk-related costs rose by 16.6% to €491 million as of 31 December 2007. This was due mainly to changes in scope of consolidation. Excluding these changes, the rise would have been

Net income (Group share) was €595 million, up 28.5% on 2006, which included €63 million in goodwill impairment for Crédit Agricole Leasing. Excluding this impairment charge, net income (Group share) rose by 13.1% over the year, lifting return on allocated equity to 19.5%.

## 5. Asset management, insurance and private banking

In a difficult climate characterised by high volatility in the financial markets, a liquidity crisis and an upturn in risk aversion, among other things, the Asset management, insurance and private banking business line delivered a solid performance in terms of business

growth and operating income. Over the full year, net banking income advanced by 11.2% and operating income, by 14.7%. The business line's net income includes the gain from unwinding of the CAAM Sgr 50/50 joint venture between Crédit Agricole Asset Management and Intesa Sanpaolo; as a result, its contribution to the Group's net income climbed by 22.8%.

(in millions of euros)	2007	2006*	Change 2007/2006
Net banking income	4,306	3,873	+11.2%
Operating expenses, depreciation and amortisation	(1,803)	(1,680)	+7.3%
Gross operating income	2,503	2,193	+14.1%
Risk-related costs	4	(7)	n.m.
Operating income	2,507	2,186	+14.7%
Income from equity affiliates	8	46	-82.5%
Net gain/(loss) on disposal of other assets and change in the value of goodwill	215	0	n.m.
Pre-tax income	2,730	2,232	+22.3%
Tax	(782)	(657)	+19.0%
NET INCOME	1,948	1,575	+23.7%
NET INCOME - GROUP SHARE	1,899	1,547	+22.8%

The 2006 accounts were adjusted to reflect the change in method for treating changes in minority interests: Net gains (losses) on other assets as of December 2006 declined by €20 million (see Note 1.2 of the Notes to the Financial Statements)

At the end of 2007, assets under management within the business line, excluding double counting, amounted to €614.4 billion. Aggregate new inflows reached €36.6 billion, with €10 billion in asset management, €5.7 billion in Private banking and €21 billion in life insurance.

In asset management, assets under management by Crédit Agricole Asset Management Group and BFT amounted to €525 billion at 31 December 2007. The Group is one of the top five asset management firms in Continental Europe (source: IPE, December 2007) and ranks first in France (source: Fininfo-Europerformance, December 2007).

Despite the world financial and stock market crisis that began in the summer of 2007, assets under management expanded by 4.7% to €23.5 billion over the year on a like-for-like basis, that is, after the spin-off of the Italian business operations.

This increase was driven partly by a favourable €13.6 billion valuation impact between the end of 2006 and the end of 2007 and partly by solid business momentum. Net new inflows for the year were close to €10 billion after some €10 billion in buybacks during the second half, concentrated mostly on specialised products (mainly highly liquid absolute return funds in the VaR range) and, to a lesser extent, equity funds.

In France, new inflows increased by €10.4 billion over the year to €440.6 billion at the end of 2007.

Abroad, the Group continued to expand its international franchise. In Italy, in accordance with the commitments made under the Intesa Sanpaolo merger agreement, the CAAM Sgr joint venture between Crédit Agricole Asset Management and Intesa Sanpaolo S.p.A. was unwound at the end of December 2007. Crédit Agricole S.A. sold to Intesa Sanpaolo business activities representing its 65% interest in Nextra Investment Management acquired from Banca Intesa in December 2005. With €26 billion of assets sold in Italy at 31 December 2007, of which €14,3 billion managed locally, the new Crédit Agricole Asset Management SGR entity is the leading foreign operator in Italy. The distribution strategy is now based on four major pillars: the Cariparma and FriulAdria franchises acquired in 2007, the franchises of external distributors, which in many cases are partners of the Group (such as Intesa Sanpaolo), the Private banking client base, and institutional investors.

After the spin-off of the Italian business operations, assets under management sold by the Group's foreign entities amounted to €84.4 billion at 31 December 2007, a rise of 18.4% year-on-year on an unchanged consolidation basis.

In 2007, Crédit Agricole Asset Management Group created a branch office in Frankfurt (CAAM Deutschland) to gain a solid foothold in that financial marketplace and to step up its development in the German and Austrian markets. It opened a subsidiary in Montreal and a new sales office in Beijing. The business line added new sales staff to its Abu Dhabi office and created a joint venture with Bank Saudi Al Fransi (BSF) in Saudi Arabia to reap the full benefits of growth potential in the Middle East. In Australia, after opening a sales office in Sydney in early 2007, CAAM Group strengthened its presence in the country at the beginning of 2008 with the creation of a wholly-owned subsidiary, Crédit Agricole Asset Management Australia Ltd. These entities were not consolidated as of 31 December 2007.

Crédit Agricole Asset Management Group also bought the 10% that it did not already own in IDEAM, a management company dedicated to socially responsible investment which is now a wholly-owned subsidiary. With the emergence of employee share ownership plans, the Group also consolidated its positions in employee share savings schemes, with €16.9 billion of assets under management.

After securing AMF approval at the end of June as a portfolio management company authorised to manage OPCI property investment mutual funds, Crédit Agricole Asset Management Real Estate (CAAM RE) became one of the first management firms to launch an OPCI product for institutional investors (CAAM OPCI France Régions Dynamic). It is waiting for approval to distribute its first product for high net worth individuals.

In securities and issuer services, the CACEIS Group, which is 50% proportionally consolidated in the accounts of Crédit Agricole S.A., encountered commercial successes and delivered solid financial results.

The company expanded its international presence. Hence, there were many changes in scope during the year. After the deconsolidation of CACEIS Bank Espana (formerly Ixis Urquijo) in December 2006, the scope of consolidation now primarily reflects:

- the change of consolidation method for CACEIS Fastnet (following the acquisition of the CAAM shares), which was 46.5% consolidated on the proportional method at the end of 2007 (it was 57.4% fully consolidated in 2006);
- the acquisition in late November of Olympia Capital International and subsidiaries, a group specialising in alternative fund management with some US\$70 billion in funds domiciled in Bermuda, the Cayman Islands, the British Virgin Islands and the USA);
- the acquisition by CACEIS at the very end of the year of Financial Services Markets Bank GmbH, the HypoVereinsbank (HVB) subsidiary in charge of its custody business. The acquisition of this entity, which was renamed CACEIS Bank Allemagne, is a major step forward in CACEIS' international development. Its results will be proportionately consolidated as from 2008.

2007 was a mixed year for business performance. The first half saw robust growth in funds under management, with rises of €125 billion in assets under custody and €67 billion under administration, while the second half was adversely affected by financial market trends. Funds under management expanded by 21.5% year-on-year, mainly due to acquisitions. On an unchanged consolidation basis, growth was 4.8%. Assets under custody increased by €486 billion year-on-year to €2,272 billion at the end of 2007 while assets under administration advanced by €83 billion to €944 billion. CACEIS is now one of the leading fund administrators in Europe and is among the Top 10 in the world (source: Globalcustody).

In private banking, assets under management amounted to €96.4 billion at the end of 2007. During the year, as customers took a wait-and see stance in the second half due to the downturn in the equity markets and the subprime crisis, AUM expanded by 9.7% to €8.5 billion despite the negative dollar/euro impact. This exceeded €2 billion, primarily in Switzerland, where 45% of wealth is in dollars. This growth stems partly from the acquisition in early July of Bank Sarasin Europe S.A. (+€2.4 billion). It also reflects the performance of the financial markets over the period (+€2.4 billion) and even more, a robust €5.7 billion increase in new inflows.

In France, LCL Private Banking continued its strategy of commercial redeployment. By creating a dedicated private banking organisation with 38 divisions and 16 satellite centres in France's major metropolitan areas, LCL confirmed that this is a strategic market in its business growth. Through gradual development, LCL Private Banking expanded its range to serve over 90,000 customers.

Private banking also continued to deploy its operations internationally. At the end of 2007, 64% of assets under management were outside France, with three quarters of these in Switzerland and Luxembourg.

CL Miami was renamed Crédit Agricole Miami Private Bank on 1 May 2007.

After securing approval from the authorities at the beginning of July, Crédit Agricole Luxembourg acquired Banque Sarasin's subsidiary, Bank Sarasin Europe S.A., Luxembourg, which now operates under the name Crédit Agricole Luxembourg Bank. This 98%owned subsidiary is fully consolidated in the accounts of Crédit Agricole S.A. The acquisition strengthens the Group's private banking business in Europe and Crédit Agricole Luxembourg now ranks among the top five private banks in Luxembourg, with €14 billion in assets under management. Crédit Agricole Luxembourg Bank and Crédit Agricole Luxembourg are set to merge by mid-2008.

At the end of November 2007, Crédit Agricole (Suisse) S.A. announced that it had entered into an agreement to acquire 100% of National Bank of Canada Ltd., the Bahamian subsidiary of Banque Nationale du Canada specialised in international private banking.

In life insurance, 2007 followed an exceptional year in 2006, when the business benefited from transfers from the former home purchase savings plans, on which the tax treatment was amended at the end of 2005. Even so, business was robust in 2007.

Total premium income was €21 billion, down 14.9% on the unusually high level of 2006 but 2.7% higher than in 2005 on an unchanged consolidation basis. In addition to a strong performance by Predica, BES Vida's premium income climbed by 18% to €1.6 billion. It has refocused its production, most of which is generated from capitalisation products, to higher-margin pension and provident schemes.

In another area, the "Fourgous Transfer" campaign met with great success, under the impetus of efforts by the sales force: €11.6 billion was transferred into multi-investment contracts, 95% secured, i.e. over 60% of all transfers effected by bancassurance companies in 2007. Unit-linked accounts generated 22% of savings inflows during the year, compared with 19% in 2006).

Lastly, the Group developed new growth engines. The Regional Bank and LCL networks delivered a handsome performance in provident death insurance, primarily with their funeral cover and Prévilion ranges. Abroad, in June 2007, Crédit Agricole S.A. won approval to create a life insurance company in Japan, the world's second-largest life insurance market. "Crédit Agricole Life Insurance Company Japan Ltd." (not consolidated in 2007) will sell unit-linked retirement savings products via partner networks in Japan. This transaction is an important stage in the business line's strategy of international expansion, which it initiated two years ago in Portugal and which it is setting up in all countries where its distribution network was acquired, mainly in Italy, Greece, Serbia, Poland and Egypt.

In all, mathematical provisions rose by 8% over one year to €182 billion. With €174.9 billion, Predica confirmed its position as No. 1 in bancassurance and No. 2 in insurance in France.

In the non-life insurance market, business momentum remained solid. Total premium income expanded by 25.7% year-onyear to €1,865.2 million, driven by the networks' impressive accomplishments over the two previous years. Organic growth was high, at 16.4% including 14.6% for Pacifica, 26% for Finaref and 17.7% for BES Seguros. At the end of September 2007, Pacifica acquired 100% of Assurances Fédérales IARD (AF IARD) by purchasing AGF's 60% stake.

Pacifica's traditional motor and comprehensive insurance lines did extremely well, as did the new ranges it launched in 2007. In the small business market, premiums registered a substantial 36% rise owing to an excellent start for small business comprehensive insurance. Individual healthcare also delivered robust growth (22% on a like-for-like basis). The comprehensive homeowner's line, launched in early 2007, boosted production by 10%.

Pacifica's portfolio advanced by 10.9% year-on-year in 2007, on an unchanged consolidation basis. Including AF IARD's contribution, the number of policies rose to nearly 6.6 million.

Underpinned by this expansion in its development base, Pacifica plans to step up the deployment of its non-life insurance business via LCL. Starting in 2008, the branch franchise will sell Pacifica's automotive, comprehensive homeowner's, personal accident insurance and healthcare policies.

The Group is rapidly expanding its non-life business, both via its existing foreign entities and by creating new bases throughout the world. Emporiki Insurance in Greece and Crédit Agricole Assicurazioni in Italy will begin operations during the first half of 2008. Finaref has been developing its creditor insurance business from Ireland with partners in 14 European countries. In addition to the existing sales office in Milan, it is opening one in Madrid and another in Frankfurt.

AF IARD, which was previously 40% equity consolidated, merged with Pacifica on 28 December 2007, effective retroactively to 1 January 2007.

Momentum across all segments generated a robust increase in net banking income for the business line, with a rise of 11.2% (10.1% like-for-like) to €4,306 million. Operating expenses rose by 7.3% and gross operating income advanced by 14.1% year-on-year (by 12% like-for-like) to €2,503 million. The cost/income ratio showed a further 1.5 point improvement year-on-year, receding to a very low 41.9%.

Net income from equity affiliates fell from €46 million in 2006 to €8 million in 2007 following changes in consolidation methods applied to the Portuguese life insurance subsidiaries (BES Vida and BES Seguros) and to AF IARD, which were fully consolidated in 2007 (negative impact: €39 million).

Net gains on other assets include the €220 million gain on unwinding the CAAM Sgr joint venture between Crédit Agricole S. A. and Intesa Sanpaolo.

The business line's total net income (Group share) was €1,899 million, up 22.8% on 2006. This includes a €107 million net impairment charge in the third quarter for a product under development. ROE was 24.7%.

#### 6. Corporate and investment banking

After world-wide growth during the first half, 2007 ended in a climate of international financial crisis, which adversely affected the business line's performance.

(în millions of euros)	2007	2006 *	Change 2007/2006	2007 **	Change 2007/2006 **
Net banking income	2,781	5,456	(49.0%)	6,001	+10.0%
Operating expenses, depreciation and amortisation	(3,537)	(3,321)	+6.5%	(3,537)	+6.5%
Gross operating income	(756)	2,135	n.m.	2,464	+15.4%
Risk-related costs	(957)	10	n.m.	(75)	n.m.
Operating income	(1,713)	2,145	n.m.	2,389	+11.4%
Income from equity affiliates	135	160	(15.2%)	135	-15.2%
Net gain/(loss) on disposal of other assets and change in the value of goodwill	(1)	(17)	(94.1%)	(1)	n.m.
Pre-tax income	(1,579)	2,288	n.m.	2,523	+10.3%
Tax	767	(577)	n.m.	(603)	+4.6%
NET INCOME	(812)	1,711	N.M.	1,920	+12.3%
NET INCOME - GROUP SHARE	(904)	1,645	N.M.	1,827	+11.2%

The 2006 accounts were adjusted to reflect the change in method for treating changes in minority interests.

In 2007, the credit structured markets deteriorated steadily, with the crisis in the US mortgage market, weakened position for credit enhancers, and slowdown in LBOs. This negative trend was aggravated by high volatility in the equity markets, rising commodities prices, and the plunge in the dollar, which lost about 10% of its value against the euro in one year.

The crisis in the credit structured markets generated a loss of €2.7 billion in corporate and investment banking net income.

The €4.1 billion negative impact on pre-tax income includes:

- €2.2 billion in impairment charges for US residential mortgage ABSs and CDOs;
- a €1.2 billion allowance for counterparty risk on monoline insurers:
- a €807 million charge for risk-related costs for the monoline insurer ACA and €75 million in other impairment charges;
- a €188 million gain from the revaluation of structured issues at fair value.

As a result, in 2007, net income (Group share) for corporate and investment banking was a loss of €904 million. This also includes a €230 million isolated trading loss in the US recognised in the third quarter.

The impact of this severe crisis on corporate and investment banking, however, obscures the business line's performance.

Excluding the crisis impact, net banking income, which was €2,781 million, would have risen by 10% to €6,001 million owing to a handsome performance in structured finance.

The 6.5% rise in operating expenses was due to continued investments in some businesses and in IT infrastructure and control systems. Average headcount advanced by 5.5% year-on-year.

After three good years, risk-related costs were a net charge of €75 million, excluding crisis-related impairment charges, reflecting still-limited deterioration in counterparty risk. Collective provisions amounted to €1,168 million at 31 December 2007 compared with €1,125 million a year earlier.

Operating income was a loss of €1,713 million but would have been €2,389 million excluding the crisis impact, a rise of over 11%.

Income from equity affiliates, which consisted almost entirely of the contribution from Bank Saudi Al Fransi, receded by 15.2% in 2007, primarily due to the dollar's decline following a substantial 33% increase during the previous year.

On the whole, excluding the crisis impact, net income (Group share) would have been €1,827 million in 2007, up more than 11%.

Excluding crisis-related losses.

#### **FINANCING ACTIVITIES**

(in millions of euros)	2007	2006*	Change 2007/2006
Net banking income	2,300	2,135	+7.8%
Operating expenses, depreciation and amortisation	(935)	(875)	+7.0%
Gross operating income	1,365	1,260	+8.3%
Risk-related costs	(104)	10	n.m.
Operating income	1,261	1,270	-0.7%
Income from equity affiliates	130	159	-17.8%
Net gain/(loss) on disposal of other assets and change in the value of goodwill	(1)	(5)	-80.0%
Pre-tax income	1,390	1,424	-2.4%
Tax	(277)	(342)	-19.2%
NET INCOME	1,113	1,081	+3.0%
NET INCOME - GROUP SHARE	1,072	1,043	+2.8%

The 2006 accounts were adjusted to reflect the change in method for treating changes in minority interests.

In financing activities, operating and financial performances showed further improvement in 2007 despite a somewhat less favourable business climate during the second half.

Financing activities sustained their return on risk-weighted assets in a climate of strong growth in business volume and maintained a highly respectable level of operational efficiency, with the cost/income ratio contracting to 40.7% from 41% in 2006.

Net banking income was up nearly 8% year-on-year, despite a slowdown in syndication business during the second half, which resulted in discounting outstandings remaining to be placed by €55 million.

Underpinned by its leading positions, structured finance registered revenue growth of 20% (excluding the discount on syndication outstandings) and contributed 61% of the financing activities' net banking income. Business momentum was very strong in international trade, acquisition finance and project finance.

Commercial banking in both France and abroad also registered a substantial 20% rise in revenues but it was affected by the fact that there were no loan restructuring operations in 2007.

Risk-related costs mainly reflect the increase in collective provisions.

Total net income (Group share) was €1,072 million, up 2.8% by comparison with 2006.

### **CAPITAL MARKETS AND INVESTMENT BANKING**

(in millions of euros)	2007	2006 *	Change 2007/2006	2007 **	Change 2007/2006 **
Net banking income	481	3,321	(85.5%)	3,701	+11.4%
Operating expenses, depreciation and amortisation	(2,602)	(2,446)	+6.4%	(2,602)	+6.4%
Gross operating income	(2,121)	875	n.m.	1,099	+25.6%
Risk-related costs	(853)	0	n.m.	29	n.m.
Operating income	(2,974)	875	n.m.	1,128	+28.9%
Income from equity affiliates	5	1	x5	5	x5
Net gain/(loss) on disposal of other assets and change in the value of goodwill	0	(12)	n.m.	0	n.m.
Pre-tax income	(2,969)	864	n.m.	1,133	+31.2%
Тах	1,044	(234)	n.m.	(327)	+39.6%
NET INCOME	(1,925)	630	N.M.	806	+27,9%
NET INCOME - GROUP SHARE	(1,976)	602	N.M.	754	+25,5%

 $<sup>{\</sup>it The~2006~accounts~were~adjusted~to~reflect~the~change~in~method~for~treating~changes~minority~interests.}$ 

Excluding crisis-related losses.

Revenues in capital markets and investment banking were severely affected by losses and assets impairments due to the crisis in the US mortgage market, as described above. As a result, net banking income was €481 million for 2007.

Excluding the crisis impact, revenues from Capital markets and investment banking rose by 11.4% year-on-year to €3,701 million.

Capital markets expanded by 22%, restated for losses on credit derivatives. Underpinned by strong business momentum, the fixedincome derivatives, equity derivatives, debt securities issuance and foreign exchange businesses delivered significant revenue growth. The second half was also favourable for treasury operations.

2007 was another very good year for brokerage, where revenues moved up 29%, and by 21% excluding gains on the disposal of stock exchange seats. This excellent performance was driven by CLSA in Asia, where revenues jumped by a remarkable 38% in 2007, by CA Cheuvreux (up 10%) and by the listed derivatives business of Calyon Financial (up 8%), which became Newedge at the beginning of 2008.

In investment banking, revenues surged in corporate finance advisory activities (equity derivative products) and remained high in the primary equity segment.

Operating expenses were 6.4% higher, reflecting continued targeted investments, particularly for the brokers, and the strengthening of market infrastructures.

The sharp deterioration in risk-related costs reflects the increase in counterparty risk in this business, and the specific case of the impairment of the monoline insurer ACA.

Excluding crisis-related losses, net income (Group share) was €754 million, up 25.5% on 2006.

Including credit market losses and after recognition of a deferred tax asset against these impairment charges, capital markets and investment banking generated a net loss of €1,976 million.

## 7. Proprietary asset management and other activities

(in millions of euros)	2007	2006 *	Change 2007/2006
Net banking income	390	(255)	n.m.
Operating expenses, depreciation and amortisation	(1,332)	(845)	+57.7%
Gross operating income	(942)	(1,100)	-14.3%
Risk-related costs	(34)	30	n.m.
Operating income	(976)	(1,070)	-8.6%
Income from equity affiliates	85	88	-4.8%
Net gain/(loss) on disposal of other assets and change in the value of goodwill	1,101	36	n.m.
Pre-tax income	210	(946)	n.m.
Tax	599	391	+53.6%
NET INCOME	809	(555)	N.M.
NET INCOME - GROUP SHARE	663	(763)	N.M.

The 2006 accounts were adjusted to reflect the change in method for treating changes in minority interests: net gains (losses) on other assets at 31 December 2006 declined by €29 million (see Note 1.2 of the Notes to the Financial Statements)

In 2007, results for proprietary asset management and other activities registered several exceptional items which make a comparison with the previous years difficult.

They include the financial impact on the accounts from the Banca Intesa - San Paolo IMI merger on 1 January 2007, which led to the recognition of a €1,097 million gain on dilution, and of the disposal of part of Crédit Agricole S.A.'s stake in the new Intesa Sanpaolo group, which generated a €472 million gain on disposal in 2007.

Following these transactions, as of 1 January 2007, Crédit Agricole S.A.'s interest in Intesa Sanpaolo S.p.A. was deconsolidated. Therefore, the results of Proprietary asset management and other activities also include €222 million in dividends received during the first half of 2007 from Crédit Agricole S. A.'s residual 5.4% shareholding in the Italian group.

In addition, the €601 million total cost (after the additional impact of the Social Security Financing Act for 2008) of LCL's 2007-2010 competitiveness plan unveiled in mid-2007, being allocated based on the pro-rated share of projected cost reductions, €412 million is allocated to Proprietary asset management and other activities.

2007 was a very active year in private equity. New funds were launched via Crédit Agricole Private Equity (CAPE) - Capenergie (€105 million), PPP/Infrastructure (€500 million), VC Israel Fund of Funds (\$50 million), Co-investissement (€100 million), FCPI LCL (€25 million) - and in third-party advisory management (€850 million).

At end-December, private equity funds under management stood at €2.8 billion, a 16% year-on-year increase.

These activities generated net banking income of €147 million in 2007, reflecting this strong business momentum. NBI consists of revenues from equity interests cash products and the investment portfolio, management fees and net gains on the portfolio of assets measured at fair value. Its €18 million reduction from the 2006 level was due to the decline in financial markets.

After a rise in expenses (+€17 million to €44 million) and risk-related costs (+€9 million to €13 million), net income (Group share) was €84 million.

Excluding the private equity business, the business line's net banking income rose from a loss of €420 million in 2006 to a profit of €243 million in 2007. This includes the above-mentioned gains on disposal and dividends from Intesa. Conversely, it includes lower exceptional gains from write-backs of provisions for the old home purchase savings plans resulting from the change in tax treatment that occurred at the end of 2005 (€95 million in 2007 compared with €247 million in 2006).

Excluding these atypical items, and despite the 7.8% increase in financing costs associated with the recent acquisitions abroad, net banking income was €145 million higher than in 2006, primarily due to a rise in portfolio and asset/liability management revenues.

Excluding the €412 million provision for LCL's competitiveness plan, operating expenses moved up 7%, owing to some €40 million in supplemental charges for anticipated pension liabilities at LCL under the 2006-2007 retirement plan booked to provisions in the first quarter of 2007.

Net income from equity affiliates was €85 million, consisting mainly of income from the stake in Eurazeo. In 2007, it also includes a negative €24 million adjustment to Intesa's final net income (equityaccounted) for 2006.

Net income from other assets includes the €1,097 million dilution gain on Intesa after the new Intesa Sanpaolo S.p.A. group was created.

# CRÉDIT AGRICOLE S.A. CONSOLIDATED BALANCE SHEET

At end-2007, Crédit Agricole S.A. Group's total assets rose to €1,414.2 billion from €1,260.5 billion a year earlier. This represents an increase of 12.2% or €153.7 billion.

This increase stemmed mainly from the expansion in the Group's businesses. 2.6% of the advance was also due to the addition of newly acquired companies (primarily Cariparma FriulAdria and Interbank) to the scope of consolidation. The currency impact (depreciation in the major currencies, mainly the dollar, yen and Swiss franc against the euro between the end of 2006 and the end of 2007) shaved less than 1% off growth.

On a like-for-like basis and at constant exchange rates, total assets were up almost €128.8 billion, a rise of 10.2% year-on-year.

## Assets

The main items on the asset side of the balance sheet consist of financial assets at market value through profit or loss (32%), loans and advances to banks (22%) and customers (21%), and availablefor-sale financial assets (12%). These items together accounted for 76.5% (€117.6 billion) to the increase in total assets.

#### Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss amounted to €459 billion. 93% of the portfolio consists of securities that are classified under financial assets at fair value through profit or loss as a result of a genuine intention to trade them, primarily securities bought under repurchase agreements (€94.8 billion), trading securities in the form of bonds and other fixed-income securities (€85.6 billion) or shares and other variable-income securities (€29 billion) and derivatives (€175.4 billion).

The portfolio also comprises securities (7%) that are classified as financial assets at fair value through profit or loss as a result of an option taken by the Group. The majority of these (€29.2 billion) are assets backing unit-linked policies, of which the 23.3% growth relative to 2006 was driven by the strength of new inflows on these products.

Overall, financial instruments at fair value through profit or loss moved up 9.8% year-on-year. This increase was due to two factors: the expansion in business activity and the asset valuation effect. The 39.8% advance in derivative financial instruments reflects an increase in the balances of these instruments in the accounts, as their accounting treatment under IFRS allows only a small amount of the positive fair value of derivatives with the same counterparty recognised on the asset side to be netted against the negative fair value on the liabilities side. There is less credit risk associated with these instruments, since in most cases, they are covered by netting agreements between Calyon and its counterparties.

Conversely, the deterioration in the financial and equity markets between 2006 and 2007 cut into the growth of securities portfolios. Trading securities in the form of bonds declined by €13 billion to €85.6 billion in 2007 from €98.5 billion in 2006, while equities and other variable-income securities fell by €6.4 billion.

Repurchase transactions, most of which were carried out by Calyon, receded by €3.9 billion. The repo business is mainly focused in Paris, which accounted for 79% of securities bought under repurchase agreements.

The 24.9% year-on-year rise in financial assets at fair value through profit or loss reflects the insurance companies' success in attracting inflows into unit-linked policies and the increase in the value of mutual funds.

#### Loans and advances to customers and banks

This item comprises unlisted financial assets that generate fixed or determinable payments, adjusted for any impairment. Total outstandings exceeded €620 billion, a robust increase of nearly 15% (€80.3 billion) compared with 2006.

Loans and advances to customers (including lease finance operations) amounted to €302.4 billion at year-end, a jump of 21.9% (€54.3 billion) over the year. Part of this increase (9.4% or €23.4 billion) was due to the consolidation of the Cariparma FriulAdria group. This growth was also driven by solid customer lending by the Group's business lines both in France and internationally, in a climate of strong credit demand, primarily from individuals but also from business customers. Outstandings expanded by 16.7% or €17 billion for Calyon's financing activities, by 10.6% (€6.3 billion) for the LCL branch franchise in France, and by 18.8% (€5 billion) for the Sofinco group in consumer finance.

Most of the rise in loans and advances to customers applied to "Other loans and advances to customers", which grew by €34.5 billion, and debit balances on customer current accounts (+€23.9 billion). Provisions for impairment of loans to customers increased by 12.5% (€950 million), in keeping with new additions to the scope of consolidation (€400 million) and in step with business growth (gross loans advanced by 21.6%). These provisions include €2.2 billion in collective provisions.

Amounts due from banks reached €318 billion at 31 December 2007, a rise of 8.9% (€26 billion) over the year. This category mainly includes Group internal transactions (€230 billion), primarily time deposits and accounts from Crédit Agricole S.A. to the Regional Banks. The components of this item reflect the financial mechanisms between Crédit Agricole S. A. and the Regional Banks. Its strong 10% increase (€20.6 billion) in 2007 mirrors the growth in the Regional Banks' lending activity.

Amounts due from banks outside the Group grew by 6.5% (up €5.4 billion) over the year to €88.4 billion. The bulk of the advance came from movements in opposite directions: loans and advances increased by €7.6 billion, while securities declined by €2.5 billion over the year.

#### Available-for-sale financial assets

Available-for-sale financial assets (net of impairment) declined by €3.8 billion from end-2006 to end-2007, to a total of €169.7 billion. These include bonds, equities, and treasury bills and similar items, which are booked neither as financial assets at fair value through profit or loss nor held to maturity, and are marked to market at year end. €2.4 billion of provisions were booked against impairment of available-for-sale securities and receivables. Net gains on available-for-sale financial assets came to €6 billion after tax.

### Held-to-maturity financial assets

This category encompasses securities with fixed or determinable payments that the Group intends and has the capacity to hold until maturity. They are recognised at amortised cost using the effective interest method. The amount remained relatively unchanged over the year, totalling €21.1 billion at year-end 2007 compared with €18 billion at 31 December 2006 (up 17.4%).

### Investments in equity affiliates

Investments in equity affiliates fell from €17.2 billion in 2006 to €14.4 billion in 2007 after the deconsolidation of Intesa.

#### Goodwill

Goodwill advanced by €2.7 billion to €18.6 billion, following the additional investments made during the year (primarily Cariparma FriulAdria, CACEIS Group, AF lard) and the disposal of Nextra.

#### Liabilities

Liabilities mainly comprise financial liabilities at fair value through profit or loss (24%), amounts due to banks (12%) and to customers (27%), debt securities in issue (13%) and insurance company technical reserves (14%), which together account for more than 90% of the Group's liabilities excluding shareholders' equity.

## Financial liabilities at fair value through profit or loss

Financial liabilities at fair value through profit or loss amounted to €332.6 billion. This portfolio consists of debt instruments measured at fair value as of the reporting date and taken to the income statement. It includes derivative financial instruments held for trading (€172.8 billion), securities sold under repurchase agreements (€106.5 billion), securities sold short (€26.5 billion) and debt securities in issue (€26.2 billion).

Total financial liabilities at fair value through profit or loss rose by 11.9% or €35.3 billion year-on-year. This was due to a 44% (€52.8 billion) increase in the negative fair value of derivative financial instruments, particularly interest rate, credit, equity and market index derivatives.

#### Amounts due to customers and banks

Amounts due to customers and banks exceeded €559 billion, an increase of over €74 billion (15.3%) by comparison with 2006.

Amounts due to banks, which include €20.1 billion in Crédit Agricole Group internal transactions (movements of funds resulting from internal financial transactions between the Regional Banks and Crédit Agricole S.A.), rose by nearly €38 billion (28.2%). Most of this increase was in deposits (up €28.5 billion) and securities sold under repurchase agreements (up €4.5 billion).

Amounts due to customers totalled €387.2 billion at 31 December 2007. The increase of €36.4 billion (or 10.4%) reflects growth in bank deposits at the entities of Crédit Agricole S.A. Group in France and abroad, as well as the acquisition of the Italian branch franchise. Moreover, because of Crédit Agricole Group's internal financial mechanisms, savings deposits at the Regional Banks (passbook accounts, home purchase savings schemes, savings bonds and time accounts, "PEP" popular savings plans, etc.) are centralised on the balance sheet of Crédit Agricole S.A., and accounted for 43% of it or over €167 billion. The increase in amounts due to customers is due primarily to current accounts in credit, which expanded by €17 billion to €71.6 billion, and other amounts due to customers (time deposits, savings certificates, etc.), which advanced by 16.4% to €97.6 billion in 2007, driven by solid inflows of new deposits in retail banking in France (LCL and the Regional Banks). Securities sold under repurchase agreements rose by €6.2 billion to €15.8 billion. Conversely, funds invested in special savings schemes edged down €1.2 billion due to outflows from home purchase savings plans.

An analysis by geographic region highlights the Group's international growth: amounts due to foreign customers represented 30% of the total in 2007, compared with less than 16% three years earlier.

#### Debt securities in issue

Debt securities in issue (excluding securities at fair value through profit or loss, see note 7.2.) increased by €14.9 billion (9.1%) over the year to €177.7 billion at 31 December 2007, as the Group raised an additional €17 billion on capital markets by issuing bonds.

### Insurance Company technical reserves

Insurance Company technical reserves increased by €12 billion (or 6.4%) to €198.2 billion on the back of business growth at Predica and Pacifica, the Group's life and non-life insurance subsidiaries. Insurance liabilities remain partially valued under French GAAP, as required by IAS and IFRS regulations.

#### Shareholders' equity

Shareholders' equity (Group share) of the Crédit Agricole S.A. Group (including net income for the year and before payment of the 2007 dividend) amounted to €40.7 billion at year-end, a rise of €6,372 million (18.6%) since the end of the previous year. This increase is attributable primarily to two factors:

- the two capital increases during the year (including the Crédit Agricole employee share issue) for €4,490 million;
- net income for the period (€4,044 million),

less dividends paid in respect of 2006 (€1,614 million after deducting dividends from the Regional Banks and the subsidiaries).

Including minority interests (€5.8 billion) and subordinated debt (€22.8 billion), gross capital funds amounted to €69.3 billion, a rise of €5.8 billion on 2006. Subordinated notes issued as part of Crédit Agricole S. A.'s liability management process decreased by €1.6 billion

## PRUDENTIAL RATIOS

## ► Crédit Agricole S.A. Group European solvency ratio

In accordance with banking regulations, since 14 December 2001, the Crédit Agricole S.A. Group has calculated its European solvency ratio on a quarterly basis.

This calculation is shown in the table below, which details the risks of Crédit Agricole S.A. Group measured in credit risk equivalents (after counterparty weighting) and the regulatory capital levels on the dates indicated, calculated in accordance with the French CRBF regulations on solvency ratios (91-05) and capital (90-02), as amended.

(in billions of euros)	31/12/2007	31/12/2006
Risk		
Credit risk	319.9	248.1
Market risk	25.2	15.5
Interest rate risk	7.9	4.8
Risk of fluctuations in security prices	0.8	0.6
Settlement risk	0.3	0.4
Foreign exchange risk	1.7	0.8
Commodity risk	0.1	0.0
Risks calculated by internal model	14.4	8.9
TOTAL RISK-WEIGHTED ASSETS	345.1	263.6
Available capital		
Tier 1	28.0	21.6
Tier 2	16.0	18.8
Tier 3	0.8	0.9
Deductions	-15.1	-18.2
TOTAL AVAILABLE CAPITAL	29.7	23.1
Tier 1 solvency ratio	8.1%	8.2%
Total solvency ratio	8.6%	8.8%

At 31 December 2007, the Crédit Agricole S.A. Group's CAD/RSE ratio was 8.6%, compared with 8.8% a year earlier. The Tier 1 solvency ratio was 8.1% against 8.2% at 31 December 2006. Since 31 December 2006, these ratios are stated after application of reforms under the Financial Conglomerates Directive.

Changes in the various components of this ratio are analysed below:

risk-weighted assets were €345 billion at 31 December 2007, a rise of more than €81 billion (31%) over the year. Credit risk increased by close to €72 billion (29%) over the period, primarily reflecting the consolidation of the Italian acquisitions, as well as organic growth in Corporate and investment banking. After receding during the first half due to a reduction in risks calculated by the internal model (with full application of the Calyon Value at Risk model), market risk rose appreciably at the end of the year because of the crisis;

- Tier 1 capital was €28 billion at 31 December 2007, a rise of over €6 billion, due to retained earnings over the period and to two capital increases, one for €4 billion at the beginning of the year and the other for €0.5 billion in December reserved for employees. Several lower Tier 1 issues were also carried out during the year, for an amount of €2.2 billion. These increases in capital funds contributed to repaying the shareholders' advance made by the Regional Banks to Crédit Agricole S.A. at the end of 2006 (in anticipation of the capital increase) and to financing goodwill recognised in 2007;
- Tier 2 capital declined by €2.8 billion to €16 billion, mainly due to redemptions of redeemable subordinated notes;
- Tier 3 capital fell to €0.8 billion;
- deductions from capital funds were €3.1 billion lower, primarily due to the deconsolidation of Intesa.

## ► Crédit Agricole S.A. capital management

Within the meaning of prudential regulations, preferred shares are treated as core capital. Since 2003, deeply subordinated notes have been treated as Tier 1 capital for prudential purposes.

Crédit Agricole S.A. periodically carries out employee share issues, as was the case in 2003, 2005 and 2007. Furthermore, Crédit Agricole S.A.'s undistributed earnings are included in reserves, thereby effectively increasing shareholders' funds.

It is also noted that any increase in Tier 1 capital releases potential for increases in Lower Tier 1 and Tier 2 capital.

## Solvency ratio reform

Since 1 January 2006, when the European Financial Conglomerates Directive came into effect, to comply with the new reporting rules, Crédit Agricole S.A. has been required to:

- produce a "non-insurance" banking ratio that eliminates insurance companies' contribution from the numerator and the denominator;
- monitor assets more closely to ensure that the Group's consolidated capital covers both its overall banking capital requirements and the solvency margin requirements of its insurance companies.

As an extension of the proposed transposition of the European CRD system (2006-48-EC and 2006-49-EC) into French law, the decree of 20 February 2007 defined "capital requirements applicable to credit institutions and investment companies". In accordance with the provisions of this decree, in 2007, the Crédit Agricole S.A. Group has incorporated the impact from the transition to the new European CRD directive into its capital and risk management process. The directive defines the methods of calculating the solvency ratio as from 1 January 2008.

More specifically, the Crédit Agricole S.A. Group manages its capital funds so as to comply with French Banking Commission prudential capital requirements, within the meaning of regulation 90-02.

Until 1 January 2008, all financial institutions may continue to report their ratios in CAD/RSE format (European solvency ratio), the only one that has legal effect.

As from 1 January 2008, the CRD ratio will have legal effect. However, banks will continue to calculate the CAD ratio during a parallel phase, as the Regulatory Authority has defined the following floors for capital funds until the end of 2009:

- 95% of capital requirements as they would have been calculated under CAD until 31 December 2007;
- 90% of these requirements until 31 December 2008;

80% of these requirements until 31 December 2009.

As from the period ended 30 June 2007, during the parallel calculation phase preceding application of the new ratio, Crédit Agricole has reported its CRD ratio to the Banking Commission on a half-yearly basis, at the different reporting levels required, in the COREP format required by the regulations.

## Methods of treating minority interests in transition to Basel II

The consequences of implementing Basel II are:

- highly positive for the Regional Banks, as Basel II results in an additional surplus of prudential capital for them;
- negative on the whole for Crédit Agricole S.A. because half of the value of minority interests in bank holdings is deducted from

A dual system has been adopted: issuance of preferred shares and a solution internal to the Group.

- The issue of preferred shares to increase Crédit Agricole S.A.'s capital funds was authorised by law in 2004 and specifically recognised by prudential regulations at the end of 2006.
  - Preferred shares, which entail less dilution than ordinary shares for the same prudential effect, will be offered through internal and external placements and fully guaranteed by the Regional
- The Group's internal solution is to transfer deductions from Crédit Agricole S.A. to the Regional Banks to reduce Crédit Agricole S.A.'s capital funds requirement. The Banking Commission has approved this solution, known as "Switch", which enables Crédit Agricole S.A. to transfer to the Regional Banks the most extreme portion of the risk that it carries due to its holdings in the Regional Banks. This risk is highly diversified, in essence.

The cost for Crédit Agricole S.A. (remuneration for the Regional Banks) is based on market spreads for the mix of Lower Tier 1 and Lower Tier 2 subordinated instruments to which the "Switch" solution is equivalent, and a fair value will be guaranteed by an assessment carried out by an independent third party.

## Aggregate capital requirements:

- following the transition to Basel II, the Tier 1 requirement is €7.1 billion (€5.5 billion for equity interests in the Regional Banks, €1.6 billion for minority interests outside the Group). These requirements will be covered by:
- €3.6 billion of preference shares,
- €1.25 billion of "Switch" (Tier 1 equivalent of the value of the "Switch" arrangement),

- €2.25 billion in own funds representing the cumulative capital funds surplus:
  - as of 31 December 2007 (Tier 1 ratio: 8.1%),
  - released as part of the transition to Basel II (€1 billion gain on prudential treatment of Insurance businesses).
  - available in the form of unutilised potential Lower Tier 1 issues.

#### The implementation timetable is the following:

all transactions are to be implemented by the end of 2008, once the legislative amendment facilitating issues of preference shares has been enacted. During the interim period, the Regional Banks will make a €3.6 billion shareholders' advance.

## RELATED PARTIES

The main related-party transactions entered into as of 31 December 2007 are described in the consolidated financial statements for the year ended 31 December 2007, under "General framework - Related parties".

## INTERNAL CONTROL

As required by the French Financial Security Act of 1 August 2003, in a report appended to the Management Report, the Chairman of the Board of Directors must submit a report on corporate governance and on the internal control procedures implemented throughout the Company, on a consolidated basis.

This report, which is published under the terms and conditions set forth by the Autorité des Marchés Financiers and is incorporated into this document on pages 16 to 33, comprises two parts:

- part I deals with the work of the Board of Directors of Crédit Agricole S.A.;
- part II of the report contains information on the organisational principles applying to the internal control systems and to the risk management and monitoring procedures in effect within the Crédit Agricole Group. It contains descriptions of the permanent controls, compliance risk prevention and periodical control systems.

## RECENT TRENDS AND OUTLOOK

## ▶ 2008 outlook

In early 2008, the crisis moved beyond the realm of subprime mortgages. The question of whether the financial shock will spread to the real economy has become more acute, raising the spectre of a possible worldwide recession. Yet the US policy mix is proving to be responsive and pragmatic. While the American economy showed clear signs of weakening at the beginning of the year, it could rebound as early as the second half owing to the effects induced by monetary and fiscal stimuli.

The central scenario is a severe slowdown but without a real rift in the United States, sluggish growth in Europe and a gradual downturn in the rest of the world, especially in the emerging countries.

In the USA, the first half is likely to be critical, as growth slows close to recession levels. The US policy mix will remain very active. The Fed lowered its key rate from 5.25% to 3% between

September 2007 and January 2008. It is expected to reduce it by an additional 50 to 100 basis points during 2008. A US\$150 billion tax stimulus package should start to produce a visible impact on growth as from mid-year. Average annual growth in 2008 is forecast at around 1.8% compared with 2.2% in 2007.

In Europe, several factors will hold down growth to a projected 1.6% in the euro zone, including the slowdown in the US economy, tightening of credit terms, the soaring euro, surging commodities prices and some loss of resilience in European property markets. Against this backdrop, the ECB could take a pragmatic stance and lower its rates twice during 2008, with the first cut in the second quarter.

In France, economic growth is expected fall a bit short of the 1.9% registered in 2007. It could be stimulated by domestic demand, primarily consumer spending, as the delayed impact of job market improvement coupled with the stimulus from the "tax package" continue to push up disposable income. While prospects for

capital investment in the domestic market still look good on the whole, the international climate and borrowing terms will not be as favourable.

The financial markets could gradually start to return to normal levels around mid-year, even though the crisis is bound to leave some marks. Long rates are expected to move up gradually, leading to a steepening of the yield curves worldwide but especially in the US following the easing of monetary policy. The dollar should firm up a bit in 2008, once the serious concerns over US growth have dissipated.

### Outlook for the Crédit Agricole S.A. Group

The banking sector has been profoundly shaken by the international financial crisis and is facing a major shift in consumer behaviour, as well as global consolidation in the industry. In this increasingly complex and highly unstable environment, the Group defines itself as "a group of committed, responsible entrepreneurs, which is working for its customers and shareholders as a team, to build a European leader with a global dimension in the banking and insurance market".

The Group will be able to capitalise on its strengths, which give it the wherewithal to confidently face the challenges in the years ahead: all of its business lines hold solid European and sometimes global positions; solid momentum has set in as platforms have been scaled up; and its extensive know-how in integration bodes well for its ability effectively to manage its international expansion.

## Recent events

The following events were announced after 31 December 2007:

## Operational launch of Newedge, brokerage subsidiary of Société Générale and Calyon

#### Press release - 2 January 2008

Société Générale and Calyon have today concluded the merger of the brokerage activities of their respective subsidiaries, Fimat and Calyon Financial, which was announced on 8 August 2007. This makes effective the operational launch of Newedge, a world leader in the execution and clearing of listed derivative products. The objective of both shareholders is to arrange an IPO for the new entity within 18 to 24 months.

Newedge is controlled 50/50 by Société Générale and Calyon. Its Chairman, Marc Litzler, CEO of Calyon and the Vice-Chairman, Philippe Collas, Deputy CEO of Société Générale with responsibility for its Global Investment Management and Services division, have been appointed for a period of two years, with an alternation between Société Générale and Calyon.

Patrice Blanc, Chairman and CEO of Fimat, has been appointed CEO of Newedge and Richard Ferina, Chairman and CEO of Calyon Financial, will be Deputy CEO.

Newedge offers clients a full range of clearing and execution services covering options and futures contracts for financial products and commodities, as well as for money market instruments, bonds, FX, equities, and commodities on OTC markets. Newedge also provides a range of value added services, including prime brokerage, asset financing, an electronic platform for trading and order routing, cross margining, and the processing and centralized reporting of client portfolios.

Newedge gives its institutional clients access to over 70 markets worldwide. Headquartered in Paris and with operations worldwide, Newedge has around 3,000 staff, located in the world's 25 major financial centres.

#### Sale by Crédit Agricole S.A. of its shareholding in Suez

#### Press release - 14 January 2008

As previously announced, Crédit Agricole S. A. today completed the sale of its direct shareholding in Suez. 24,558,219 shares (1.88% of Suez's capital) were sold through an accelerated placement to institutional investors, in which Calyon acted as sole global coordinator, and Calyon and Deutsche Bank were Joint Lead Managers and Bookrunners.

This transaction was well received by investors. The price was set at €45 per share of Suez. Crédit Agricole S.A. also granted to the Joint Lead Managers an over-allotment option for 2,455,821 shares of Suez (or 10% of the total placement) exercisable no later than 13 February 2008.

The effect of this transaction on the 2008 consolidated net income of Crédit Agricole S.A. is expected to exceed €500 million.

## Newedge: a new force in global brokerage

## Extract from press release dated 22 January 2008

Newedge, a leading new force in global multi-asset brokerage business, is detailing today in a press conference in Paris, the thinking behind the company's creation, its priorities and the opportunities ahead. Newedge is also launching today its brand identity and positioning, advertising campaign, and website (www newedgegroup.com), reflecting a highly innovative brand

Newedge is a 50/50 joint-venture between Société Générale and Calyon, the corporate & investment banking division of Crédit Agricole Group, and combines the Fimat and Calyon Financial businesses. Marc Litzler, Chief Executive Officer, Calyon, and Philippe Collas, Deputy Chief Executive Officer of Société Générale, have been appointed as Chairman and Vice-Chairman respectively, for the first two years. These roles will be assumed by Société Générale and Calyon alternately, rotating every two years. Patrice Blanc, former Chairman and CEO of Fimat, is CEO of Newedge and Richard Ferina, former Chairman and CEO of Calyon Financial, is Deputy CEO.

Newedge benefits from the backing of Société Générale and Crédit Agricole's strong credit ratings, while operating independently of its parent shareholders. Benefiting from bank status, Newedge offers robust financial strength to its customers, specifically in financing and margining operations. The complementarity of the combined entities in terms of products, services and geography gives to Newedge a highly diversified revenue base that should enhance its competitiveness and the quality of its future earnings.

With a leading market position in its core business as a Futures Commission Merchant (FCM), Newedge ranks among the top 5 global players in clearing and execution on all of the top 10 exchanges, with more than 5 million contracts executed on average per day. Pro-forma, Newedge generated over €1 billion in revenues in 2007.

Focusing its strategy on its clients' needs, Newedge provides a wide range of standard products in futures and options, securities, FX and OTC. Newedge also offers a portfolio of leading-edge services centred on Global Asset Execution, Global Asset Clearing and Prime Brokerage.

Building on its strong market position in global execution and global clearing, Newedge intends to extend its prime brokerage offer on multiple asset classes (including equities, bonds, currencies and commodities) and will actively pursue business opportunities from its e-Brokerage platform.

Newedge has a strong global franchise with a presence in 25 locations in 17 countries, with direct access to more than 70 derivatives and stock exchanges all over the world. Newedge's employees (around 3,000 people) are strategically located to serve the 24 hour-a-day business needs of their customers – financial institutions, hedge funds, asset managers, professional trading groups and corporates.

## Crédit Agricole Asset Management Group confirms its presence and growth ambitions in Italy through a new subsidiary: Crédit Agricole Asset Management SGR

## Extract from press release dated 6 February 2008

Following the unwinding of the joint venture between Intesa Sanpaolo S.p.A. and Crédit Agricole, Crédit Agricole Asset Management SGR today unveiled its new organisational structure.

Crédit Agricole Asset Management SGR is the largest foreign asset manager in Italy, with more than €26 billion under management. It is a subsidiary of Crédit Agricole Asset Management Group (CAAM Group), a leading player in the European investment industry.

In addition to its core business of managing mutual funds and SecondaPensione, an open-ended pension fund, Crédit Agricole Asset Management SGR operates through the following companies:

- Crédit Agricole Alternative Investment Products Group SGR (CA AIPG SGR), Italy's second-largest<sup>(1)</sup> firm in the field of multi alternative investment management;
- CAAM Real Estate Italia SGR, which manages notably two property funds: CAAM RE Italia and CAAM RE Europa;
- Selezione e Distribuzione SIM, a specialist distributor.

## Crédit Agricole Asset Management Group develops its Australian presence with the launch of "Crédit Agricole Asset Management"

#### Extract from press release dated 14 February 2008

Considering the importance of the Australian market and the development of its local client base, Crédit Agricole Asset Management Group (CAAM Group) has decided to enhance its presence in this country. After opening a representative office in Sydney in early 2007, CAAM Group has created a wholly owned subsidiary: Crédit Agricole Asset Management Australia Ltd (CAAM Australia).

The launch of CAAM Australia underlines the Group's commitment to Australia and New Zealand and its confidence in the local asset management industry. Over the past year, local AUM have grown to just under US\$1.2 billion (€726 million).

CAAM Group also announces the appointment in Australia of John Maragiannis who assumes the role of Director of Distribution, joining from Crédit Suisse Asset Management (CSAM) where he was head of Institutional Sales until March 2006. Prior to this, he ran the institutional sales function for Schroder Investment Management.

Reporting to country head Richard Borysiewicz, Maragiannis will be responsible for new client sales and relationships in institutional and retail markets.

# Creation of Grameen - Crédit Agricole Microfinance Foundation

#### Extract from press release dated 18 February 2008

Crédit Agricole S.A., in partnership with 2006 Nobel Peace Prize winner Professor Muhammad Yunus, announces the creation of the Grameen - Crédit Agricole Microfinance Foundation and endows it with €50 million.

Crédit Agricole S.A. is committed to fighting world poverty alongside Professor Muhammad Yunus, founder and Managing Director of Grameen Bank and laureate of the 2006 Nobel Peace Prize for his efforts to promote microcredit.

Looking to foster the development of microfinance institutions in developing countries and emerging economies, Crédit Agricole S. A. has decided to team up with Grameen Trust to create a dedicated foundation and endow it with €50 million. The Foundation, "Grameen-Crédit Agricole pour la microfinance dans le monde", will provide microfinance institutions with a complete range of financing facilities in the form of credits, guarantees and equity capital, along with a platform for advisory services, information exchanges and technical assistance. Fondation Grameen Crédit Agricole Crédit Agricole S.A. will provide a team of specialists.

Today, we are also launching a website in French and in English dedicated to the Foundation 'Grameen-Crédit Agricole pour la microfinance dans le monde' at: www.grameen-credit-agricole.org.

## **Crédit Agricole Asset Management strengthens** its position in the Middle East through a joint venture with Banque Saudi Fransi in Saudi Arabia: "CAAM Saudi Fransi"

## Extract from press release dated 20 February 2008

Pursuant to its Middle East development strategy, Crédit Agricole Asset Management (CAAM) announces the formation of CAAM Saudi Fransi, an asset management joint venture with Banque Saudi Fransi (BSF), the sixth largest bank in Saudi Arabia.

Held 60 per cent by BSF and 40 per cent by CAAM, the joint venture has been approved by local regulators.

Based in Riyadh, Saudi Arabia, CAAM Saudi Fransi will benefit from CAAM group's technical skills and capacity for innovation, as well as from BSF's excellent knowledge of the local market.

CAAM Saudi Fransi's staff of more than forty professionals provides private customers, companies and Saudi institutions with a comprehensive and growing range of investment funds including both conventional and Sharia-compliant funds, along with discretionary management services and structured products.

The Chairman of CAAM Saudi Fransi is Ibrahim Al-Toug, also Chairman of BSF. Richard Lepère, formerly CAAM Head of RFP and Consultant Relations, has been appointed CEO.

CAAM has historic ties with all the Gulf countries and has also been present in Abu Dhabi since 1998. The Abu Dhabi representative office, headed by Ziad Sikias, aims to reinforce relationships with clients such as investment banks, retail and private banks, pension funds, insurance companies and corporates in Gulf Cooperation Council (GCC) countries.

CAAM also recently appointed Christian Lainé as Head of Relations with the major Sovereign Wealth Funds and State Entities in the Middle East. He is based in Abu Dhabi.

With this new venture, CAAM is building up a presence in a region with strong growth potential, in line with its strategic international development plan.

### Crédit Agricole S. A. welcomes Bank of Spain decision to authorise it to increase its stake in Bankinter

#### Press release - 21 February 2008

The Bank of Spain today announced the authorisation for Crédit Agricole S.A. to take a significant stake in Bankinter. The Bank of Spain's decision will allow Crédit Agricole S.A. to finalise the acquisition of 14.66 per cent in Bankinter from Ramchand Bhawnani. This stake is in addition to the 4.75 per cent bought in the market by Crédit Agricole S.A. in recent months. In addition the Bank of Spain has also authorised Crédit Agricole S.A. to increase its stake to the level requested.

This transaction is in line with Crédit Agricole S.A.'s strategy to strengthen its presence in the European banking market and in particular in the Spanish market.

Crédit Agricole S.A. welcomes and is very pleased with the decision of the Bank of Spain and now wishes to establish an ongoing long-term dialogue with the management of Bankinter, as well as with other shareholders.

## **Systeia Capital Management becomes** a wholly-owned CAAM subsidiary and appoints a new board

#### Extract from press release dated 26 February 2008

Jean-Louis Juchault and David Obert, co-founders of hedge fund manager Systeia Capital Management, have sold their 22 per cent stake in the company, thus exercising the put option granted when they set up Systeia in December 2000.

As a result, Systeia Capital Management, which specialises in alternative management, is now a wholly-owned subsidiary of Crédit Agricole Asset Management (CAAM).

Systeia Capital Management's supervisory board today appointed a new management team composed of:

- Andrew Watson, Chairman of the Executive Board;
- Emmanuel Bourdeix, Member of the Executive Board;
- Frédéric Fouquet, Member of the Executive Board.

# Crédit Agricole S.A. parent company financial statements

# ANALYSIS OF CRÉDIT AGRICOLE S.A. PARENT COMPANY FINANCIAL STATEMENTS

At year-end 2007, Crédit Agricole S.A. (parent company) posted net banking income of €2,944 million, €40 million less than the €2,984 million registered in 2006.

This near-stability is the result of two opposing trends:

- first, revenues from variable-income securities, which mainly include dividend and similar income, rose by €80 million yearon-year to €4,231 million. This improvement reflects growth in the subsidiaries' net income in 2007 and the enlargement of the Group's scope of consolidation;
- second, the cost of funding investments in non-consolidated subsidiaries increased due to the full-year effect of the acquisitions made in 2006 and 2007 (mainly, the Cariparma group). This financing cost totalled €1,601 million, up from €1,506 million in

Other net banking income was a loss of €125 million, compared with a loss of €69 million in 2006, primarily due to costs associated with the recent acquisitions.

Operating expenses totalled €591 million, €87 million less than in 2006 (in 2006, personnel costs included a €99 million charge corresponding to the cost of optional hedging for the stock option plan arranged in the autumn of 2006).

Gross operating income amounted to €2,353 million in 2007, an increase of €47 million over the €2,306 million recorded in 2006.

Risk-related costs remained very low, with a net release from provisions of €8 million as opposed to €28 million in 2006.

Net income on disposal of non current assets amounted to €1,982 million, mainly including a €1,857 million gain on the disposal of Intesa Sanpaolo shares.

Tax gains, resulting from the tax consolidation mechanism in France, with Crédit Agricole S.A. at the head of the tax relief group. came to €602 million in 2007, up from €619 million in 2006.

€49 million was allocated to the fund for liquidity and solvency banking risks, in line with the terms of the agreement established when the fund was set up at the time of Crédit Agricole S.A.'s

Net income for Crédit Agricole S.A. (parent company) was €4,896 million, a rise of €1,939 million on the €2,957 million registered in 2006.

# **FIVE-YEAR FINANCIAL SUMMARY**

	2003	2004	2005	2006	2007
Share capital at year-end	4,420,567,311	4,420,567,311	4,491,966,903	4,491,966,903	5,009,270,616
Number of shares issued	1,473,522,437	1,473,522,437	1,497,322,301	1,497,322,301	1,669,756,872
Results and transactions for the financial year (in millions of euros)					
Gross revenues	13,825	14,708	16,945	22,580	27,674
Income before tax, employee profit-sharing, depreciation, amortisation and provisions	539	1,032	1,381	2,116	4,333
Employee profit-sharing	4	0	0	0	1
Тах	(433)	(383)	(455)	(619)	(602)
Income after tax, employee profit-sharing, depreciation, amortisation and provisions	611	1,249	2,451	2,957	4,896
Dividends paid	800	954	1,407	1,894	2,004 (2)
Per share data (in euros)					
Income after tax, employee profit-sharing, but before depreciation, amortisation and provisions	0.657	0.960	1.226	1.660	2.955 <sup>(2)</sup>
Income after tax, employee profit-sharing, depreciation, amortisation and provisions	0.415	0.847	1.636	1.795	2.932 (2)
Dividend per share	0.55	0.66	0.94	1.15	1.20 (1) (2)
Employee and social data					
Average number of employees (3)	2,983	2,685	2,882	2,928	3,076
Wages and salaries paid during the financial year (in millions of euros)	165	157	177	189	201
Employee benefits and social contributions paid during the year (in millions of euros)	84	81	144	151	123

<sup>(1)</sup> Net dividend proposed to the AGM of 21 May 2008.

<sup>(2)</sup> Calculation taking into account the number of shares issued at the AGM of 21 May 2008, i.e. 1,669,756,872 shares outstanding.

<sup>(3)</sup> Refers to head office staff numbers.

## **RECENT CHANGES IN SHARE CAPITAL**

The table below shows changes in Crédit Agricole S.A.'s share capital over the last five years:

Date and type of transaction	Amount of share capital (in euros)	Number of shares
Share capital at 31/12/2002	2,916,629,697	972,209,899
19/06/2003 New share issue (Board meeting of 10/06/2003)	+1,059,857,214 3,976,486,911	+353,285,738 1,325,495,637
10/10/2003 Employee share offering (Board meetings of 21/05 and 09/09/2003)	+75,699,792 4,052,186,703	+25,233,264 1,350,728,901
24/11/2003 Share issue for cash (Board meeting of 09/09/2003)	+368,380,608	+122,793,536
Share capital at 31/12/2003	4,420,567,311	1,473,522,437
Share capital at 31/12/2004	4,420,567,311	1,473,522,437
26/08/2005 Employee share offering (Board meetings of 08/03 and 18/05/2005)	+71,399,592	+23,799,864
Share capital at 31/12/2005	4,491,966,903	1,497,322,301
Share capital at 31/12/2006	4,491,966,903	1,497,322,301
06/02/2007 Share issue for cash (Board meeting of 21/11/2006)	+449,196,690	+149,732,230
05/12/2007 Employee share offering (AGM of 23/05/2007)	+68,107,023	+22,702,341
Share capital at 31/12/2007	5,009,270,616	1,669,756,872

Since 5 December 2007, Crédit Agricole S.A.'s share capital amounted to €5,009,270,616 divided into 1,669,756,872 shares with a par value of €3 each. During 2007, the share capital increased by €517,303,713 following the completion of two capital

- the first was a capital increase for cash with pre-emptive rights retained, to involve Crédit Agricole S.A.'s shareholders in its growth. It was floated in January 2007 (from 4 to 23 January). 149,732,230 new shares were issued for a total nominal amount of €449,196,690 (including a €4 billion share premium). The new
- shares were admitted to trading on Euronext Paris as from 6 February 2007. They have the same characteristics as the existing shares and are eligible for the dividend as from 1 January 2006;
- the second was an employee share issue floated from 10 to 21 September 2007, to involve Crédit Agricole Group staff members more closely in the Company's expansion. On 5 December, the settlement-delivery date, 22,702,341 new shares were issued for a total nominal amount of €68,107,023 (including a €500 million share premium).

## CHANGE IN SHARE OWNERSHIP OVER THE PAST THREE YEARS

The table below shows change in the ownership of Crédit Agricole S.A. over the past three years:

	At 31/12/2007			At 31/12/2006	At 31/12/2005
Shareholders	Number of shares	% of voting rights	% of share capital	% of share capital	% of share capital
SAS Rue La Boétie *	903,090,102	54.50%	54.09%	54.73%	54.73%
Treasury shares **	12,552,962	-	0.75%	1.01%	1.76%
Employees (ESOP)	103,761,579	6.26%	6.21%	5.63%	5.83%
Institutional investors	520,433,879	31.40%	31.17%	29.77%	27.05%
Retail investors	129,918,350	7.84%	7.78%	8.86%	10.63%
TOTAL	1,669,756,872	100.00%	100.00%	100.00%	100.00%

<sup>\*</sup> SAS Rue La Boétie is wholly-owned by the Crédit Agricole Regional Banks.

## The Company's ownership structure has not changed materially over the past three years.

The Regional Banks, acting together and for the long term, own a majority share (between 54% and 55%) of Crédit Agricole S.A. via SAS Rue La Boétie.

Until the beginning of December 2007, the Regional Banks' interest was stable, at 54.7%, as they maintained their ownership percentage by subscribing (via la SAS Rue La Boétie) to the 6 February 2007 capital increase with pre-emptive rights retained. Their stake then declined from 54.7% to 54.1% after the Crédit Agricole Group employee share offering, effective as of 5 December 2007.

Following the second transaction, the percentage interest held by employees through employee share ownership plans and savings schemes increased by nearly 0.6 percentage point, from 5.6% at 31 December 2006 to 6.2% at 31 December 2007 (with 103,761,579 shares).

Institutional investors increased their base appreciably. Their interest rose by 1.4 percentage point to 31.2% at 31 December 2007 from 29.8% at end-2006 and 27% at end-2005. As a result, the percentage held by retail shareholders fell to 7.8% from 10.6% two years earlier.

<sup>\*\*</sup> The treasury shares are held as part of the share buyback programme designed to cover stock options, which are recognised on Crédit Agricole S.A.'s balance sheet, within an agreement to provide liquidity for the shares on the stock market.

# **AUTHORISATIONS TO EFFECT CAPITAL INCREASES**

Table summarising authorisations in force granted by the General Meeting of Shareholders to the Board of Directors to effect capital increases and use made of such authorisations during the year (information required by Order no. 2004-604 of 24 June 2004 reforming the system applicable to negotiable securities):

General Meeting Resolution	Purpose of grants of authority to the Board of Directors	Duration, ceilings, limitations	Use made of grants during 2007
General Meeting of 17/05/2006 19 <sup>th</sup> resolution	Capital increase by issuance of ordinary shares and/or any other negotiable securities giving immediate and/or future access to the share capital, with pre-emptive subscription right waived, with the authority to further delegate as provided by law	Ceilings:  ■ the total nominal amount of capital increases shall not exceed €4 billion or the equivalent value thereof;  ■ the total nominal amount of debt securities granting rights to the share capital shall not exceed €5 billion or the equivalent value thereof.  Valid for a term of 26 months  Authorisation cancelled by combined GM of 23/05/2007 (14th resolution)	Issue of 149,732,230 new shares with a par value of €3 each on 6 February 2007 *
General Meeting of 17/05/2006 25 <sup>th</sup> resolution	Grant options to purchase and/or to subscribe for Company shares to employees and corporate officers	Ceiling:  options granted shall give access to no more than 2% of the Company's existing share capital.  Valid for a term of 38 months	Two stock option plans were created:  on 6/10/2006 and  n 17/07/2007 (see Note 8.6 to the Financial Statements)
General Meeting of 23/05/2007 14 <sup>th</sup> resolution	Capital increase by issuance of ordinary shares and/or any other negotiable securities giving immediate and/or future access to the share capital, with pre-emptive subscription right waived, with the authority to further delegate as provided by law	Ceilings:  ■ the total nominal amount of capital increases shall not exceed €2.5 billion or the equivalent value thereof;  ■ the total nominal amount of debt securities granting rights to the share capital shall not exceed €5 billion or the equivalent value thereof.  Valid for a term of 26 months	None
General Meeting of 23/05/2007 15 <sup>th</sup> resolution	Capital increase by issuance of ordinary shares and/or any other negotiable securities giving immediate and/or future access to the share capital, with pre-emptive subscription right waived, with the authority to further delegate as provided by law	Ceilings:  The total nominal amount of capital increases may not exceed:  € 1 billion or the equivalent thereof in the event of an issue with a priority subscription period;  € 500 million or the equivalent thereof in the event of an issue without a priority subscription period;  the total nominal amount of debt securities that may be issued shall not exceed €5 billion or the equivalent value thereof;  all such issues must be covered by the unused portion of the ceilings set out in the 14th resolution.  Valid for a term of 26 months	None
General Meeting of 23/05/2007 16 <sup>th</sup> resolution	Increase the number of shares to be issued for each share issue	Ceiling: ■ 15% of the initial issue, at the same price; ■ this ceiling counts towards the total maximum limits as defined by the 14th and 15th resolutions. Valid for a term of 26 months	None
General Meeting of 23/05/2007 17 <sup>th</sup> resolution	Issue equity securities and other securities giving access to the share capital in consideration for contributions in kind consisting of equity securities or other securities giving access to the share capital, other than through a public exchange offer, with the authority to further delegate as provided by law	Ceiling: ■ 10% of the share capital; ■ this ceiling counts towards the total maximum limits as defined by the 14th and 15th resolutions. Valid for a term of 26 months	None

General Meeting Resolution	Purpose of grants of authority to the Board of Directors	Duration, ceilings, limitations	Use made of grants during 2007
General Meeting of 23/05/2007 18 <sup>th</sup> resolution	Determine the issue price of ordinary shares or any other securities giving access to the share capital, in the event the preferential subscription rights are waived	Ceiling: ■ 5% of the share capital per year.	None
General Meeting of 23/05/2007 19 <sup>th</sup> resolution	Capital increase by incorporating reserves, profits, share premiums or other items, with the authority to further delegate as provided by law	Ceiling: ■ €3 billion, independent from the total maximum amount set forth in the 14th and 15th resolutions. Valid for a term of 26 months	None
General Meeting of 23/05/2007 20th resolution	Share offerings for employees of the Crédit Agricole Group who are members of a Company employee share ownership scheme, with the authority to further delegate as provided by law	Ceiling: ■ nominal value: €150 million. Valid for a <b>term</b> of 26 months.	Issue of 20,852,755 new shares with a par value of €3 each on 5 December 2007 **
General Meeting of 23/05/2007 21st resolution	Share offerings for Crédit Agricole International Employees Company, with the authority to further delegate as provided by law	Ceiling: ■ €40 million (nominal value). Valid for a <b>term</b> of 18 months	Issue of 1,791,819 new shares with a par value of €3 each on 5 December 2007 **
General Meeting of 23/05/2007 22 <sup>nd</sup> resolution	Share offerings for employees of the Crédit Agricole Group who are members of a Company share savings scheme in the United States, with the authority to further delegate as provided by law	Ceiling: ■ €40 million (nominal value). Valid for a <b>term</b> of 26 months	Issue of 57,767 new shares with a par value of €3 each on 5 December 2007 **

- On 28 December 2006, the Chief Executive Officer used the authority granted to him by the Board of Directors at its meeting of 21 November 2006 to carry out a capital increase in a nominal amount of €449,196,690 by issuing 149,732,230 new shares with a par value of €3 each, with preferential subscription rights. This issue was carried out pursuant to the 19th resolution adopted by shareholders of Crédit Agricole S.A. at the Combined General Meeting of 17 May 2006. This transaction, which took effect on 6 February 2007, increased the share capital of Crédit Agricole S.A. to €4,941,163,593 and the number of shares that make up the share capital, to 1,647,054 531.
- In accordance with the authorisations granted by the Extraordinary General Meeting of 23 May 2007, Crédit Agricole S.A. carried out a capital increase reserved for employees of the Crédit Agricole Group. 22,702,341 new shares were issued for a nominal amount of €68,107,023 (€499.7 million including the share premium). This issue was carried out pursuant to the 20th, 21st and 22nd resolutions adopted by shareholders of Crédit Agricole S.A. at the Combined General Meeting of 23 May 2007. This transaction, which took effect on 5 December 2007, increased the share capital of Crédit Agricole S.A. to €5,009,270,616 and the number of shares that make up the share capital, to €1,669,756,872.

## PURCHASE BY THE COMPANY OF ITS OWN SHARES

Under the 13th resolution adopted at the Combined General Meeting of 23 May 2007, the shareholders of Crédit Agricole S.A. authorised the Board of Directors to trade in Crédit Agricole S.A. shares, pursuant to articles L. 225-209 et seq. of the Code de commerce and of European Commission Regulation 2273/2003 of 22 December 2003.

# ► Thirteenth Resolution: Grant of authority to the Board of Directors to trade in the Company's shares

Having heard the Board of Directors' management report, and voting in accordance with the quorum and majority requirements to transact ordinary business, the shareholders authorise the Board of Directors, with the right to further delegate this authority under the conditions provided by law, to trade in the company's own shares in accordance with provisions of Articles L. 225-209 et seq. of the Code de commerce and European Commission Regulation 2273/2003 of 22 December 2003.

This authority, which replaces the authority granted at the Ordinary General Meeting of 17 May 2006, is valid until renewed at a future ordinary general meeting and, in any event, for a maximum period of eighteen (18) months from the date of this meeting.

Share purchases made by the Board of Directors pursuant to this authority may under no circumstances result in the company holding more than ten percent (10%) of its share capital. However, the number of shares purchased by the company for the purpose of holding the shares purchased with a view subsequently to exchanging them or using them to pay for a potential merger, spin-off or asset transfer shall not exceed 5% of the company's share capital.

Under the share buyback programme established by the company, shares may be traded on one or more occasions and by all and any means, including on the market, over the counter or by way of derivatives traded on organised markets or over the counter (such as call and put options or any combination thereof), as provided for by the appropriate market authorities and at such times as the Board of Directors or its duly authorised representative deems appropriate. The entirety of the share buyback programme may be completed through block purchases.

The number of shares purchased may not exceed 10% of the total number of shares comprising the company's share capital (on this date equal to 164,705,453 shares) on the date of purchase, and the maximum number of shares held after said purchases may not exceed 10% of the share capital.

The total cost of all such share purchases made during the term of this authority may not exceed three (3) billion euros. The purchase price may not be more than fifty (50) euros. However, the shares may be allotted for no consideration in accordance with the provisions of the law.

This authority is designed to allow the company to trade in its own shares either on the market or over the counter for any purpose permitted by applicable laws or regulations. The company may use this authorisation for the following purposes:

- to allot stock options to some or all employees and/or officers and directors serving in an executive capacity within the company and companies or groups affiliated to it now or in the future, as defined by article L. 225-180 of the Code de commerce;
- to allot shares in the company to the employees referred to in the above paragraph as part of an employee profit-sharing or share ownership plan and in connection with the transactions covered by articles L. 225-197-1 to L. 225-197-3 of the Code de commerce;
- to hold the shares purchased with a view subsequently to exchanging them or using them to pay for a potential acquisition:
- to ensure coverage of securities giving access to the company's share capital;
- to ensure that liquidity is provided for the shares on the equity market by an investment services provider under a contract that complies with the AFEI (French Association for Investment Firms) Code of Conduct;
- to retire the purchased shares, subject to adoption of the 23<sup>rd</sup> resolution.

The Board of Directors may trade in the company's shares pursuant to this authority at any time during the term of the share buyback programme.

The company may also use the authority under this resolution and continue to implement its share buyback programme as provided by law, and in particular by the provisions of articles 231-1 et seq. of the General Regulations issued by the Autorité des Marchés Financiers, during a public cash or share exchange offer made by the company.

The shareholders grant full powers to the Board of Directors to implement this authority and to determine the method of so doing, including without limitation placing stock market orders, signing deeds, entering into agreements, accomplishing formalities and filings, particularly with the Autorité des Marchés Financiers, and more generally to do all that is necessary.

# ► Board of Directors' special report to the shareholders

Pursuant Articles L. 225-209 and L. 225-211 of the *Code de commerce*, the Board of Directors informs the general meeting of the following activities undertaken in accordance with the share buyback programme for the period from 1 January to 31 December 2007.

Transactions carried out as part of the programme in order to:

- cover commitments made to employees, in the context of either stock option plans or the liquidity contract for Crédit Lyonnais employees;
- provide volume to the market in the context of a liquidity contract in accordance with the AFEI charter.

Number of shares registered in the Company's name as at 31/12/2006	15,144,404
To cover commitments to employees	14,066,168
To provide volume to the market in the context of the liquidity agreement	1,078,236
Number of shares bought in 2007	8,347,281
To cover commitments to employees	243,875
To provide volume to the market in the context of the liquidity agreement	8,103,406
Volume of shares used to achieve the purpose set (1)	
Coverage of commitments to employees	3,422,169
Liquidity contract (bought + sold)	15,619,960
Number of shares that may be reallocated for other purposes	0
Average purchase price of shares bought in 2007	€27.82
Value of shares bought in 2007 at purchase price	€232,256,601
Trading costs	€489,991
Number of shares sold in 2007	10,938,723
To cover commitments to employees	3,422,169
To provide volume to the market in the context of the liquidity agreement	7,516,554
Average price of shares sold in 2007	€25.72
Number of shares registered in the Company's name as at 31/12/2007	12,552,962
To cover commitments to employees	10,887,874
To provide volume to the market in the context of the liquidity agreement	1,665,088
Net book value per share (2)	
Shares bought to cover commitments to employees (historic price)	€18.72
Shares bought as part of the liquidity contract (share price as at 31/12/2007)	€23.07
Total net book value of shares	€242,278,281
Par value	€3
Percentage of share capital held by the Company as at 31/12/2007	0.75%

<sup>(1)</sup> Coverage of commitments to employees concerns shares sold or transferred to beneficiaries after the exercise of options (Crédit Agricole S.A. and LCL), as well as shares sold in order to offset excess coverage of stock option plans, the liquidity contract concerns shares bought and sold in relation to the contract over the period in question.

<sup>(2)</sup> Shares bought to cover commitments to employees are recognised as securities held for sale and valued at their purchase price; shares bought in relation to the liquidity contract are recognised as trading securities and valued at the market value at each accounting date.

## INFORMATION ON EXECUTIVE OFFICERS AND DIRECTORS

See the chapter entitled "Corporate governance and internal control" on page 35 of the registration document for information on the compensation, appointments and duties of the Group's directors and officers, as required by section L. 225-102 of the Code de commerce under the French NRE (New Economic Regulations) Act of 15 May 2001, by the French Financial Security Act of 1 August 2003, and by Order 2004-604 of 24 June 2004.

A summary of trading in the Company's shares by directors of Crédit Agricole S.A. in 2007, as required by Article L. 621-18-2 of the French Monetary and Financial Code and Article 223-26 of the Autorité des Marchés Financiers General Regulation, is provided in the chapter entitled "Corporate governance and internal control" on page 48 of the registration document.

Risk factors

# **Risk factors**

In accordance with IFRS 7 relating to disclosures on financial instruments, this part of the management report sets out the type of risks to which the Group is exposed, their extent and the systems used to manage them.

IFRS 7 disclosures cover the following types of risks\*:

- credit risk (including country risk): risks of losses arising from default by a counterparty leading to that counterparty's inability to meet its commitments to the Group;
- market risks: risks of losses arising from changes in market parameters (interest rates, exchange rates, prices, credit spreads):
- risks related to the US residential real-estate sector;
- structural asset/liability management risks: risks of losses arising from changes in interest rates (global interest-rate risk) and exchange rates (exchange-rate risk), and the risk of not having the necessary resources to meet commitments (liquidity risk), including risks in the insurance sector.

To cover all risks inherent in the banking business, additional (unaudited) information is provided concerning:

- operational risks: risks of losses resulting primarily from the unsuitability or failure of processes, systems or people in charge of transaction processing;
- legal risks: risks of the Group being exposed to civil or criminal proceedings;
- non-compliance risks: risks related to the failure to comply with laws and regulations in the Group's banking and financial activities.

Risk management is an integral part of the Group's banking activities, and lies at the heart of its internal control system that is implemented by all staff involved in banking activities, from the initiation of transactions to their final maturity.

Measuring and supervising risk is the responsibility of the dedicated Risk Management and Permanent Controls function (DRG – Group Risk Management Department), which is independent from the business lines and reports directly to the Management Board.

Although risk management is primarily the responsibility of the business lines, DRG's task is to ensure that the risks to which the Group is exposed comply with risk strategies defined by business lines (in terms of global and individual limits and selection criteria) and are compatible with the Group's growth and profitability objectives.

DRG carries out consolidated Group-wide monitoring of risks, using a network of risk management and permanent control officers who report hierarchically to the Head of Risk Management and Permanent Controls and functionally to the executive body of their entity or business line.

To ensure a consistent view of risks within the Group, DRG has the following duties:

- it defines and/or validates methods and procedures for analysing, measuring and monitoring credit, market and operational risks;
- it helps with the critical analysis of business lines' commercial development strategies, focusing on the risk impact of these strategies;
- it provides independent opinions to the Management Board on risk exposure arising from business lines' positions (credit transactions, setting of market risk limits) or anticipated by their risk strategy;
- it lists and analyses entities' risks, about which data are collected in risk information systems.

The Financial Management unit of the Group Finance Department (DFG) manages structural asset/liability risk (interest-rate, exchange-rate and liquidity risk) along with the refinancing policy and supervision of capital requirements.

The Management Board's supervision of these risks is carried out through ALM Committee meetings, in which DRG takes part.

DRG organises a periodic review of the main credit-risk and market-risk issues through quarterly risk committee meetings, which deal with the following issues: policies regarding the taking of risk, portfolio analysis and analysis of risk-related costs, market limits and concentration limits. These risk committees cover all of the Crédit Agricole Group's risks (including those of the Regional Banks) and are chaired by the CEO of Crédit Agricole S.A.

The DRG regularly informs Crédit Agricole S.A.'s Audit Committee about risk exposures, the methods used to measure them and its recommendations for managing them in compliance with the policies defined by the Board of Directors.

<sup>\*</sup> These disclosures are an integral part of the consolidated financial statements for the year ended 31 December 2007, and so are covered by the statutory auditors' report (unless the disclosures are specified as "unaudited").

# **CREDIT RISK**

A credit risk is realised when a counterparty is unable to honour its obligations and when the book value of these obligations in the bank's records is positive. The counterparty may be a bank, an industrial or commercial enterprise, a government or government entity, an investment fund or a natural person. The exposure may be a loan, debt security, deed of property, performance exchange contract, guarantee or unused confirmed commitment. The risk also includes the settlement risk inherent in any transaction entailing an exchange of cash or physical goods outside a secure settlement system.

# ► I. Objectives and policy

The risks taken by Crédit Agricole S.A. and its subsidiaries must comply with the risk strategies approved by the Group's Risk Committee, which is a sub-committee of Crédit Agricole S.A.'s Executive Committee and chaired by its CEO. Risk strategies are adjusted to each business line and its development plan. They set out global limits, intervention criteria and arrangements for giving decision-making authority. These risk strategies are adjusted as required to each business line, entity, business sector or country. Business lines are responsible for complying with these risk strategies, and compliance is controlled by risk management and permanent control officers.

Crédit Agricole S.A. and its subsidiaries seek to diversify their risks in order to limit their counterparty risk exposures, particularly in the event of a crisis affecting a particular industry or country. To achieve this, Crédit Agricole S.A. and its subsidiaries regularly monitor their total exposures (taking into account internal calculation methods, depending on the type of exposure) by counterparty, by transaction portfolio, by economic sector and by country. Calyon, the Group's corporate and investment banking unit, also carries out active portfolio management in order to reduce the main concentration risks borne by the Crédit Agricole S.A. group. The Group uses market instruments, such as credit derivatives and securitisation, to reduce and diversify counterparty risk, and this enables it to optimise its use of capital. Similarly, potential risk concentration is mitigated through the syndication of loans among external banks and the use of risk mitigation instruments (credit insurance, derivatives, sharing risk with Sofaris).

# ► II. Credit risk management

# 1. Risk-taking: general principles

All credit transactions require in-depth analysis of the client's ability to repay the debt, and of the most efficient way of structuring the transaction, particularly in terms of security and maturity. This analysis must comply with the risk strategy of the business line concerned, and with all limits in force, both individual and global limits. The final lending decision is based on an internal rating and on an independent opinion given by a representative of the risk management and permanent control function, as part of the authorisation system in place. The Group Risk Management Committee and its Chairman constitute the Group's ultimate decision-making authority.

The principle of a risk limit applies to all types of counterparty, whether business enterprises, banks, financial institutions, governmental or quasi-governmental entities.

Each lending decision requires an analysis of the relationship between the risk taken and the expected return. In the corporate and investment banking business, an ex-ante calculation of a transaction's expected return is carried out (RAROC - risk-adjusted return on capital).

## 2. Risk measurement methods and systems

#### 2.1. INTERNAL RATING AND CREDIT RISK **CONSOLIDATION SYSTEMS**

In 2007, the Crédit Agricole Group continued to implement and improve its consolidated credit risk supervision system, with a view to the operational implementation of Basel II. The system was audited by the Commission Bancaire, and this resulted in requests for remedial action, monitored by the Group's General Inspection. In late 2007, the Commission Bancaire authorised the Crédit Agricole Group to use its internal rating systems to calculate regulatory capital requirements with respect to credit risk on retail and corporate loan books falling primarily within its scope.

Crédit Agricole S.A., its subsidiaries and Regional Banks are constantly seeking to improve their systems by focusing on three major themes:

- default management and internal ratings, with the aim of 1) ensuring that the definition of default is compliant and that it is implemented uniformly within the Group; and 2) guaranteeing that estimates of variables comply with Basel requirements and that the rating process is reliable;
- single client and Group risk management, designed to ensure accurate identification of single clients on which there is a risk and to improve cross-functional single-client information management, which is crucial to ensuring rating uniqueness and the uniform allocation of exposures to Basel portfolios. This work

forms part of efforts to improve the data used to monitor risk and carry out regulatory calculations;

improving the ratio production process (ratios produced quarterly since the September 2005 accounts closing) at each balance sheet date, mainly to ensure the reliability and completeness of data used in the calculation.

With the same objective of enhancing reliability, the following control procedures have been strengthened: accounting and risk data reconciliation procedures, data management and administration procedures, and specific rating supervision procedures.

In 2008, the Crédit Agricole Group has chosen to maintain a project organisation dedicated to supporting change management (as the Basel II system comes into force), fulfilling commitments made to the Commission Bancaire as part of the authorisation process, co-ordinating roll-out work (regarding the adoption of the IRB approach by certain French subsidiaries along with Cariparma and Emporiki), and finally the implementation of the second and third pillars of Basel II.

Governance of the rating system relies on the Standards and Methodologies Committee (CNM), chaired by the Group's Head of Risk Management and Permanent Controls, whose task is to validate and disseminate standards and methodologies relating to measuring and controlling risks.

In retail banking, each entity has the responsibility of defining, implementing and substantiating its rating system, in accordance with the group standards defined by Crédit Agricole S.A. The Regional Banks have common risk assessment models. LCL's scoring tools, which have been operational within its own scope since 1990 (IRPAR, IRPRO) have also been made compliant. The consumer finance subsidiaries (Sofinco, Finaref and Lukas Bank) have adjusted their rating systems in line with the new prudential requirements. Back-testing procedures for parameters used in the regulatory calculation have now been defined and are operational in all entities. These parameters are gradually being integrated more closely into each entity's risk management methods.

For corporate clients, Crédit Agricole Group entities use common rating methods that combine quantitative and qualitative criteria. Substantial work has been carried out since 2006 to improve validation and documentation of these methods, and to improve implementation of audit trails.

The broad roll-out of internal rating systems is enabling the Group to introduce counterparty risk management based on Basel II-type indicators. In corporate and investment banking, expected loss, economic capital and risk-adjusted return measurements are used in processes governing loan approval decisions and the definition of risk strategies and limits.

#### 2.2. CREDIT RISK MEASUREMENT

The measurement of credit risk exposures includes both drawn facilities and confirmed unused facilities. To measure counterparty risk on capital markets transactions, Crédit Agricole S.A. and its subsidiaries use an internal method of estimating the underlying risk of derivative financial instruments such as swaps and structured products. The risk basis is the sum of the positive market value of the instrument and an add-on coefficient applied to the nominal amount. This add-on coefficient represents the potential credit risk arising from the change in market value of derivative instruments during their residual lifespan. It is calculated using the type and residual lifespan of the instrument, based on a statistical observation of movements in its underlying instruments. Crédit Agricole S.A. and its subsidiaries use this method for the internal management of counterparty risk, and it differs from the regulatory approach used to meet the measurement requirements of European and international solvency ratios or for reporting major risks.

Moreover, to reduce exposure to counterparty risks on derivatives, the Crédit Agricole S.A. Corporate and Investment Banking businesses, via Calyon, usually enter into collateralisation contracts with their counterparties, in addition to netting agreements, which are negotiated during the documentation process prior to setting up the transactions.

#### 3. Supervision system

Rules for dividing and limiting risk exposures, along with specific decision-making and monitoring processes relating to commitments, are used to prevent any excessive concentration of the portfolio.

#### 3.1. PROCESS FOR SUPERVISING CONCENTRATIONS BY COUNTERPARTY OR GROUP OF RELATED COUNTERPARTIES

The total consolidated commitments of Crédit Agricole and all its subsidiaries are monitored by counterparty and by group of related counterparties. A group of related counterparties is a set of French or foreign legal entities that are connected, regardless of their status and economic activity, in such a way that the total exposure to this group can be measured on the basis of exposure to one or more of these entities. Commitments to a counterparty or group of counterparties include all loans granted by the Group and its subsidiaries, as well as corporate financing operations, bond portfolios, financing commitments and counterparty risks relating to capital market transactions. Exposure limits for counterparties and groups of counterparties are recorded in the internal information systems of each subsidiary or business line.

Each operational entity reports the amount of its commitments by risk category on a monthly or quarterly basis to the Group Risk Management and Permanent Controls Division. Exposures to major non-bank counterparties, i.e. those on which the aggregate commitments of Crédit Agricole S.A. and its subsidiaries exceed €300 million after netting, are reported separately to the Group Risk Management and Permanent Controls Division, so they may be monitored by the Group Risk Management Committee.

✓ At end-2007, the risk commitments of Crédit Agricole S.A. and its subsidiaries to its ten largest non-bank clients equalled 3.5% of the total portfolio, down from 3.9% at 31 December 2006. ✓

At the Regional Banks, major counterparty risks are monitored mainly via the Foncaris subsidiary. At 31 December 2007, Foncaris provided a 50% guarantee on €7.2 billion of Regional Banks' exposure to major counterparties.

# 3.2. PORTFOLIO REVIEW AND SECTOR MONITORING PROCESS

Periodic portfolio reviews by entity or business line are carried out to identify deteriorating risks, to update counterparty ratings, to monitor risk strategies and to supervise developments in concentrations. Portfolio reviews are also carried out by economic sector. Finally, the corporate and investment banking business has a portfolio modelling tool that allows it to test its portfolios' resilience to stress scenarios.

# 3.3. PROCESS FOR MONITORING COUNTERPARTIES IN DEFAULT AND UNDER SUPERVISION

Counterparties in default and under supervision are subject to close supervision by business lines, in conjunction with risk management and permanent control officers. They are formally monitored by committees dedicated to entities' sensitive exposures, and undergo quarterly consolidated monitoring by the Group Risk Management Committee and the Audit Committee.

#### 3.4. CONSOLIDATED RISK MONITORING PROCESS

Every quarter, the Group Risk Management Committee examines the risk scorecard produced by the Group Risk Management and Permanent Controls Division. This document gives the Committee a detailed review of the Group's risk situation across all its business lines and on a consolidated basis. In addition, detailed periodic reviews of banking risks, country risks and the main non-banking risks are carried out in Group Risk Management Committee meetings.

In 2007, consolidated risk monitoring continued to benefit from the implementation of Basel II reforms, particularly as regards improvements in internal rating systems, consolidated counterparty management and the scope covered by the risk centralisation system.

#### 3.5. STRESS SCENARIO IMPACTS

Credit stress scenarios are applied periodically in conjunction with business lines to assess the risk of loss and the risk of changes in capital requirements in the event of a sharp deterioration in the economic and financial environment. The results of these stress tests are examined in Group Risk Management Committee meetings.

# 4. Credit risk mitigation mechanisms

#### **4.1. GUARANTEES AND SECURITY RECEIVED**

The principles governing the eligibility, use and management of guarantees and security received are defined by the Crédit Agricole Group's Standards and Methodologies Committee (CNM), in accordance with the CRD system implemented as part of the Basel II solvency ratio reform. This common framework ensures a consistent approach across the Group's various entities. It documents aspects including the conditions for prudential use, valuation and revaluation methods and all credit risk mitigation techniques used. The various entities are in charge of implementing this framework at the operational level (management, monitoring valuations and implementation).

#### **4.2. USE OF NETTING CONTRACTS**

If a "framework" contract has been signed with a counterparty, Crédit Agricole S.A. and its subsidiaries apply netting to the counterparty's exposures. Crédit Agricole S.A. and its subsidiaries also use collateralisation techniques (deposits of cash or securities).

# 4.3. USE OF CREDIT DERIVATIVES

The corporate and investment banking business may use credit derivatives and a range of risk-transfer instruments, including securitisation, in managing its banking book. The aim is to reduce concentration of corporate credit exposures, to diversify the portfolio and to reduce loss levels. The risks relating to these operations are monitored by Calyon's Market Risk Management Division with the help of indicators such as VaR for all liquid transactions through which Calyon buys and sells protection on its own account.

The nominal amount of protection bought by Calyon in the form of credit derivatives was €14.7 billion at 31 December 2007 (€12.5 billion at 31 December 2006). The notional amount of sell positions totalled €2.0 billion (€2.6 billion at 31 December 2006).

# ► III. Exposure

# 1. Maximum exposure

The table below sets out the maximum credit risk exposure of the Crédit Agricole S.A. group's financial assets. This exposure corresponds to the book value of financial assets, net of impairment, and before the effect of non-recognised netting agreements and collateral.

#### MAXIMUM EXPOSURE OF THE CRÉDIT AGRICOLE S.A. GROUP

(in millions of euros)	Notes	31/12/2007	31/12/2006
Financial assets at fair value through profit or loss (excluding variable-income securities and assets			
representing unit-linked contracts)	7.2	400,052	358,064
Derivative financial instruments held for hedging	4.4	10,622	3,834
Available-for-sale assets (excluding variable-income securities)	7.4	130,568	152,413
Due from banks (excluding internal transactions within the Crédit Agricole Group)	7.5	88,440	83,076
Loans and advances to customers	7.5	302,444	248,145
Held-to-maturity financial assets	7.8	21,136	18,007
Exposure to on-balance-sheet commitments (net of impairment)		953,262	863,539
Financing commitments given	9	171,332	245,387
Financial guarantee commitments given	9	100,463	116,429
Reserves – financing commitments	7.18	(262)	(286)
Exposure to off-balance sheet commitments (net of impairment)		271,533	361,530
TOTAL NET EXPOSURE		1,224,795	1,225,069

✓ At 31 December 2007, based on risk management data, loans granted by the Crédit Agricole S.A. group to its clients (on- and off-balance sheet non-insurance commercial commitments and counterparty risk on market transactions in the banking book, measured with an internal add-on excluding insurance business) totalled €841 billion (€671 billion at 31 December 2006), an increase of more than 25% in one year. This increase was the result of acquisitions, particularly in Italy (integration of FGAFS and the unit made up of Cariparma, FriulAdria and the Italian branches), and business growth across all Group entities. ✓

The outstanding net book value of loans and advances was €391 billion at 31/12/2007, an year-on-year increase of 18%. Lending to clients, which accounts for more than two thirds of on-balance-sheet loans and advances, increased by €54 billion or 23% relative to end-2006. This includes the impact of acquisitions, particularly the Italian entities (Cariparma, FriulAdria and FGAFS). The relative weight of lending to other banks (presented excluding Crédit Agricole internal lending) and finance lease transactions was stable overall.

#### NET VALUES ON CRÉDIT AGRICOLE S.A.'S CONSOLIDATED BALANCE SHEET

	at 31 Decem	nber 2007	at 31 Dece	at 31 December 2006		
Net exposure <sup>(1)</sup>	in millions of euros	% of total	in millions of euros	% of 2007 total	Change	
Lending to customers	287,104	73%	233,515	71%	+23%	
Lending to banks (1)	88,440	23%	83,076	25%	+6%	
Leasing	15,340	4%	14,630	4%	+5%	
TOTAL	390,884	100%	331,221	100%	+18%	

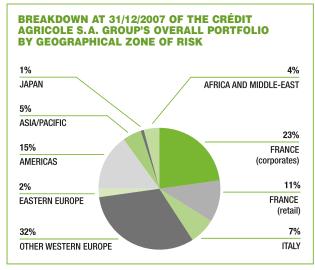
Source: Financial statements.

(1) On-balance-sheet values are net of reserves and exclude Crédit Agricole internal transactions.

#### 2. Concentration

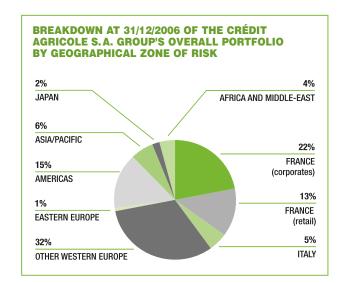
#### ✓ 2.1. DIVERSIFICATION OF THE PORTFOLIO BY GEOGRAPHICAL ZONE

The breakdown of loans granted to clients by the Crédit Agricole S.A. group (€841 billion at 31 December 2007 versus



Source: Management data from the Group Risk Management and Permanent Controls Division.

€671 billion at 31 December 2006) by geographical zone reflects the impact of acquisitions in Western Europe, particularly in Italy through the FGAFS joint venture and the unit formed by Cariparma and FriulAdria. The relative weight of the Americas zone was stable year-on-year.

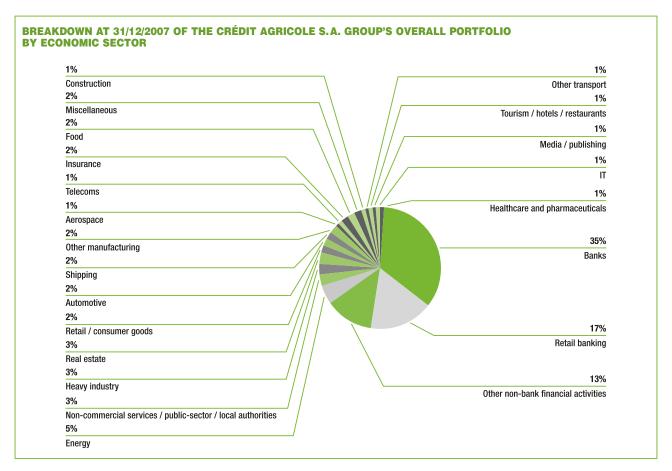


Source: Management data from the Group Risk Management and Permanent Controls Division.

# 2.2. DIVERSIFICATION OF THE PORTFOLIO BY ECONOMIC SECTOR

The breakdown by economic sector of the portfolio of loans and commercial commitments granted by the Crédit Agricole S. A. group

to clients (€841 billion at 31 December 2007 versus €671 billion at 31 December 2006) shows good diversification of risk, particularly given the proportions relating to retail customers (17%) and the banking sector (35%).



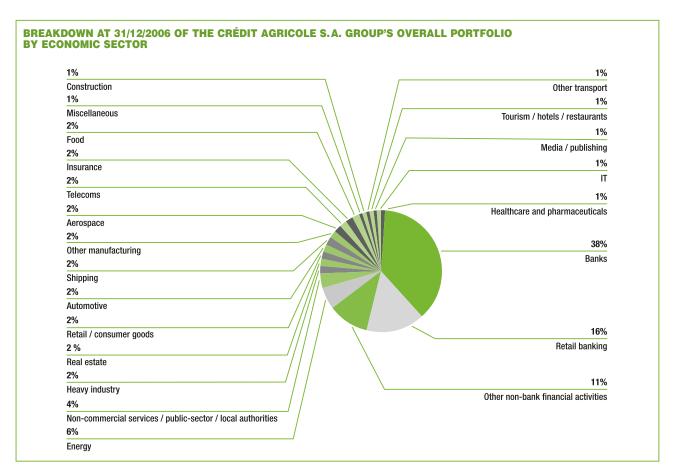
Source: Management data from the Group Risk Management and Permanent Controls Division.

Excluding retail customers, banks and other financial institutions and the public sector, only three sectors account for 3% or more of total outstandings:

- energy, whose relative weight fell from 5.5% to 5.3% in 2007. This sector includes counterparties operating at various stages of the oil industry value chain (production/exploration, trading, refining etc.) and integrated majors, along with major European electricity companies. The rest of this portfolio consists of project financing exposures (particularly in the Middle East). The size of the portfolio is consistent with the sector's importance in the world economy, particularly given the high oil price;
- heavy industry, including sectors like steel, chemicals and cement, which are benefiting from strong growth worldwide

- and particularly in emerging-market countries. The main exposures are to leading players in these industries, which are heavily globalised. The growth in the portfolio is partly due to the rising price of several products and the financing of sector M&A transactions:
- real estate, whose weighting increased from 2% to 3%, due to increased structured financing activity in the corporate and investment banking business. The UK and Spanish residential real estate portfolios are very small. The US portfolio is being reduced in view of the macroeconomic context.

Risks on other sectors are widely dispersed.



Source: Management data from the Group Risk Management and Permanent Controls Division.  $\checkmark$ 

# 2.3. BREAKDOWN OF LOANS AND ADVANCES BY CUSTOMER TYPE

# BREAKDOWN OF CRÉDIT AGRICOLE S.A.'S CONSOLIDATED GROSS LOANS AND ADVANCES OUTSTANDING BY CUSTOMER TYPE

Gross outstandings (1) (in millions of euros)	31 December 2007	31 December 2006	% of 2007 total
Central governments and non-bank institutions	15,057	5,701	4%
Banks	88,092	82,151	22%
Corporates	160,439	150,282	40%
Retail customers	133,669	98,133	34%
TOTAL	397,257	336,267	100%

Source: Financial statements.

(1) Including leasing, factoring and similar, and excluding receivables from subsidiaries.

The breakdown of gross outstandings by customer type shows the importance of exposures to corporate and retail banking clients (74%, with 34% relating to individuals, professionals and SMEs).

#### 3. Quality of outstandings

#### 3.1. ANALYSIS OF LOANS AND ADVANCES BY CATEGORY

Loans and advances break down as follows:

Loans and advances (in millions of euros)	2007
Neither past-due nor impaired	382,980
Past-due but not impaired	3,697
Impaired	10,580
TOTAL	397,257

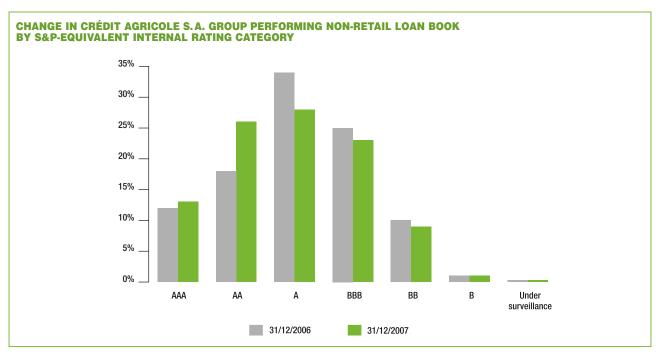
2006 data unavailable.

According to IFRS 7, a financial asset is past-due when a counterparty has failed to make a payment when contractually due

#### ✓ 3.2 ANALYSIS OF OUTSTANDINGS BY INTERNAL RATING.

The internal rating policy used by the Crédit Agricole Group aims to cover all of the "corporate" portfolio, i.e. corporate customers, banks and financial institutions, government agencies and local authorities. At 31/12/07, borrowers rated by the Group's internal rating systems accounted for more than 93% of the outstandings borne by the Crédit Agricole S.A. group outside of retail banking.

The exposures broken down in the chart below consist of loans granted by the Crédit Agricole S.A. group to its performing non-retail banking clients, i.e. €654 billion. The breakdown is presented according to the Standard & Poor's equivalents of the Group's internal ratings. Overall, portfolio quality improved in 2007 due to the increase in the relative weighting of exposures with the highest ratings (AAA and AA). At 31/12/2007, 89% of exposures related to borrowers with investment-grade ratings (88.7% at 31 December 2006), and less than 1% related to borrowers under close supervision (stable relative to 31 December 2006).



Source: Management data from the Group Risk Management and Permanent Controls Division.

#### 3.3. IMPAIRMENT AND RISK COVERAGE

#### 3.3.1 Impairment and risk coverage policy

The policy for covering loan loss risks is based on two types of impairment:

- individual impairment intended to cover probable losses on impaired loans;
- collective impairment, in accordance with IAS 39, carried out when objective indications of impairment are identified on one or

more homogeneous sub-groups within the credit risk portfolio. These impairments aim to cover the deterioration in the risk profile of exposures to certain countries, business sectors or counterparties, not because they are in default but as a result of their weak rating. Impairment is also carried out on a portfolio basis in retail banking.

At 31 December 2007, impaired debts (on-balance sheet interbank and customer loans) totalled €10.6 billion, of which €5.8 billion were bad debts. These include non-performing debts and debts

on which the Group sees the potential for non-recovery. Impaired debts make up 2.7% (2.8% in 2006) of the Group's gross book outstandings. 58% of impaired debt outstandings (including lease financing transactions) are covered by impairment (60% in 2006), excluding collective impairment.

#### 3.3.2 Impaired financial assets

The tables below give a breakdown by geographical zone and type of customer for:

- bad and doubtful debts as a percentage of total gross book outstandings in each region;
- coverage of total doubtful debts and bad debts with reserves.

#### BAD AND DOUBTFUL DEBTS AND IMPAIRMENT AT CRÉDIT AGRICOLE S.A. AND SUBSIDIARIES BY REGION

Outstandings at 31 December 2007 (in millions of euros)	Gross	Of which impaired debt	Of which bad debt	Impairment	Of which impairment on bad debt	Coverage rate of impaired debt	Coverage rate of bad debt
France	173,676	4,792	2,522	2,588	1,896	54%	75%
Other European Union countries	134,536	3,992	1,739	2,120	678	53%	39%
Other European countries	13,661	69	34	67	34	97%	100%
North America	25,023	1084	1073	875	870	81%	81%
Central and South America	12,973	190	136	119	102	63%	75%
Africa and Middle-East	14,568	410	305	319	247	78%	81%
Asia-Pacific (excluding Japan)	15,812	39	27	29	26	74%	96%
Japan	7,008	4					
TOTAL	397,257	10,580	5,836	6,117	3,853	58%	66%

Source: Financial statements.

With no reallocation of guarantees or credit insurance that shift risk for the Group.

Outstandings at 31 December 2006 (in millions of euros)	Gross	Of which impaired debt	Of which bad debt	Impairment	Of which impairment on bad debt	Coverage rate of impaired debt	Coverage rate of bad debt
France	152,674	5082	2583	2894	1977	57%	77%
Other European Union countries	107,536	2949	1204	1829	401	62%	33%
Other European countries	10,114	175	113	98	69	56%	61%
North America	25,500	297	140	102	76	34%	54%
Central and South America	8,418	315	169	251	128	80%	76%
Africa and Middle-East	13,546	440	332	378	297	86%	89%
Asia-Pacific (excluding Japan)	13,022	181	169	142	136	78%	80%
Japan	5,457	9	2	2	2	n.m.	100%
TOTAL	336,267	9,448	4,712	5,696	3,086	60%	65%

With no reallocation of guarantees or credit insurance that shift risk for the Group.

#### BAD AND DOUBTFUL DEBTS AND IMPAIRMENT AT CRÉDIT AGRICOLE S.A. AND SUBSIDIARIES BY TYPE OF CUSTOMER

Outstandings at 31 December 2007 (in millions of euros)	Gross	Of which impaired debt	Of which bad debt	Impairment	Of which impairment on bad debt	Coverage rate of impaired debt	Coverage rate of bad debt
Central government							
and institutions	15,057	309	205	140	75	45%	37%
Banks	88,092	70	43	67	43	96%	100%
Corporates	160,439	4,618	2,317	2,999	1,842	65%	79%
Retail customers (1)	133,669	5,583	3,271	2,911	1,893	52%	58%
TOTAL	397,257	10,580	5,836	6,117	3,853	58%	66%

Source: Financial statements.

(1) Including leasing, factoring and similar.

Outstandings at 31 December 2006 (in millions of euros)	Gross	Of which impaired debt	Of which bad debt	Impairment	Of which impairment on bad debt	Coverage rate of impaired debt	Coverage rate of bad debt
Governments, government agencies and local authorities	5,701	113	109	94	94	83%	86%
Financial institutions	107,426	338	186	300	185	89%	99%
Personal and small business customers	98,133	4,312	2,129	2,894	1,682	67%	79%
Corporate customers and other (including insurance companies) (1)	125,007	4,685	2,288	2,408	1,125	51%	49%
TOTAL	336,267	9,448	4,712	5,696	3,086	60%	65%

Source: Financial statements.

(1) Including leasing, factoring and similar.

#### 4. Risk-related costs

The Crédit Agricole S.A. group's risk-related costs totalled €1.9 billion, versus €0.6 billion in 2006.

The 2007 figure includes an addition to reserves (€807 million) made by the corporate and investment banking business on credit reinsurer ACA Financial Guaranty, along with net additions to reserves made by Emporiki (consolidated on full year basis in 2007) and Cariparma (which entered into the scope of consolidation for the first time in 2007).

# ► IV. Country risk

# 1. Country risk supervision and management system

Country risk is the risk that economic, financial, political or social conditions in a foreign country will affect the Bank's financial

interests. It does not differ in nature from "elementary" risks (credit, market and operational risks). It constitutes a set of risks resulting from the bank's vulnerability to a specific political, macroeconomic and financial environment.

The system for assessing and supervising country risk within the Crédit Agricole S.A. group is based on the Group's own rating methodology. Internal country ratings are based on criteria relating to the economy's structural solidity, ability to pay, governance and political stability. Annually reviewed limits and risk strategies are applied to each country whose rating is lower than the threshold set by procedures.

Country-risk supervision is increasingly in-depth as a result of regular reporting and reviews, involving increased use of quantitative tools based on a portfolio approach. In addition, scenario analyses are performed to test adverse macroeconomic and financial assumptions, allowing the bank to develop an integrated overview of the risks to which it may be exposed in situations of extreme tension.

The Group manages and controls its country risks according to the following principles:

- activities exposed to country risk are defined and identified through the development and monitoring of analytical country risk management tools;
- acceptable country risk exposure limits are determined through annual reviews of country strategies, depending on the portfolio's vulnerability to country risk. This degree of vulnerability is determined by the type and structure of transactions, the quality of counterparties and the term of commitments. These exposure limits may be reviewed more frequently if developments in a particular country make this necessary. These strategies and limits are validated by Calyon's Strategy and Portfolio Committee (CSP) or Country Risk Committee (CRP) and by Crédit Agricole S.A.'s Risk Management Committee (CRG);
- country risk is evaluated on a regular basis by corporate and investment banking, based on ratings (updated every quarter) on each country to which the Group is exposed. This rating is produced using an internal country rating model based on various criteria (structural solidity, governance, political stability and ability/desire to pay). Specific events may cause ratings to be adjusted before the next quarterly review;
- Calyon's Country and Portfolio Risk Department validates transactions whose size, maturity and country risk intensity may potentially affect the quality of the portfolio.

Country-risk exposure is monitored and controlled in both quantitative (amount and term of exposure) and qualitative (portfolio vulnerability) terms through specific and regular reports on all country risk exposures.

#### ✓ 2. Country risk policy

The Crédit Agricole S.A. group's risk exposure to emerging-market countries that are subject to limits is mainly US dollar-denominated, and increased sharply to €73.5 billion at end-December 2007. This reflects a substantial increase in activity in all regions.

In addition to standard types of financing, the strategy in the corporate and investment banking business has been to focus on transactions that improve the portfolio's risk profile: structured transactions, commercial financing and market transactions. Emerging-market countries continued to enjoy positive economic conditions in the first nine months of 2007, and their fundamentals improved, with firm growth, current-account surpluses, growing foreign exchange reserves and so forth. This led to rating upgrades for 17 countries and no downgrades. The increase in assets took place mainly in the least risky emerging-market countries. Countries in which economic, financial or political developments are deemed to be a potential cause for concern are monitored closely in terms of both ratings and management of the Group's exposures and exposure limits.

#### 3. Exposure to country risk

Emerging-market country risk exposure remains highly concentrated, with 33 countries making up 92% of the portfolio at end-2007, and 45% of the portfolio comprising exposure to seven countries. The risk profile remained good in 2007. Exposure to investment-grade emerging-market countries remained high at 55% of the total at end-December 2007, while exposure to sensitive countries remained modest at 8%. Three geographic zones remained predominant in the portfolio, i.e. Middle East/North Africa, Eastern Europe and Asia. International Retail Banking saw substantial growth, reflecting the increase in assets in countries like Poland, Morocco and Egypt.

#### MIDDLE EAST AND NORTH AFRICA

The Middle East and North Africa is the main area of emerging-markets exposure. Exposure in this region amounts to €26.5 billion or 36% of the total.

Morocco and Egypt are the Group's main exposures in this region, due to Crédit Agricole S. A.'s stake in Crédit du Maroc and its 2006 acquisition of Egyptian American Bank (EAB), which has since been merged with Calyon Bank (Egypt) to form Crédit Agricole Egypt.

The main other exposures are in Saudi Arabia, the United Arab Emirates and other Gulf countries.

In addition to the expansion in the scope of consolidation, persistently high oil prices led to a 42% increase in exposure in the region, where the political situation still needs to be watched closely.

# **EASTERN EUROPE**

Exposure in this region accounted for 24% of the Group's emerging-market risks (€17.5 billion). It was concentrated in four countries: Russia, Poland, Hungary and the Czech Republic.

## ASIA

Exposure to Asia totalled €16.6 billion at end-2007, accounting for 23% of exposure to emerging-market countries. Activity remained concentrated in the region's two main countries (Greater China, particularly Hong Kong, and India), as a result of their strong growth momentum.

#### **LATIN AMERICA**

Over a period of more than three years, this region has seen a substantial improvement in its economic and financial situation. The Group had €7.3 billion of exposure to this region at end-2007, 80% of which was concentrated in three countries: Mexico, Brazil and Chile.

#### SUB-SAHARAN AFRICA

This region represented exposure of €5.8 billion at end-2007, of which 53% was in South Africa. Retail banking exposure in this area came to €1.6 billion, spread across the seven countries where the Group has retail operations.

In 2007, all five regions saw acceptable growth, resulting in an improvement in their economic and financial fundamentals. This should make them more resilient to the effects of the current financial crisis.

# >> MARKET RISK

Market risk is the risk of a negative impact on the income statement or balance sheet caused by adverse fluctuations in the value of financial instruments following changes in market parameters, including:

- interest rates: interest-rate risk is the risk of a change in the fair value of a financial instrument or the future cash flows from a financial instrument due to a change in interest rates;
- exchange rates: currency risk is the risk of a change in the fair value of a financial instrument due to a change in exchange rates:
- prices: price risk is the risk of a change in the price or volatility of equities and commodities, baskets of equities or stock indices. The instruments most exposed to this risk are variable-income securities, equity derivatives and commodity derivatives;
- credit spreads: credit risk is the risk of a change in the fair value of a financial instrument resulting from movement in the credit spreads of indexes or issuers. For more exotic credit products, there is also the risk of a change in fair value arising from a change in the correlation between issuer defaults.

# ► I. Objectives and policy

The Crédit Agricole S.A. Group has a specific market risk management system, with its own independent organisation, monitoring and consolidation procedures, and risk identification and measurement methods.

The system covers all market risks arising from capital market activities, mainly arbitrage and directional positions taken by the trading departments of the Calyon corporate and investment banking subsidiary.

The investment portfolios of the finance divisions are monitored separately.

# ► II. Risk management

# 1. Local and central organisation

The Crédit Agricole S.A. group has two distinct but complementary levels of market risk management:

- at the central level, the Group Risk Management and Permanent Controls Division co-ordinates all Group-wide market risk supervision and control issues. It standardises data and processing work to ensure the consistency of consolidated risk measurement and of controls. It provides information to the executive body (Crédit Agricole S.A.'s Management Board) and supervisory body (Board of Directors, audit committee) regarding the degree of control over market risks;
- at the local level, for each Crédit Agricole S.A. group entity, a risk management and permanent control officer supervises and controls market risks resulting from activities. Within Calyon, the Risk Management and Permanent Controls Division relies on decentralised teams of risk controllers, generally based outside France. These control functions rely on three teams, i.e. Risk Management, quantitative analysis and business monitoring, supplemented by cross-functional staff.

# 2. Decision-making and risk monitoring committees

Two committees are involved in the management of market risk at the Crédit Agricole S.A. group level:

- the Group Risk Management Committee, chaired by Crédit Agricole S.A.'s CEO, examines the market situation and risks incurred on a quarterly basis. The Committee reviews the utilisation of limits, significant breaches of limits and incidents, and the analysis of net banking income from a risk point of view. This committee approves the overall limits placed on all entities' market risks when they present their risk strategy, and makes the main decisions as regard risk control;
- the Standards and Methodology Committee meets periodically, and is chaired by the Head of Group Risk Management and Permanent Controls. Its brief includes approving and disseminating standards and methods concerning the supervision and permanent control of market risks.

In addition, each entity has its own local Risk Management Committee. The most important of these is Calyon's Market Risk Management Committee, which meets twice a month and is chaired by the Management Board member in charge of risks. It is made up of Calyon's head of market risk and the risk managers responsible for specific activities. This committee reviews Calyon's positions and the results of its capital market activities and verifies compliance with the limits assigned to each activity. It is empowered to make decisions on the entities' requests for temporary increases in limits.

# III. Market risk measurement and management methodology

## 1. Indicators

Market risk management is based on several indicators that are subject to global or specific limits. These indicators fall into three main categories: Value at Risk, stress scenarios and complementary indicators (sensitivities to risk factors, qualitative and quantitative indicators).

■ The main category of market risk indicator is Value at Risk (VaR), which can be defined as the maximum theoretical loss in a portfolio in the event of adverse movements in market parameters over a given timeframe and for a given level of confidence. The Crédit Agricole S.A. Group uses a confidence level of 99% and a timeframe of one day, and uses one year of historical data. The usefulness of this method is validated through a back-testing procedure, which involves comparing a daily result with the previous day's theoretical VaR.

Two internal VaR measurement methods are used: historical VaR and Monte Carlo VaR (for commodities).

The process of calculating a historical VaR for risk positions on a given date D is based on the following principles:

- creation of a historical database of risk factors reflecting the risk of positions held by Crédit Agricole S.A. group entities (interest rates, share prices, exchange rates, commodity prices, volatilities, credit spreads, correlation etc.),
- determination of 261 scenarios corresponding to 1-day changes in risk factors, observed over a rolling 1-year period,
- adjustment of parameters corresponding to date D according to the 261 scenarios.
- revaluation of the day's positions based on the 261 scenarios.

The 99% VaR figure is equal, based on the 261 scenarios, to the average of the second and third worst risks observed.

The VaR calculation method undergoes constant improvement and adjustment to take account of the changing sensitivity of positions to risk factors and the relevance of methods to new market conditions. For example, efforts are made to integrate new risk factors and to achieve greater detail on existing risk factors.

#### LIMITATIONS OF THE HISTORICAL VaR CALCULATION

The main methodological limits relating to the VaR model are as follows:

- the use of one-day shocks assumes that all positions can be liquidated or covered in one day, which is not always the case for certain products and certain crisis situations,
- the use of a 99% confidence interval excludes losses that may occur outside of this interval: VaR is therefore an indicator of risk in normal market conditions, which does not take into account movements that are exceptional in scale,
- VaR does not give any information about exceptional loss amounts (outside the 99% confidence interval).

#### **BACK TESTING**

Under the internal model, a daily loss should not exceed VaR more than two or three times per year.

Back testing allows permanent comparisons between VaR and the daily results of product lines, calculated both on the basis of real positions and assuming unchanged positions.

This allows the relevance of VaR measurements to be assessed. In 2007, there were two exceptions to Calyon's global VaR: on two days, the previous day's loss estimate underestimated the actual

- The second category of quantitative market risk indicators consists of stress scenarios that supplement VaR, which does not give an accurate model of extreme conditions in capital markets. Stress scenarios simulate extreme market conditions and are the result of three complementary approaches:
  - historical scenarios which replicate the impact of crises observed in the past on the current portfolio,
  - hypothetical scenarios anticipating plausible shocks, which are developed in conjunction with economists,
  - adverse scenarios, which adapt assumptions to simulate worst-case positions based on the portfolio structure at the time the scenario is calculated.

These scenarios are adjusted to the risks existing in the various portfolios on which they are calculated.

Portfolios at all levels, from the most specific to the most general, are evaluated on a regular basis and on request. The results are presented to the Market Risk Committee.

Complementary indicators (sensitivity, nominal amounts, outstandings, term to maturity etc.) are involved in the VaR measurement, and most are subject to limits. Tighter risk management is achieved by adopting sets of limits on a range of indicators.

In addition to the periodic, standardised reporting systems, the subsidiaries' market risk control units must also inform the Group Risk Management and Permanent Controls Division whenever a major event concerning the status of the subsidiaries' market risk exposure is identified.

# 2. Sensitivity of fair value to non-observable parameters

The sensitivity of CDO super senior tranches is described on page 123. The fair value of other non-observable products, representing 12% of total non-observable products' fair value, is not available.

#### 3. Use of credit derivatives

Within the capital markets business, Calyon has developed a credit derivatives business encompassing trading, structuring and selling products to its customers. The products handled range from simple products (credit default swaps), where the principal risk factor is credit spreads, to more structured products that introduce other more complex risk factors (e.g. correlation).

Positions are measured at fair value with deductions for model and data uncertainties.

These activities are managed through a system of market-risk indicators accompanied by limits designed to cover all risk factors. These indicators are:

- VaR (historical, 99%, daily, including credit spread and correlation risk);
- credit sensitivity;
- sensitivity to correlation;
- sensitivity to recovery rates;
- sensitivity to interest rates.

The system also includes stop loss limits and stress testing.

Independent teams belonging to the Risk Management and Permanent Controls Division are responsible for valuing positions, calculating risk indicators, setting limits and validating models.

# ► IV. Exposure

The Crédit Agricole S.A. group's market-risk exposure stems from three types of activities: capital market activities, investments in equity and activity resulting from trading in treasury shares.

# 1. Capital market activities (Value at Risk)

The change in VaR on Crédit Agricole S.A.'s capital markets business between 31 December 2006 and 31 December 2007, broken down by major risk factor, is shown below.

# BREAKDOWN OF VaR (99%, 1 DAY)

(in millions of euros)	31/12/2007	Minimum	Maximum	Average	31/12/2006	Minimum	Maximum	Average
Fixed income	24	9	28	15	11	8	21	13
Credit	33	7	220	48	12	7	17	11
Foreign exchange	3	1	6	3	2	1	3	2
Equities	16	10	23	16	9	6	13	9
Commodities	2	1	3	2	3	2	7	4
Netting	(25)			(32)	(18)			(18)
CRÉDIT AGRICOLE S.A.								
GROUP VAR	53	18	200	52	19	14	34	21

2006 data unaudited.

The Crédit Agricole S.A. group's total VaR, including residual market risks arising from subsidiaries of Crédit Agricole S.A. that have little capital markets activity, is calculated by adding the individual VaRs.

It amounted to €53 million at 31 December 2007, €44 million of which related to Calyon, whose VaR model has been validated by the Commission Bancaire. The remaining €9 million relates to other entities (Crédit Agricole S.A., BFT, Emporiki, LCL, Caceis Bank Luxembourg and Lukas Bank). The netting figure (-€25 million) is defined as the difference between total VaR and the sum of VaRs by risk factor.

 Credit VaR, which is calculated on credit market activities, was €33 million at year-end. The levels reached by Credit VaR during the course of 2007 (€220 million in August 2007) reflect the fact that Calyon takes into account correlation shocks when calculating VaR.

- Equity VaR, which is calculated on equity derivatives and fund activities, was €16 million at year-end.
- Fixed-income VaR, which is calculated on cash and fixed-income derivatives activities, was €24 million at year-end.
- Foreign-exchange VaR, which is calculated on spot and currency options activities, was €3 million at year-end.
- Commodities VaR was €2 million at year-end.

The chart below shows movements in VaR during 2007, with a sharp increase from July onwards as a result of major daily changes in the main risk factors (credit spreads and default correlation structure for exotic credit products) affecting Calyon's credit market activities.

Other risk factors (equity, interest-rate, currency), were broadly stable throughout 2007.



#### 2. Equity investment activities

Some Crédit Agricole S.A. Group entities hold portfolios that are partly invested in equities (financial risk on bonds in these portfolios is monitored by using ALM indicators). Total outstandings exposed to equity risks through the Crédit Agricole S.A. group's investment portfolios amounted to €3.3 billion at 31 December 2007 (excluding policyholders' shares of investment company portfolios).

#### 3. Treasury shares

Information is provided on page 246 of the registration document.

# RISKS RELATED TO THE RESIDENTIAL REAL ESTATE SECTOR IN THE USA

The crisis in structured credit markets affected Crédit Agricole S.A.'s Corporate and Investment Banking business segment in 2007.

# ▶ 1. Management of the crisis relating to the US residential real-estate market

Since the first quarter of 2007, Calyon has stopped originating new CDO transactions with US real-estate underlyings. A committee was set up, meeting every week, to monitor structured credit activities, chaired by the Management Board and consisting of Risk, Markets and Finance staff.

In the second half of 2007, given the impact of the financial crisis on liquidity, the Group set up a liquidity monitoring committee

jointly with Crédit Agricole S.A., chaired by Crédit Agricole S.A.'s Management Board. This committee also examined the liquidity of securitisation conduits on behalf of customers.

The committee meeting weekly to monitor structured credit activities was maintained. It supervised the initiative to list Group positions liable to be affected by guarantor risks, along with the methods for valuing these positions.

# ▶ 2. Calyon's exposures

Calyon's exposures fall into two categories:

- non-covered exposures to US residential real estate;
- exposures covered by guarantors deemed risky.

### 2.1. Non-covered exposures

#### **EXPOSURE AT 31 DECEMBER 2007**

	Net v	/alue				
(in € billions)	31/12/2007	30/09/2007	31/12/2007	30/09/2007	30/06/2007	31/03/2007
ABS portfolio (1)	1.0	1.1	29%	15%	2%	1%
CDO tranches						
Mezzanine	0.1	0.2	89%	80%	47%	21%
Super senior	2.7	4.0	33%	5%	1%	-
TOTAL	3.8	5.3				

<sup>(1)</sup> Of which 41% AAA and 46% AA at 31 December 2007.

This portfolio is partly covered by purchased protection (with a mark-to-market value of €639 million at 31 December 2007 versus €564 million at 30 September 2007).

- ABS (Asset-Backed Securities)
  - Valuation based on independent prices.
- Mezzanine tranches of ABS CDOs

Uniform valuation depending on the rating of the corresponding mezzanine tranche.

The net impact on 2007 NBI of exposures not covered by monolines totalled -€2.198 billion:

- ABS: -€327 million;
- Mezzanine CDOs: -€527 million;
- Super-senior CDOs: -€1.344 billion.

#### **BREAKDOWN OF SUPER-SENIOR CDO TRANCHES AT 31 DECEMBER 2007**

(in millions of euros)	Tranche 1	Tranche 2	Tranche 3	Tranche 4	Tranche 5	Tranche 6	Tranche 7	Total
Nominal	812	598	507	566	397	612	523	4,015
Discount	81	60	459	57	40	353	290	1,340
Net value	731	538	48	509	357	259	233	2,675
Discount rate	10%	10%	91%	10%	10%	58%	56%	33%
Attachment point	51%	51%	7%	51%	51%	40%	30%	
Underlying	High Grade	High Grade	High Grade	High Grade	Mezzanine	Mezzanine	Mezzanine	
% of assets with subprime underlyings produced before 2006	12%	33%	27%	27%	71%	0%	38%	
% of assets with subprime underlyings produced in 2006 and 2007	27%	10%	31%	31%	22%	98%	50%	

In 2007, discounts were obtained from applying a credit scenario to the underlyings (mainly residential mortgages) of the ABSs making up each CDO.

The valuation of super-senior tranches was determined by applying a credit scenario to underlyings (mainly residential mortgages) of the ABSs making up each CDO.

This scenario involves:

- final loss assumptions depending on the quality and origination date of each mortgage:
- subprime loans produced in 2006 and 2007: 20%,
- subprime loans produced before 2006: 10%;
- these losses being recognised over a period of 40 months.

The resulting valuation was compared with a valuation resulting from the application of ABX indexes.

A 10% discount was applied to super-senior tranches not affected by this scenario (those whose attachment point is over 51%);

- fair-value sensitivity of non-observable parameters:
  - Sensitivity to a change in estimated loss rates by year of production is as follows:
- a 12.5% increase in the estimated loss rate (increasing the rate from 20% to 22.5% for example) would increase impairment by €217 million at the net banking income level;
- a 12.5% fall in the estimated loss rate would reduce impairment by €265 million at the net banking income level.

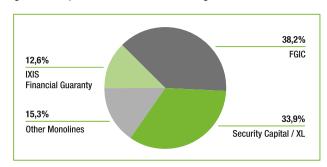
# 2.2. Exposure covered by guarantors (monolines)

The situation of all sellers of protection, as known and assessed at the accounts closing, has been examined. Monolines were considered to be the main guarantors at risk.

By making estimates on each monoline's ability to honour its commitments, Calyon was able to calculate an allowance on its exposure at 31 December 2007. This exposure corresponds to the positive fair value of protection bought on CDO tranches, valued according to the same principles as non-covered CDOs (see previous paragraph).

In 2007, Calyon booked a €807 million impairment charge on the monoline ACA (in the "risk-related costs" item) and a €1,210 million allowance on other monolines (in the "net banking income" item).

Exposure of €4.1 billion, after €2 billion of impairment and allowances, gives net exposure of €2.1 billion, breaking down as follows:



#### Other impact resulting from the crisis

Changes in issuer spreads resulted in a gain of €188 million (taken to net banking income) on structured issues measured at fair value in 2007.

#### **Conduits**

See note 3.4.

Calyon did not have to consolidate any conduits in 2007.

# ASSET/LIABILITY MANAGEMENT

# Asset/liability management – structural financial risks

Crédit Agricole S.A.'s Financial Management Division defines the principles of financial management and ensures their consistent application within the Crédit Agricole S. A. group. It has responsibility for organising financial flows, defining and implementing refinancing rules, carrying out asset/liability management and managing prudential ratios.

Optimising financial flows within the Crédit Agricole S.A. group is a key ongoing objective. The absence of arbitrage situations, both within the Group and with respect to third parties, helps meet this objective.

The principles of the Group's ALM approach ensure that any surpluses and/or shortfalls in terms of the Regional Banks and LCL's customer resources are centralised in Crédit Agricole S.A.'s

This resource pooling helps refinance other Group subsidiaries as needed (including Crédit Agricole Leasing, Sofinco and Finaref).

This system for centralising liquidity management at Crédit Agricole S.A. allows optimised liquidity management, especially since it is accompanied by partial interest-rate matching.

Consequently, Crédit Agricole S.A. Group has a high level of financial cohesion, with limited diffusion of financial risks, particularly liquidity risk. However, the Group's various entities are responsible for managing the risk that remains at their level, within the limits assigned to them.

Limits are defined by the CEO of Crédit Agricole S.A. within the Group Risk Management Committee, and relate to the Crédit Agricole S.A. group:

- subsidiaries that carry asset/liability risks comply with limits set by Crédit Agricole S.A.'s Group Risk Management Committee;
- asset and liability measurement, analysis and management methods are defined by Crédit Agricole S.A. With regard to the retail banking business, a coherent system of agreements and run-off planning has been adopted for the Regional Banks and LCL:
- subsidiaries report their ALM risk to Crédit Agricole S.A. for monitoring and consolidation purposes. Results are monitored by Crédit Agricole S.A.'s Treasury and ALM Committee;
- Crédit Agricole S.A.'s Financial Management Division and Risk Management and Permanent Controls Division take part in the main subsidiaries' ALM Committee meetings.

#### I. Global interest-rate risk

#### 1. Objectives and policy

Global interest-rate risk management aims to protect the capital of Group entities and to optimise their interest margins.

Capital and interest margins vary according to the sensitivity of on- and off-balance sheet financial instruments, in terms of both their net present value and cash flows, to changes in interest rates. This sensitivity arises when interest-rate resetting dates on assets and liabilities do not coincide.

Much of the Group's exposure relates to retail banking:

- in France, via the Regional Banks (a large portion of whose risk is structurally matched and managed by Crédit Agricole S.A. as a result of the Group's financial centralisation rules) and LCL (whose financial management organisation transfers the management of certain risks to Crédit Agricole S.A.);
- outside France (Emporiki, Cariparma etc.).

The activities of other subsidiaries including Calyon, Sofinco, Finaref, Crédit Agricole Leasing, Lukas and EFL mean that they also bear global interest-rate risk.

When new acquisitions take place, Crédit Agricole S.A. organises the incoming entity's adoption of the global interest-rate risk management standards and methods in force, and prepares a report calibrating the entity's limits, which is then presented to the Group Risk Management Committee for approval.

The Crédit Agricole S.A. group uses the gap method (fixed-rate) to measure its global interest-rate risk.

This entails calculating the maturity schedules of assets, liabilities and hedging derivatives that have fixed rates or that are sensitive to inflation (particularly those on retail-banking balance sheets). These maturity schedules are then aggregated for each period (monthly or annually), on the basis of the average outstandings over the relevant period. The maturity schedules take into account risk until the date on which the interest rate is adjusted (set interest rate period) for adjustable-rate instruments, or until the contractual date for fixed-rate instruments which have a redemption date, while modelling customer behaviour as necessary (early withdrawals or redemptions etc.).

Given the characteristics of certain balance-sheet items (i.e. certain types of capital as a result of PEL/CEL home purchase savings plans regulations, or certain sight deposits and savings accounts as a result of product characteristics), gap calculations require that the runoff of these instruments in relation to interest rates be modelled, to ensure that a cautious risk/return profile is used.

The rules that apply in France to the Livret A interest rate, which is a benchmark for part of the deposits collected by the Group's retail banking business (regulated products and others), mean that part of the interest is indexed to inflation over a rolling 12-month period.

As a result, the Group hedges the risk associated with these balance-sheet items using instruments (on- or off-balance sheet) that have inflation as their underlying.

Measured exposure also includes interest-rate risk arising from equity capital and equity investments.

Option risks are recognised at their delta equivalent.

The Group is mainly exposed to changes in interest rates in the eurozone (real and nominal rates). The Group also manages interest-rate positions related to other currency zones, mainly the US dollar and Polish zloty.

The limits set at Group level, and at the level of the various entities, restrict gaps and therefore the resulting global interest-rate risk. The  $\,$ rules for setting limits are intended to enable the Group to comply with the second pillar of Basel II regulations regarding global interest-rate risk (change in equity capital of less than 20% in the event of a 200-basis-point move in the yield curve). Measurements made at 31/12/2007 confirmed that this objective had been met.

Each entity (including Crédit Agricole S.A.) carries out interest-rate hedging of risks resulting from this financial organisation, at its own level, through on- or off-balance sheet financial instruments (either firm transactions or options).

# 2. Risk management

Each entity, in accordance with the Group's limits and standards, manages its exposures under the control of its ALM Committee.

The Group's exposure to global interest-rate risk is regularly presented to Crédit Agricole S. A.'s Treasury and ALM Committee.

This committee is chaired by the CEO of Crédit Agricole S.A. and includes several members of the Executive Committee along with representatives of the Risk Management and Permanent Controls Division. It:

- examines the individual positions of Crédit Agricole S.A. and its subsidiaries along with consolidated positions at each quarterly closing;
- examines compliance with limits applicable to the Crédit Agricole S.A. Group and to entities authorised to bear global interest-rate risk, with these limits being granted in Group Risk Management Committee meetings;
- validates the management approach as regards Crédit Agricole S. A.'s global interest-rate risk, managed by the Financial Management Division.

The Group's Financial Management Division and Risk Management and Permanent Controls Division take part in subsidiaries' ALM Committee meetings, and harmonise methods and practices within the Group, as well as monitoring limits allocated to each Group

Each Regional Bank's situation as regards global interest-rate risk is examined every quarter within the Regional Banks' Risk Management Committee.

#### 3. Exposure

The Group's interest-rate gaps are broken down by type of risk (nominal/real interest rate) in the various currencies. They measure the surplus or deficit of fixed-rate resources. Conventionally, a positive figure represents a risk in the event of falling interest rates and a negative figure represents a risk in the event of rising interest rates in the year under consideration. The figure indicates financial sensitivity to a change in interest rates.

The results of these measurements at 31/12/2007 relating to the scope of the Crédit Agricole S.A. group, which comprises more than 90% of the balance-sheet scope of entities making up the Group (excluding the Insurance business line), are as follows:

Gaps (in € billions)	0-1 year	1-5 years	5-10 years
EUR gaps	(8.1)	(2.8)	(6.5)

Unaudited data.

As regards the sensitivity of NBI in the first year (2008), the Crédit Agricole S.A. group is exposed to an increase in eurozone interest rates and would lose €81.3 million in the event of a sustained 100-basis-point increase in interest rates, giving an NBI sensitivity of 0.48% (reference NBI: €16.77 billion).

Based on these sensitivity figures, the net present value of the losses incurred in the next ten years in the event of a 200-basispoint increase in the eurozone interest-rate curve is less than 3% of the Crédit Agricole S.A. group's prudential capital (Tier I + Tier II) after the deduction of equity investments.

Gaps (in € billions)	0-1 year	1-5 years	5-10 years
Other currency			
gaps *	0.4	0.5	0.2

<sup>\*</sup> Sum of the euro-equivalent absolute values of all gaps in all currencies. Unaudited data.

In 2008, the overall sensitivity of NBI to a change (principally a fall) in interest rates across all other currencies is 0.03% of the Crédit Agricole S.A. group's reference 2007 NBI. The main currencies to which the Crédit Agricole S.A. group is exposed are the US dollar and Polish zloty.

# ► II. Currency risk

Currency risk is treated differently depending on whether the currency position is structural or operational.

# 1. Structural currency risk

The Group's structural currency risk arises from the Group's long-term investments in assets denominated in foreign currencies (equity of the foreign operating entities, whether resulting from acquisitions, transfers of funds from the head office, or capitalisation of local earnings), with the Group's reference currency being the

The Group's main structural currency positions at 31/12/2007 were in US dollar (and related currencies including the South African rand and the Hong Kong dollar), pound sterling, Swiss franc and Polish zloty.

Currency risks are mainly borne by Crédit Agricole S.A. and its subsidiaries. The Regional Banks only retain residual currency risk. Positions are determined on the basis of accounting statements.

In most cases, the Group's policy is to borrow the currency in which the investment is made in order to immunise that investment from currency risk.

The Group's policy for managing structural foreign exchange positions aims to achieve two main goals:

- first, to protect prudential ratios by immunising the Group's solvency ratio from currency fluctuations. Unhedged structural foreign-exchange positions are sized to match the portion of foreign-currency risk-weighted assets that is not covered by other types of equity in the same currency;
- second, to protect assets by reducing the risk of loss in asset value.

Five times per year, the Group's foreign exchange positions are submitted to the Treasury and ALM Committee, which is chaired by the Chief Executive Officer. Decisions on how to manage positions globally are taken during these meetings.

# 2. Operational currency risk

Operational currency risk arises mainly from revenues and expenses of all types that are denominated in currencies other than the euro, including specific and collective foreign-currency provisions, net income generated by foreign subsidiaries and branches, and dividends.

Crédit Agricole S.A. and each entity within the Group that bears a significant risk manage positions that are affected by those revenues and expenses that are centralised in its books. The foreign subsidiaries' treasury departments manage operational currency risk in their local currency.

The Group's general policy is to limit its operational currency positions and not to hedge revenues that have not yet materialised unless there is a strong probability that they will materialise and if the risk of impairment is high.

In accordance with currency risk monitoring and management procedures, operational currency exposure positions are updated monthly, and daily for our foreign exchange trading operations.

# ► III. Liquidity and financing risk

# 1. Objectives and policy

As a credit institution, Crédit Agricole S.A. complies with the liquidity requirements set out in the following regulations:

- CRBF regulation 88-01 of 22 February 1988 on liquidity;
- Commission Bancaire instruction 88-03 of 22 April 1988 on liquidity;
- Commission Bancaire instruction 89-03 of 20 April 1989 on how to take account of refinancing agreements in calculating liquidity.

Like all credit institutions, the Group is exposed to a risk of lacking sufficient funds to honour its commitments. This risk may materialise, for example, in the event of massive withdrawals of customer deposits, or a crisis of confidence or a general shortage of liquidity in the market, resulting in limited access to interbank and money markets. Liquidity risk management is based on:

- measuring risk by analysing contractual or modelled repayment schedules for the bank's funding and lending, in order to identify amounts payable across a range of maturity dates;
- matching liquid resources to liquid assets.

The Group's objective is to optimise its refinancing costs and to be able to deal with crisis situations.

#### 2. Risk management

Crédit Agricole S. A. manages global liquidity for the Crédit Agricole Group as a whole via the latter's internal financial organisation.

As regards the Regional Banks:

- 50% of lending falling within the scope of internal financial relations between Crédit Agricole S.A. and the Regional Banks may be refinanced in the form of advances negotiated at market rates with Crédit Agricole S.A., while Crédit Agricole S.A. centralises 100% of medium- and long-term savings, with 50% automatically then made available to the Regional Banks;
- the Regional Banks may use their monetary deposits (sight and time deposits and negotiable certificates of deposit) to finance their lending. Any surpluses are transferred to Crédit Agricole S.A., which therefore manages the resulting liquidity risk;
- if the Regional Banks are short of liquidity, they refinance themselves primarily with Crédit Agricole S.A.

Similarly, Crédit Agricole S.A. matches the Group subsidiaries' liquidity requirements, with the exception of Calvon which has broader authorisation to access market refinancing, enabling it to cover directly most of its liquidity and refinancing needs over both the short and medium terms.

The Financial Management Division carries out overall supervision over the Group's liquidity, and prepares and implements Crédit Agricole S. A.'s senior and subordinated debt issuance programme. It co-ordinates the issuance programmes of Group entities authorised to issue debt. Crédit Agricole S. A.'s treasury unit, which reports to the Financial Management Division, manages short-term liquidity (with a term of less than two years).

This system allows Crédit Agricole S.A. to centralise management of liquidity risk at the Group scale and to comply with the prudential rules on liquidity.

The liquidity ratio corresponds to the ratio between cash and shortterm assets on the one hand, and short-term liabilities on the other. It is calculated monthly and the minimum requirement is 100%.

A Treasury and Liquidity Committee has been created, and its role includes giving guidance to the Treasury and ALM Committee on managing the Group's liquidity risks. The Treasury and Liquidity Committee also brings Crédit Agricole S. A. and Calyon together to co-ordinate financing from different market compartments in terms of geographical location and type of security issued.

The Treasury and ALM Committee, chaired by Crédit Agricole S. A.'s CEO, makes decisions on the principles and standards for managing the Group's liquidity. It validates the refinancing programme put to the Board of Directors and examines measurements relating to the Group's liquidity situation presented by the Financial Management Division.

The Group makes sure it has access to various sources of refinancing and diversified market access. In 2007, it continued to seek diversification of refinancing sources with the completion of 144A senior and subordinated bond issues in the US market in the first half, and a Lower Tier One issue in New Zealand in the second half. The Group also maintained its partnerships with the European Investment Bank (EIB) and the Council of Europe Development Bank (CEB).

Access to the financial market's various compartments became much more difficult in the second half of 2007. As a result, the Group relied on its large pool of high-quality customer receivables to supplement its sources of refinancing:

as regards short-term liquidity, receivables held by the Regional Banks on local-authority and corporate customers supplemented a large pool of ECB-eligible receivables, which are available for use as required;

as regards medium-term liquidity, mortgages granted by the Regional Banks and LCL increase the Group's ability to generate liquidity, since they can be securitised through the issue of mortgage-backed bonds. Since its usual sources of refinancing became significantly narrower in the second half, the Group made increased use of funding via Caisse de Refinancement de l'Habitat (CRH). CRH is a credit institution that has a top rating from rating agencies and carries out several bond issues per year. All proceeds from these issues are lent to CRH shareholders.

The financial and liquidity crisis that developed in the second half of 2007 prompted the Group to reinforce its liquidity monitoring system. Three main measures were taken:

- the Group's liquidity stress scenario was updated three times, based on assumptions that the crisis would persist and that access to market refinancing would be limited or non-existent;
- several tests were carried out to ensure that the Group could rapidly mobilise the liquidity reserves projected under the stress scenario and rescue plan,
- weekly reporting to the Management Board was instituted in August 2007, and in January 2008 a weekly meeting was introduced between the main staff in charge of liquidity and Crédit Agricole S.A.'s Management Board.

#### 3. Methodology

The Group manages liquidity risk in three main ways:

- the regulatory 1-month liquidity ratio is the main indicator used by Group entities to manage short-term liquidity. Each entity measures, monitors and complies with this ratio, which is therefore more restrictive than if it were applied on a consolidated basis. This is particularly true for the Crédit Agricole S.A. (parent company), which bears most of the Group's equity investments and goodwill and therefore has an additional regulatory liquidity requirement. This disadvantage is not balanced by an equivalent advantage in the ratios of reporting subsidiaries. Cautious and rigorous projections are made when calculating the regulatory ratio;
- the annual refinancing programme is based on an annual calculation of the Group's overall needs, which is updated at least once during the year (to reflect organic growth, acquisitions, forthcoming refinancing deadlines etc.);
- medium-term refinancing requirements are projected on the basis of a periodic simulation of the Group's refinancing requirements over a medium-term horizon. These simulations are used to determine strategies for diversifying refinancing sources.

#### 4. Exposure

The liquidity ratio is the ratio between cash and short-term assets on the one hand, and short-term liabilities on the other. It is calculated on a monthly basis, the minimum figure being 100%. It includes prudential capital and is not a consolidated ratio, since Crédit Agricole S.A. centralises refinancing and therefore covers the needs of Group entities.

At 31 December 2007, the liquidity ratio of the Crédit Agricole S.A. parent company was 134% versus 111% at end-2006.

Crédit Agricole S.A. issued a total of €29 billion of bonds in 2007, €17.9 billion of which were part of the Euro Medium Term Notes (EMTN) programme.

# ► IV. Hedging policy

Within the Crédit Agricole Group, derivative instruments are used for three main purposes:

- to meet demand from Group customers;
- to manage the Group's financial risks; and
- to take positions for the Group's own account as part of specific trading activities.

Derivatives not held for hedging (in the meaning of IAS 39) are recognised in the "Trading Book" and so market risk is monitored on these derivatives in addition to any counterparty risk.

Certain derivative instruments may be held for the economic hedging of financial risks, without meeting IAS 39 criteria (prohibition on hedging equity etc.). They are therefore recognised in the Trading

In all cases, the hedging intention is documented at the outset and verified quarterly through appropriate tests (forward- and backward-looking).

Each Group entity manages its financial risks within limits set by the Group Risk Management Committee chaired by Crédit Agricole S. A.'s CEO.

Global interest-rate risk management aims to reconcile two approaches:

- protection of the Group's capital, which means matching onand off-balance sheet items that are sensitive to interestrate variations (i.e. fixed-rate items, for the sake of simplicity) with fixed-rate instruments, in order to neutralise the fair-value variations that arise if interest rates change. If this matching is carried out through derivative instruments (mainly fixed-rate swaps), these are regarded as fair-value hedge derivatives if the instruments identified (micro FVH) or groups of instruments identified (macro FVH) as hedged items are eligible within the meaning of IAS 39. As mentioned above, these derivatives are recognised in the Trading Book by default, even though they provide economic hedging of risk. To check the suitability of hedging, hedging instruments and hedged items are grouped by maturity using contract characteristics or, for certain balancesheet items (particularly deposits), assumptions based on the financial characteristics of products and historical behaviour. The comparison between the two maturity schedules (hedges and hedged items) means that hedging can be documented in a forward-looking manner for each maturity;
- protection of the interest margin, which involves neutralising movements in future cash flows associated with on-balancesheet instruments or items, arising from the future resetting of interest rates on these instruments, either because they are indexed to fluctuating interest-rate indices or because they will be refinanced at market rates on an uncertain timeframe. If this neutralisation takes place through derivative instruments (mainly interest-rate swaps), these are considered as cash flow hedge (CFH) derivatives. This neutralisation can also be carried out for balance-sheet items or instruments that are identified individually (micro CFH) or portfolios of items or instruments (macro CFH).

✓ The tables below set out the amounts, broken down by projected occurrence, of cash flows subject to cash flow hedging.

(in millions of euros)	at 31/12/2007				
Remaining term	Less than 1 year	Total			
Hedged cash flows	10,758	14,004	15,156	39,918	

(in millions of euros)	at 31/12/2006				
Remaining term	Less than 1 year	1-5 years	More than 5 years	Total	
Hedged cash flows	7,513	9,360	8,235	25,108	

(Outstandings excluding FGAFS in 2006). 🗸

A third category of hedging is the protection of the Group's capital against fluctuations in exchange rates, resulting from holding assets or liabilities in currencies other than the Group's reference currency of the euro.

The instruments used to manage this risk are classified as **net investment hedges**.

At 31/12/2007, the Group did not document any net investment hedge relationships.

# >> INSURANCE SECTOR RISKS

The Crédit Agricole S.A. group operates in the insurance sector through French and foreign subsidiaries that market savings and personal risk insurance policies.

Most of the Group's insurance liabilities (95% of the total at 31 December 2007) concern the savings activities of the life insurance company Predica.

Predica manages and monitors four types of risk:

- market risks, mainly ALM-related, which may arise from interestrate risks, equity risks, surrender risks etc.; these risks must be assessed with respect to the guarantees given to the client (minimum guaranteed returns, minimum pay-out guarantees etc.);
- counterparty risks on assets in the portfolio (issuer quality) and on reinsurers;
- insurance underwriting risks, particularly related to pricing and medical selection in personal risk insurance;
- operational risks, particularly relating to the execution of processes.

# ▶ 1. Risk supervision and management

The risk measurement method is based on an internal model that allows risks to be measured in accordance with the CFO Forum standards, by simulating the asset/liability balance using economic methods. The model includes the framework devised as part of the European Solvency II project.

The internal model is focused on the savings and pensions business.

It reflects the impact of the insurer's strategy (in terms of asset allocation, policy revaluation, etc.) and policyholder behaviour (application of mortality tables, simulation of structural and cyclical surrenders etc.) in various market conditions. It naturally includes regulatory constraints (minimum policyholder bonuses, additions to regulatory reserves, asset-related limits etc.).

A risk strategy has been formulated and validated by Crédit Agricole S.A.'s risk management bodies. This strategy sets risk targets and limits for the various businesses, including counterparty limits, matching limits, allocation limits, underwriting rules and coverage rules. It has been implemented with the use of risk measurements established using the internal model.

These risks are reviewed every quarter by Predica's Management Board and by the Group as part of its consolidated supervision system.

Predica's ALM Strategy Committee meets every quarter to examine risk reports and to formulate proposals for managing these risks. These proposals are then put to the Board of Directors.

All of the company's important commercial decisions (product policy, policyholder returns etc.), financial decisions (asset allocation, coverage programme etc.) and insurance decisions (reinsurance programme etc.) are now simulated using the internal model. These simulations supplement the discussions that take place as part of the governance process.

In 2007, several decisions were analysed before implementation in this wav:

- Predica substantially increased the unit-linked portion of its portfolio, with a focus on guaranteed-capital funds given the risk profile of its policyholders;
- it reduced its exposure to real estate and equities;
- financial coverage of guaranteed minimum returns was increased.

To integrate risk management more closely into its business activities, Predica re-mapped its processes and risks, focusing on core-business processes.

This enabled it to identify ways of mitigating risks arising from the processes concerned. New control plans were defined, and these will be implemented in 2008.

These efforts form part of Predica's preparations for Solvency II, particularly the second pillar of this project.

## ▶ 2. Market risk

Predica constantly seeks to control financial risks by managing the overall volatility of its investment portfolio value, through diversifying asset allocation across all asset classes (bonds, equities, alternative investments, real estate), in order to benefit from decorrelated returns between them.

In addition, Predica aims to maintain a sufficient level of unrealised capital gains to enable it to absorb a significant market shock.

Interest-rate risk corresponds to the risk of a change in the value of the bond portfolio as a result of a change in interest rates. Variable-rate investments expose the company to fluctuations in future cash flows, while fixed-rate investments expose it to the risk that instruments in the portfolio will see a fall in fair value.

Predica has adopted hedging and risk management rules covering:

- the risk of a fall in interest rates, particularly given the presence of liabilities that benefit from guaranteed minimum rates. This risk is managed by setting a minimum 50% weighting for fixed-rate bonds, and by using hedging instruments (swaps, swaptions, floors),
- the risk of a rise in interest rates, to protect the company in the event that policyholders surrender their policies in response to a sharp, sustained increase in long-term yields, or that savings policies become less competitive by comparison with other savings products. This risk is managed by using instruments (caps) that hedge against the risk of an increase

in interest rates, corresponding to 20-35% of bond portfolio outstandings, and by using assets that respond to rising interest rates (around 25%).

Technical reserves in the accounts are not sensitive to interestrate movements, since the initial assumptions on which they are based remain unchanged.

Stockmarket risk corresponds to the risk that equity investments will fall in value as a result of a decline in stockmarket indexes.

In order to manage the volatility of the equity portfolio and to optimise its risk/return profile, Predica has a policy of broad diversification, using three methods:

- geographical diversification of investments across all international stockmarkets (Europe, USA, Japan, Asia, emerging markets),
- extensive sector diversification,
- diversification of investment styles.

At end-2007, 20% of Predica's portfolio value consisted of unrealised capital gains.

As well as pushing down the value of equity portfolios, a substantial decline in stockmarket indexes could result in an increase in impairment reserves on positions showing high unrealised losses.

The variation in the value of investments used in unit-linked policies is borne by policyholders, depending on whether the policy includes a minimum pay-out guarantee or not.

Due to the way that technical reserves are calculated, a 10% fall in stockmarket indices would have a limited effect on minimum pay-out guarantee reserves.

 Currency risks arising from holding assets denominated in foreign currencies. Predica's exposure to this risk mainly arises from its policy of attaining geographical diversification in its equity portfolio, aimed at optimising the portfolio's risk/return profile. The basic principle is to hedge most currency risk and retain residual positions. As a result, Predica's exposure to changes in exchange rates is not significant.

# ▶ 3. Credit or counterparty risk

The second way in which Predica manages financial risks is by managing counterparty risk, i.e. the risk of default by one or more issuers of bonds held in the investment portfolio.

Since 2002, Predica has had an enhanced prudential method of managing counterparty risk, with multiple limits on global portfolio risk and individual risks.

The first way of managing counterparty risk is by setting global limits based on issuer ratings. In the absence of any agency ratings, the rating used is an internal rating awarded by Crédit Agricole Asset Management's Risk Management Division based on analysis from Crédit Agricole S.A.

	Authorised limits
AAA (and sovereign issuers in the eurozone)	No limit
BBB + A + AA (excluding sovereign issuers in the eurozone)	50% maximum
BBB + A	20% maximum
BBB and unlisted	5% maximum
Average portfolio rating	AA-

Predica's rules forbid direct ownership of securities rated lower than BBB, except in the exceptional event that a downgrade takes place after purchase and the issuer concerned still has the ability to make payments. At end-December 2007, the weighting of these assets was 0.76%.

In addition, Predica limits the counterparty risk authorised for each issuer, and sets an utilisation rate that is restricted depending on the rating of the counterparty concerned and on the company's gross non-consolidated shareholders' equity at 31 December of the previous year (excluding unrealised capital gains and earnings for the current year).

In order to achieve diversification among the BBB-rated issuers whose bonds are held in the portfolio, the Board of Directors has decided to limit the weighting of the top 10 BBB outstandings (at purchase price) to 75% of Predica's non-consolidated prudential equity capital.

At end-2006 and end-2007, no investment in the bond portfolio was subject to impairment reserves arising from the risk of a counterparty defaulting.

As regards reinsurance, the policy for monitoring counterparties is based on the following principles:

- diversification, since several different reinsurers can be exposed to the same reinsurer solvency risk, via financial ratings and the pledging of reinsured reserves;
- continuity of relationships, based on expertise and underwriting partnerships.

# ► 4. Liquidity risk

Liquidity risk is the risk that the company may not be able to cover liabilities when they fall due. It may arise from:

Illiquid investments. For this reason, Predica has defined a prudential framework for selecting investments that focuses on their liquidity.

At end-2007, more than 85% of the portfolio consisted of liquid assets listed on organised markets. More than 50% of real-estate investments are in listed real-estate investment companies.

a mismatch between the maturity schedules of investments and insurance policy liabilities. To address this, Predica has defined a prudential framework for managing liquidity as part of its ALM policy.

Predica carries out a payability test to give an indication of its liquidity in the event of large-scale policy surrenders (three times the actual level). This report shows that Predica can cope with large-scale surrenders in extreme cases, by carrying out limited sales of its assets.

In addition, Predica has defined a responsiveness ratio, aimed at reflecting its ability to find short-term liquidity without any risk of impairment losses. This ratio is calculated as the relationship between liquidity with a term of less than 2 years and the whole portfolio. Liquidity with a term of less than 2 years includes cash, money-market mutual funds, variable-rate or inflation-linked bonds and fixed-rate bonds with a residual time to maturity of less than 2 years.

The redemption profile of subordinated debt is shown in the table below. For perpetual subordinated notes, the maturity is taken to be the date on which the early redemption option expires:

Maturity schedule for subordinated liabilities	Outstanding
Less than 1 year	€87m
1-3 years	€422m
3-5 years	€344m
More than 5 years	€34m

# ▶ 5. Insurance risk

In life insurance, insurance risk results from the pricing, when a contract is written, of risks relating to life expectancy or life's accidents.

Insurance risk results from assumptions that underpin the pricing of guarantees and financial options, mainly relating to surrender, prolongation and switching, which can be exercised by policyholders.

Insurance risk breaks down into:

- four elementary biometric risks:
- mortality risk (death benefit),
- longevity risk (life benefit: annuities, whole life policies etc.),
- morbidity risk (benefit in the event of disability and dependency),
- incapacity risk (benefit in the event of being unable to work);
- behavioural risk is the risk of early surrender (or prolongation, switching, cancellation etc.) of insurance policies compared with the expected level;
- the risk of loading being insufficient to cover operating expenses and commissions paid to distributors.

Insurance risk is measured on the basis of observed differences, arising from these risks, between the pricing factors used at the time of underwriting and actual annual results on the policy portfolio:

- for biometric risks, the tables of statistics used are based either on national or international statistics or on statistics from insurance portfolios (experience tables);
- for surrender risk, surrender rules are based on observations made on the portfolio for structural surrenders, and mainly on rules defined by experts for cyclical surrenders (for which there are no statistical observations);
- for loading risk, the statistic is the observed difference between fees actually charged and fees reported by the insurer.

To limit behavioural risk, the policy remuneration strategy takes account of market conditions, using a forward-looking approach. The strategy for distributing with-profits entitlements is based on tests relating to sensitivity to market conditions or loss experience.

As the Crédit Agricole Group's life insurance unit, Predica makes little use of reinsurance. Indeed:

- it focuses mainly on individual insurance savings products;
- personal risk insurance policies mainly consist of a very large number of small risks:
- predica's financial strength and cautious management mean that the solvency margin required to carry out its activities is comfortably covered.

Given the overall portfolio profile (in terms of aggregate risk and average capital), only catastrophe risk is liable to have a genuine impact on the results of the individual or collective personal risk insurance business. Predica's portfolio benefits from coverage by BCAC (Bureau Commun des Assurances Collectives) in both collective death insurance (loan coverage) and individual personal risk insurance (open group), along with complementary coverage of invalidity risk.

# **OPERATIONAL RISKS**

Operational risk is the risk of loss resulting from shortcomings in internal procedures or information systems, human error or external events that are not linked to a credit, market or liquidity risk. It includes legal risk but not strategic and reputational risk.

In 2007, the Crédit Agricole Group finished setting up its qualitative and quantitative system for identifying, assessing, preventing and monitoring operational risk. As a result, it obtained authorisation from the Commission Bancaire to use the Advanced Measurement Approach (AMA) from 1 January 2008 (when the new Basel II ratio comes into force) for the following scope: the 39 Regional Banks, Calyon, LCL, CAAM, Sofinco France and Finaref France (covering more than 80% of the Group's NBI).

# ► I. Objectives and policy

The system comprises the following components, adjusted to each Group entity, which are common to the entire Group:

governance of the operational risk management function: supervision of the system by the Management Board (via the operational risk committee or the operational risk unit of the internal control committee), the roles of Risk Management and Permanent Controls officers (Crédit Agricole S.A. and entities) in system oversight and co-ordination, responsibilities of entities in controlling their risks through the network of Operational Risk Managers;

- identification and qualitative assessment of risks through risk mapping, and the use of indicators to monitor the most sensitive processes:
- collection of operational loss data and an early-warning system to report significant incidents, which are consolidated in a database used to measure and monitor risk-related costs:
- calculation and allocation of regulatory capital for operational risks at consolidated and entity level;
- periodic production of an operational risk scorecard at entity level, supplemented by a Group summary.

# ▶ II. Risk management: organisation and supervision system

The operational risk management organisation forms part of the overall organisation of the Risk Management and Permanent Controls function. Operational risk officers, most of whom now cover permanent risk monitoring, report to entities' Heads of Risk Management and Permanent Controls.

Since 2005, Crédit Agricole S.A. Group has had an operational risk scorecard covering most of all its business lines.

This scorecard confirms the main sources of risks that affect most business lines, along with exposure profiles that are differentiated by subsidiary and type of business line: recurring risk, mainly arising from external fraud involving payment systems in Retail Banking or stockmarket errors in asset management, higher risk associated with corporate and investment banking (counterparty litigation and capital markets) and factoring (external fraud).

It also reflects the effect of action plans designed to reduce the impact of exceptional risks (i.e. by strengthening information systems and controls when encountering high unit losses primarily affecting asset management and factoring operations) and to reduce the frequency of recurring risks (ongoing reduction in electronic banking fraud at LCL and heightened monitoring of external fraud in the consumer finance businesses).

In the summer of 2007, an incident took place in the proprietary trading business of Calyon New York's Credit Markets & CDO unit. The incident was detected rapidly, was reported in the appropriate way to the Group's various decision-making and control authorities (including the Audit Committee). Immediate measures were taken with respect to local management.

The steps taken by Calyon, in conjunction with the Group, following this incident are described in the Chairman's report to the shareholders (page 28).

The authorisation to use the advanced method follows an audit by the Commission Bancaire in the first quarter of 2007, which was followed by an audit by the Group's General Inspection aiming to ensure that the measures required for authorisation (set out in Appendix 1 of the Memorandum of Understanding with the Commission Bancaire) had been taken by end-2007.

Work done in 2007 focused on:

- documenting the internal capital calculation and allocation model using a statistical loss distribution approach (the Basel II advanced measurement approach or "Loss Distribution Approach" used by most major banks);
- implementing the actions set out in Appendix 1 in entities within the advanced measurement approach (AMA) scope;
- developing the regulatory aspect of the new industrial information system (Group Operational Risk System): frameworks, calculation engines for the AMA and standardised approaches, COREP disclosures (Basel II common reporting);
- safeguarding the scope of data collection and improving documentation in the operational risk management system;
- defining a list of exceptional risk scenarios that must be assessed by each Regional Bank in addition to internal data;
- calculating the group's regulatory capital requirement in terms of operational risk for entities under the AMA and standardised approaches, and for the consolidated levels of the Crédit Agricole S. A. group and the Crédit Agricole group.

The other major issue is the gradual integration of the Group's new international subsidiaries, particularly in Greece (Emporiki) and Italy (Cariparma), which will be included in the 31 March 2008 regulatory capital calculation using the standardised approach.

# III. Methodology

#### AMA capital calculation method

The advanced measurement approach (AMA) for calculating capital requirements with respect to operational risk has the following objectives:

- to increase control over operational risk-related costs, and to prevent exceptional risks across the Group's various entities;
- to determine the level of capital that corresponds with the risks measured, which may be lower than that calculated using the standardised approach;
- to promote improvements in permanent controls through monitoring action plans.

The systems implemented within the Group aim for compliance with all Basel II qualitative criteria (making risk measurement an integral part of day-to-day management, independence of the risk function, periodic disclosure of operational risk exposures etc.) and quantitative criteria (99.9% confidence interval over a 1-year period; incorporation of internal data, external data, analysis of scenarios and factors reflecting the operating environment; incorporation of risk factors that influence the statistical distribution etc.).

The AMA model for calculating capital requirements is based on a "Loss Distribution Approach" actuarial model, which is unique to the Group. The largest entities (Regional Banks and Calyon) handle their own capital allocation based on centrally defined principles.

The model was designed and developed according to the following principles:

- it must form an integral part of the risk policy;
- it must be pragmatic, i.e. methods must adjust to real operational
- it must have educational value, in order to encourage appropriation by the Management Board and business lines;
- it must be robust, i.e. it must be able to give estimates that are realistic and stable from one year to the next.

The model has been regularly validated by the Crédit Agricole Group's Standards and Methodology Committee, chaired by the Head of Group Risk Management and Permanent Controls.

# **LEGAL RISKS**

As of today, there are currently no exceptional events or pending litigation to the knowledge of Crédit Agricole S. A. that are likely to have a material impact on the financial health, business operations, results or assets of Crédit Agricole S.A. or the Crédit Agricole S.A. aroup.

Any legal risks outstanding as of 31 December 2007 that could have a negative impact on Group assets have been covered by reserves based on the information available to the Management Board.

The main legal and tax proceedings outstanding at Crédit Agricole S.A. and its fully consolidated subsidiaries are described in the 2006 Management Report. The cases presented below are those in which there were some changes in 2007.

# ► Litigation and exceptional events

#### **Verte France**

In 2006, Verte France, a trade union consisting of individuals, filed a new action against Crédit Agricole enjoining Crédit Agricole S.A. and all the Regional Banks to appear before the Paris Correctional Court (Tribunal Correctionnel).

It alleges that Crédit Agricole improperly allocated part of the Regional Banks' reserves to financing the takeover bid for Crédit Lyonnais and is asking that the reserves they were diverted be returned to Crédit Agricole members.

In its ruling of 11 September 2007, the aforementioned court dismissed all of Verte France's requests and ruled that they were unjustified.

Verte France appealed against this decision.

This action, which is not based on any legal or economic gravamen, is in line with the actions filed by Verte France seeking a ruling to nullify the Regional Banks, which were dismissed by the Paris Court of First Instance in decisions dated 21 and 28 January 2003 then by the Paris Court of Appeals (orders dated 1 April 2005) and more recently by the Court of Cassation in an order dated 20 November 2007.

## Bernard Tapie - Adidas

Following the order of the Paris Court of Appeals, which was handling the Adidas case exclusively, the amount of the fine has been paid. The sum has been placed in trust by the receivers.

CDR and Crédit Lyonnais filed a further appeal in February 2006. On 9 October 2006, the Court of Cassation handed down a ruling in favour of Crédit Lyonnais and CDR; this ruling overturns the order of the Paris Court of Appeals and the matter has been referred back to the Paris Court, differently composed.

Arbitration is currently taking place between the Tapie group's receivers and CDR.

# IFI Dapta Mallinjoud

The Commissaire à l'Exécution du Plan (insolvency professional) acting for the companies of the IFI Dapta Mallinjoud group initiated proceedings against CDR and Crédit Lyonnais on 30 May 2005 before the Commercial Court of Thiers.

The suit alleges that CDR and Crédit Lyonnais committed violations in arranging and financing the IFI group's acquisition of the furniture business line (ex-CIA) from the Pinault Group.

The Riom Court of Appeals, in its order dated 12 July 2006, referred the matter to the Paris Court of Commerce.

In its ruling of 24 September 2007, the Paris Court of Commerce:

- ordered CDR to pay €2.9 million for making unjustified interest claims:
- ordered Crédit Lyonnais to pay €5 million for taking wrongful action:
- ordered Crédit Lyonnais and CDR to pay €50,000 under article 700.

The Court did not make the judgment immediately enforceable notwithstanding the lodging of an appeal.

The Commissaire à l'Exécution du Plan appealed against the decision on 28 December 2007.

## Strauss/Wolf/Faudem

US citizens and members of their families who were victims of terrorist attacks attributed to Hamas and committed in Israel between 2001 and 2004 have brought proceedings against National Westminster Bank and Crédit Lyonnais before a New York court. They claim that these banks were complicit with the terrorists, since they each kept an account opened (in 1990 in the case of Crédit Lyonnais) by a charity providing aid to Palestinians. The account was used to transfer funds to Palestinian entities accused, according to the plaintiffs, of financing Hamas.

The plaintiffs, who have not put a figure on the damages they have suffered, are claiming compensation for "injury, anguish and emotional pain".

As the matter and the proceedings currently stand, the plaintiffs have not provided proof that the charity was linked to terrorists, or that Crédit Lyonnais was aware that its client could be involved (if this were to be proven) in financing terrorism. The Court has required the plaintiffs to provide this proof if they are to stand a chance of winning the case.

Crédit Lyonnais considers that there is nothing in this matter that would enable the plaintiffs to provide such proof.

As a result, Crédit Lyonnais strenuously refutes these allegations and is vigorously disputing them.

Crédit Agricole S.A. and its subsidiaries are also involved in a number of other legal disputes, including class action suits in the United States.

#### Moulinex-Brandt

The court-ordered liquidators of this company initiated wrongful action proceedings against Crédit Lyonnais. The financial risk has been transferred to Calyon.

# Binding Agreements

Crédit Agricole S.A. is not bound to any patent or licence, or to any industrial, commercial or financial supply contract.

# NON-COMPLIANCE RISKS

The purpose of the Compliance Department is to draw up policies relating to compliance with rules governing financial and banking activities. These rules may be laws, regulations, professional and ethical standards, or instructions from the CEO made in accordance with guidelines given by the Board of Directors. The Group has a dedicated control system that features the staff, procedures and IT systems required to manage non-compliance risk, and therefore the risk of financial losses, reputational damage, and legal, administrative and disciplinary penalties.

Crédit Agricole S.A., its subsidiaries and each Regional Bank have their own compliance function. Crédit Agricole S.A. has 580 staff working in compliance, while the Regional Banks have 170.

A Compliance Management Committee meets periodically to take the necessary decisions to prevent compliance failure, and to implement and monitor action taken to remedy compliance failures. The Committee reports on its work to the Audit and Risks Committee of Crédit Agricole S. A.'s Board of Directors.

The organisation and main actions relating to compliance and financial security are presented below in the section dealing with employee-related, social and environmental information in the Crédit Agricole S.A. group, and in the report by the Chairman of the Board of Directors with respect to the Financial Security Act of 1 August 2003.

# INSURANCE AND RISK COVERAGE

The Crédit Agricole S.A. Group has secured insurance coverage for its operational risks to protect its assets and profits. For highintensity risks, Crédit Agricole S.A. has taken out Group policies from major insurance companies, including AXA, AIG, GAN, Ace, Zurich and AGF, so as to harmonise the transfer of personal and property risks and to set up specific professional civil liability and fraud insurance programmes for each business line. Business-line subsidiaries are responsible for managing lower intensity risks

In France, insurance of operating assets (property and IT equipment) includes third-party liability cover for buildings with the highest exposure to the risk of damage. This insurance is supplemented by special guarantee lines for civil operating liability (loss coverage limit of €450 million per claim in France; supplemental coverage of €150 million for the main sites in other countries; civil operating liability guarantee of €40 million).

Crédit Agricole S.A. has secured Operating Loss, Fraud and "Securities All-Risk" policies for its Group, with limits of €456 million for operating losses, €145 million for fraud and €98 million for securities all-risk coverage.

The Group has also renewed its professional civil liability and officers' and directors' liability policies.

Low-frequency and low-intensity risks that cannot be insured on satisfactory financial terms are retained in the form of deductibles or are mutualised within the Crédit Agricole S.A. group by the Group's captive reinsurance subsidiary, whose aggregate exposure does not exceed 6% of the above guarantees.

Employee, social and environmental information in the Crédit Agricole S.A. Group

# **Employee, social and environmental information** in the Crédit Agricole S.A. Group

Based on the values that embody the mutualist ideal - proximity, solidarity and responsibility - and its "unified yet decentralised" organisational structure, Crédit Agricole has undergone extensive changes over recent years both in France and abroad.

In keeping with its history and its recent expansion, Crédit Agricole S.A. has reasserted and implemented its values on the basis of key themes: cohesion, openness, responsibility and entrepreneurship.

The Group's approach to social and environmental responsibility, underpinned by these values, accompanies and supports its changes and development both in France and abroad, respecting its adherence to the ten principles of the Global Compact.

In 2007, efforts to take into account the direct and indirect impacts of the Group's activities on the environment were stepped up with the implementation of measures in association with the strategic decisions announced. Targeted measures to combat climate change have therefore been implemented and will be continued in all areas of the Group in order to provide an effective and lasting response to this challenge.

Responsibility to employees of the company has also been maintained via a policy centred around dialogue, listening, job management and mobility of the Group's staff. Management of diversity and respect of human rights and cultures within Group companies both in France and abroad are among the issues to which Crédit Agricole will continue to pay particularly close attention.

In addition, the Group has also reasserted its commitment to integrating CSR principles into its activities. As part of this logic, from 2008, yearly strategy reviews for each business line will include a look at CSR.

This decision confirms the importance of integrating CSR issues into the Group's strategy, as demonstrated by the extension in 2007 of the scope of the Strategic Committee to include assessing progress in sustainable development policy in all parts of the Group.

In addition to the social and environmental information contained in this chapter, which relates in particular to social and environmental information required by the implementing decree of the French NRE (new economic regulations) Act, other information will be available in the sustainable development section of the Group's website, which will be available from early April 2008.

Lastly, Crédit Agricole S.A. has asked the sustainable development experts of one of the Group's statutory auditors to review procedures for collecting environmental and social data, as well as certain information published in this document and on the dedicated website. Details of these works and the associated certification are included in the "Analyst area" section of the Group's sustainable development website.

# **KEY SOCIAL PERFORMANCE INDICATORS**

# Methodology

Each company of the Crédit Agricole S.A. Group is attached to a business line and has its own employee relations policy, which is overseen by a Human Resources Director. Overall consistency is ensured by Group Human Resources Department.

Entities covered by this reporting are those with employees that are consolidated either fully or proportionally.

Each item presented below is accompanied by an indication concerning the scope of employees covered (as a percentage of full-time equivalent employees at the end of the year).

The following information is provided in accordance with different consolidation rules:

• for entities that are proportionally consolidated, data is stated proportionally to the Group's equity interest in the entity;

- unless stated otherwise\*, a breakdown of data by business line is provided on the basis of the core activity of each entity. For entities exercising a number of activities, the dominant business line is used:
- unless stated otherwise \*, data is stated from the employer's viewpoint and not that of the beneficiary. The difference relates to employees seconded to one entity by another (with no changes to the employment contract);
- unless stated otherwise, the population in question is that of "active" employees. The notion of active implies:
- a legal tie in the form of a "standard" permanent or temporary contract of employment (or similar for international activities),
- inclusion on the payroll and in the position on the last day of the period.
- working time of at least 50%.

#### I. Crédit Agricole S.A. Group headcount, worldwide

#### A) BREAKDOWN BY BUSINESS LINE

	2007		2006		2005	
Business line	Headcount (FTE)	%	Headcount (FTE)	%	Headcount (FTE)	%
French retail banking	22,478	25.9%	23,764	30.8%	24,516	39.5%
International retail banking	27,156	31.3%	19,799	25.7%	5,467	8.8%
Specialised financial services	13,179	15.2%	11,540	15.0%	10,588	17.0%
Insurance, asset management and wealth management	7,947	9.1%	7,498	9.7%	6,981	11.3%
Corporate and investment banking	12,118	14.0%	11,122	14.5%	11,071	17.8%
Proprietary asset management and other activities	3,988	4.5%	3,340	4.3%	3,489	5.6%
CRÉDIT AGRICOLE S.A. GROUP	86,866	100%	77,063	100%	62,111	100%
France	41,039	47%	41,050	53%	41,952	68%
International	45,827	53%	36,013	47%	20,159	32%
Business scope outside France	100%		100%		100%	

Changes in scope between 2006 and 2007 (acquisitions/disposals):

- French retail banking (+0 FTE). No change in scope.
- international Retail Banking (+6,293 FTE).

Acquisition in Italy of Cariparma (+3,599 FTE) and Banca Populare FriulAdria (+1,300 FTE) and the consolidation of 173 Banca Intesa branches into Cariparma (+1,685 FTE) and 29 into FriulAdria (+223 FTE).

Consolidation of Antena (+24 FTE) into the Emporiki Group and Banque International de Tanger (+2 FTE).

Sale of Phoenix Metrolife by the Emporiki Group (-495 FTE) and liquidation of Emporiki Germany Bank (-45 FTE);

- specialised Financial Services (+1,114 FTE).
   50% consolidation of Fiat Auto Financial Services (+914 FTE) and acquisition of Saudi Fransi (+76 FTE) and BC Finance (+124 FTE);
- insurance, Asset management and Wealth management (+504 FTE).

In the Securities business, consolidation into the CACEIS Group (50% owned) of CACEIS Germany (+249 FTE) and CACEIS Switzerland (+18 FTE) and acquisition of Olympia via CACEIS (+130 FTE).

In Asset Management, end of the joint venture with Banca Intesa in Italy (-222 FTE) and continuation of business at CAAM Italy (+127 FTE) and deconsolidation of the East Asia entity of the CAAM Group (-13 FTE).

In Private Banking, acquisition of Bank Sarazin Luxembourg (+85 FTE).

Positioning of the Private Equity business within the Insurance, Asset Management and Wealth Management business line (+82 FTE) and consolidation of Sodica (+33 FTE) and Idia Agricapital (+15 FTE);

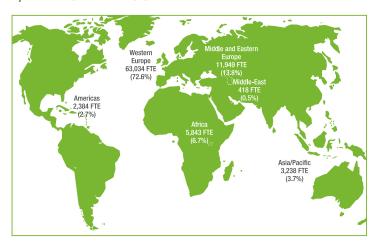
- corporate and Investment Banking (+3 FTE).
   Consolidation of Calyon Financial Germany (+4 FTE) and deconsolidation of Calyon Uruguay (=1 FTE);
- proprietary Asset Management (+419 FTE).
  Positioning of the Private Equity business within the Insurance,
  Asset Management and Wealth Management business line
  (-82 FTE).

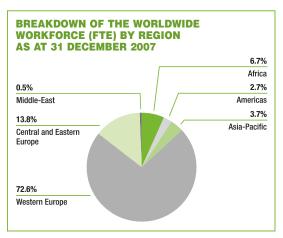
In the Property business, acquisition of Monné Decroix (+496 FTE) and consolidation of RSB (+5 FTE).

<sup>\*</sup> Excluding data in sections I.A, I.B and III.A.1, extracted from the monthly internal report on Crédit Agricole S.A. Group employees as at 31 December 2007, which divides up entities with a number of business activities into each of their areas and treated from a beneficiary viewpoint.

Employee, social and environmental information in the Crédit Agricole S.A. Group

# **B) BREAKDOWN BY REGION**





The weighting of each region remained much the same as last year, although the number of employees increased by nearly 13% over the period.

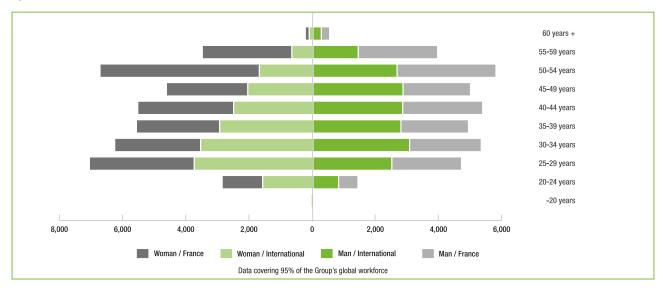
France's proportion of the Group total was 47.2% at end-2007, down from 53.3% at end-2006.

#### C) CHANGES IN THE WORKFORCE

	200	7	200	6
Business line	Recruitment of permanent staff	Incoming/ existing ratio * – permanent	Recruitment of permanent staff	Incoming/ existing ratio * – permanent
French retail banking	1,315	6.3%	1,394	5.7%
International retail banking	4,318	17.3%	3,545	20.7%
Specialised financial services	1,384	15.8%	992	13.2%
Insurance, asset management and wealth management	927	14.3%	714	14.0%
Corporate and investment banking	1,640	18.9%	1,640	18.3%
Proprietary asset management and other activities	387	10.3%	174	6.5%
CRÉDIT AGRICOLE S.A. GROUP	9,971	13.6%	8,459	12.9%
France	3,092	8.2%	3,089	7.9%
International	6,878	19.1%	5,370	20.2%
Business scope outside France	95%		89%	

<sup>\*</sup> Ratio: number of incoming staff (permanent and contract) in year N relative to average yearly headcount for the business scope concerned in year N.

#### **D) AGE STRUCTURE**



#### **E) PROFESSIONAL EQUALITY**

	Proportion of women (%)	% of workforce covered
Employees	53.8%	95%
Permanent employees	53.3%	95%
Group executive committee	2 out of 21	100%
Management circles 1 and 2*	12.6%	100%
Top 10% of highest earning employees in each subsidiary	24.0%	87%

Management circles comprise members of executive committees, members of management committees and the key frameworks of each entity. Around 700 employees belong to circles 1 and 2.

# II. Group employees in France

# A) BREAKDOWN BY TYPE OF CONTRACT AT 31 DECEMBER

	2007	2006	2005
Active permanent staff (FTE)	40,326	40,330	41,083
Contract staff (FTE)	712	720	870
Total active staff (FTE)	41,038	41,050	41,953
Permanent staff on extended leave of absence (FTE)	4,138	5,092	5,936
TOTAL FRANCE (FTE)	45,176	46,142	47,889

The number of active employees remained stable as a result of:

- the acquisitions in 2007 of Monné-Decroix and BC Finance (+620 FTE);
- organic growth of Corporate and Investment Banking, Insurance, Asset Management and Wealth Management and Proprietary Asset Management (+640 FTE);
- offsetting the reduction of 1,280 FTE in French retail banking.

The decline in the number of inactive permanent employees (-18.7%) corresponds to:

- the end of implementation of the early retirement scheme;
- the retirement of these employees under such schemes;
- the end of long-term leave taken within the framework of job-saving plans.

#### Employee, social and environmental information in the Crédit Agricole S.A. Group

Contract employees made up 1.8% of the active workforce at the end of 2007. Of these, 29% were managerial staff. Contract staff agreements signed in 2007 break down more or less evenly between staff replacements (48%) and new hires associated with increased business levels (52%).

Temporary staff accounted for 1.4% of the active permanent workforce, with an average 567 FTE staff during the year.

Total relief staff (contract and temporary) therefore amounted to 3.2% of the total active permanent workforce.

Young people on work-study programmes or internships represented 5.2% of the total active permanent workforce in 2007.

	Average monthly headcount (FTE)
Professionnalisation contracts (e. orientation, adaptation contracts)	,
Apprenticeship contracts	604
Student interns	937
% of business scope in France	99%

# B) BREAKDOWN OF THE ACTIVE PERMANENT WORKFORCE AT END-2007

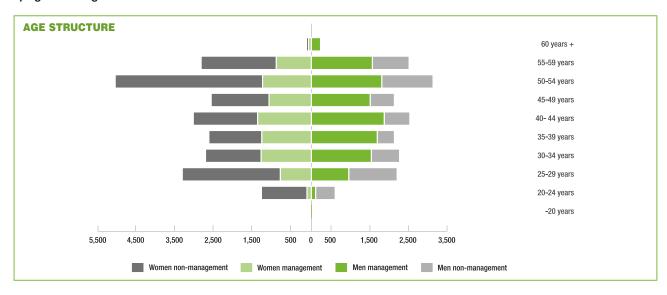
# 1) Breakdown by gender and category



The breakdown of the active permanent workforce by gender remained stable between December 2006 and December 2007, with women making up 57% of the total.

In category terms, the 2006 trend continued, with the overall percentage of managerial staff (men and women) rising by 3 points to 47% at end-2007. There was a 1.8 point increase for women and a 1.3 point rise for men.

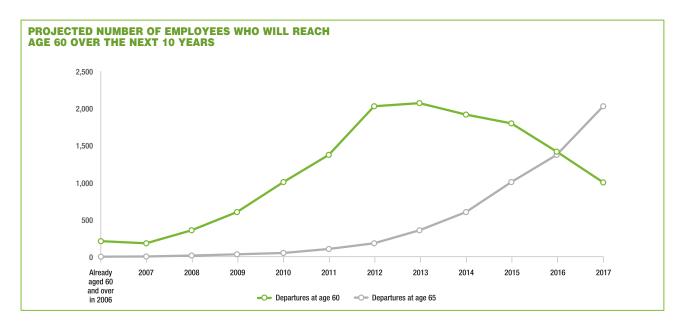
#### 2) Age and length of service



The breakdown by age band changed significantly in comparison with 2006. There was an increase in junior categories and a slight decline in the number of employees aged over 50:

- the percentage of staff under 30 rose by 1 percentage point to 18%;
- the percentage of those aged over 50 fell by 1.5 percentage points to 34%.

Note that ageing of the active workforce has stabilised over the last two years, with an average age of 42 and average length of service of 18 years.



The projection for the next ten years shows that the number of employees reaching 60 will rise sharply (by 330%) between 2009 (600 employees) and 2012 (2,000 employees) before stabilising at 1,900 employees per year on average from 2013 to 2015.

# C) WORKING TIME

### 1) Contractual working time

# BREAKDOWN OF ACTIVE PERMANENT EMPLOYEES AT 31 DECEMBER 2007 BY CONTRACTUAL WORKING TIME

	Management	%	Non- management	%	Total	%
	Management	/0	management	70	iotai	70
Hourly	5480	30.5%	21087	99.4%	26,567	67.8%
Daily	12299	68.4%	111	0.5%	12,410	31.6%
Other	199	1.1%	29	0.1%	228	0.6%
TOTAL	17,978	100%	21,227	100%	39,205	100.0%
% of business scope in France: 94%						

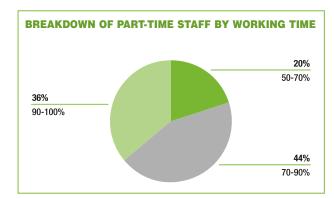
The breakdown of staff by contractual working time within the Group remained stable in 2006-2007, with two-thirds of employees having their contractual working time expressed in hours.

## 2) Part-time staff

	2007				2006	
	Management	Non- management	Total	Management	Non- management	Total
Part-time staff	1266	4913	6179	1,262	5,438	6,700
Part-time staff as % of total	7.0%	23.1%	15.6%	7.0%	23.3%	16.2%
% of business scope in France		95%			98%	

The percentage of part-time staff remained stable between 2006 and 2007. Most part-time staff are women (87%) and work in non-managerial grades (80%).

Employee, social and environmental information in the Crédit Agricole S.A. Group



The change in the structure of part-time staff in 2006-2007 is due to the early retirement of LCL staff working under the "De Robien" scheme (reduction in the "90-100% category from 39% to 36%).

#### D) EMPLOYMENT MANAGEMENT

#### 1) New permanent employees

The number of new permanent employees remained stable relative to 2006, rising from 3,089 to 3,092 in 2007.

More than four in ten new employees were recruited in the retail banking business with a recruitment rate (new hires/average number of employees) of 6.3%.

The second largest volume of new hires was in Corporate and Investment Banking, with a rate of 14.3%.



Of the permanent employees recruited, 40% were under 26, a reduction of 8 percentage points, while the proportion of over-50s rose by 2 percentage points to 5%.

The proportion of new recruits consisting of managers rose by 6 points to 47% in 2007.

#### 2) Permanent staff departures (final departures)

	2007				2006			
	Management	Non- management	Total	%	Management	Non- management	Total	%
Resignation	558	630	1,188	32.7%	429	583	1,012	26.0%
Voluntary departure (external transfer)	7	8	15	0.4%	156	27	183	4.7%
Retirement and early retirement	524	1,305	1,829	50.4%	572	1,491	2,063	53.0%
Redundancy and dismissal	127	92	219	6.0%	162	73	235	6.0%
Death	26	39	65	1.8%	17	39	56	1.4%
Other reasons (departure in trial period etc.)	109	205	314	8.7%	79	268	347	8.9%
TOTAL	1,351	2,279	3,630	100%	1,415	2,481	3,896	100%
% of business scope in France			99%				94%	

Final departures decreased by 7%. The majority of departures were within the context of retirement/early retirement, which alone accounted for half of total departures.

The majority of resignations related to the consolidation of Monné Decroix and the enlargement of the scope of data collected to include CACEIS in particular.

		2007		2006			
	Managanant	Non-	Total	Non-			
	Management	management	Total	Management	management	Total	
Retirement and early retirement (with							
termination of employment contract)	524	1,305	1,829	572	1,491	2,063	
Men	359	418	777	390	486	876	
Women	165	887	1,052	182	1,005	1,187	
% of business scope in France		99%			94%		

#### 3) Promotions

		2007		2006			
	Women	Men	Total	Women	Men	Total	
Promotion within non-managerial category	2,532	988	3,520	2,680	1,228	3,908	
Promotion from non-managerial to managerial	516	387	903	516	373	889	
Promotion within managerial category	568	860	1,428	462	731	1,193	
TOTAL	3,615	2,235	5,850	3,658	2,332	5,990	
%	61.8%	38.2%	100%	61.1%	38.9%	100%	
% of business scope in France		94%			97%		

The change in the number of promotions within each category should be regarded in the context of the increase in the number of managers within the workforce (see II-B-1 Breakdown by gender and category).

#### E) INDIVIDUAL SALARIES AND COLLECTIVE INCENTIVE PLANS

#### 1) Individual salaries

Average total annual compensation (fixed salary plus bonus) of active permanent employees was approximately €49,190 in 2007,

compared with €44,150 at end-2006. Of the overall increase since end-2006, 40% relates to an increase in the fixed portion of compensation and the remaining 60% relates to an increase in the variable portion.

#### **AVERAGE BASE MONTHLY SALARIES FOR ACTIVE PERMANENT EMPLOYEES AT END-DECEMBER 2007**

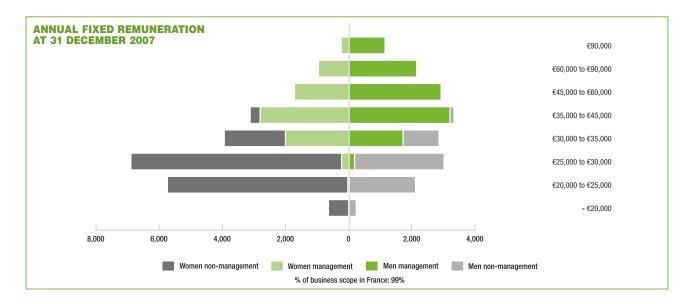
		2007		2006			
	Women	Men	Total	Women	Men	Total	
Management	€3,819	€4,700	€4,330	€3,689	€4,473	€4,154	
Non-management	€2,167	€2,231	€2,186	€2,110	€2,150	€2,122	
TOTAL	€2,740	€3,801	€3,196	€2,612	€3,560	€3,022	
% of business scope in France		99%		98%			

The average monthly salary for non-managerial grades was €2,186 at 31 December 2007, up 3% year-on-year.

The average annual salary for managerial grades increased by 4.2% year-on-year.

The average salary of female managers rose by 3.5%. Female managers accounted for 26% of the Group's top 10% of earners, an increase of 0.8% compared with 2006.

In 2007, 77% of Group staff worked for an entity that granted broad increases in the basic salary benefiting some or all staff. A total of 53% of employees benefited from individual salary increases, an increase of 5 percentage points on last year.



#### 2) Collective incentive plans

Almost all Crédit Agricole S.A. Group business units have a profit-sharing agreement and an incentive plan, which give employees the opportunity to share in the results and growth of the companies they work for.

#### **COLLECTIVE VARIABLE COMPENSATION PAID IN 2007**

		2007		2006			
	Total	No. of beneficiaries	Average amount	Total	No. of beneficiaries	Average amount	
Profit-sharing	€64,858,151	45,442	€1,427	€55,507,325	13,363	€4,154	
Incentive plan	€173,049,597	49,816	€3,474	€150,153,663	51,020	€2,943	
Employee savings plan top-up	€20,772,902	34,209	€607	€19,516,444	34,203	€571	
TOTAL	€258,680,650			€225,177,432			
% of business scope in France	96%			97%			

The 2006 financial performance of the Group's entities allowed for a 16% increase in payments made under profit-sharing agreements and incentive plans in 2007 relative to the previous year.

Note that, unlike in 2006, LCL employees received incentive bonuses in 2007, which explains the significant increase in the number of beneficiaries. However, this amount is still marginal relative to the level of profit-sharing.

#### F) COMPANY-WIDE AGREEMENTS

In 2007, dialogue between employees and management led to the signature of 91 company-wide agreements and two agreements at Group level: the Group agreement relating to the creation of the Crédit Agricole Special Negotiating Body, as well as the Group agreement to encourage the employment of disabled workers.

Topic of agreement	2007	2006
Salary and related  Mandatory annual negotiations, collective variable remuneration, company savings plan, employee share ownership plan, provident plans	48	40
Group reorganisation  Collective agreement, merger, composition of social and economic unions, adjustments to collective status	3	5
Training	4	3
Staff representation bodies	14	13
Employment Early retirement and CATS pension plan, geographical transfers, staff transfers	2	7
Working time Working time adjustments, working schedules, time savings account	12	8
Diversity and professional equality  Respect of the individual, professional development	5	
Other Information technology, work organisation, exceptional work	5	2
TOTAL	93	78
% of business scope in France	97%	94%

# G) ABSENTEEISM BY REASON AND CATEGORY - EXCLUDING ANNUAL LEAVE AND REDUCTION OF WORKING HOURS (RTT) **ABSENTEEISM (NUMBER OF CALENDAR DAYS)**

	2007								2006		
Reason for absence	Managei	ment	Non-mana	Non-management		Total		Total		Ave.	
	Women	Men	Women	Men	No.	%	days' absence	No.	%	days' absence	
Illness of less than 3 days	2,718	2,390	7,390	2,568	15,066	2.5%	0.4	21,606	3.2%	0.5	
Illness of more than 3 days	41,758	36,890	177,599	54,040	310,287	51.3%	7.8	357,263	53.1%	8.8	
Accidents during travel to or from the workplace	825	443	4,779	1,103	7,150	1.2%	0.2	9,603	1.4%	0.2	
Accidents in the workplace	1,286	634	6,029	1,677	9,626	1.6%	0.2	9,942	1.5%	0.2	
Maternity/paternity	68,074	3,375	116,054	1,792	189,295	31.3%	4.8	192,981	28.7%	4.8	
Authorised leave	12,535	12,518	22,891	6,886	54,830	9.0%	1.4	56,161	8.3%	1.4	
Other reasons	7,092	5,233	3,576	2,824	18,725	3.1%	0.5	25,867	3.8%	0.6	
TOTAL	134,288	61,483	338,318	70,890	604,979	100%	15.3	673,423	100%	16.6	
% of business scope in France						94%			97%		

The average number of days of absence per employee was 15 in 2007 (including 5 days for maternity leave).

The overall number of days of absence fell by 10.2%. The decline related to all categories but was more significant in "illness of 3 days or less" (down 30%) and "illness of more than 3 days" (down 13%).

#### H) HEALTH AND SAFETY

		2007		2006 *			
Number of accidents	Management	Non- management	Total	Management	Non- management	Total	
Accidents in the workplace	181	536	717	179	503	682	
Accidents during travel to or from the workplace	205	429	634	191	449	640	
TOTAL	386	965	1,351	370	952	1,322	
% of business scope in France			95%			91%	

The accident frequency rate (number of accidents/average number of employees) was 3.7% in 2007, up from 3.3% in 2006 \*.

In 2007, 670 meetings were held with the various Councils for Occupational Safety, Health and Working Conditions (CHSCTs) and over €38 million was spent on prevention to protect employee health and safety.

Expenditure was down relative to 2006, relating mainly to the French retail banking division as a result of a number of measures to improve branch safety in 2006, as well as the reduction in security costs in 2007.

51% of the average workforce (active permanent staff and contract staff) had a medical consultation in 2007.

Four group entities have crèche facilities.

In 2007, a crèche was opened for Finaref employees.

The total amount spent on *crèches* and on financial assistance for employee childcare was more than €7 million.

In addition, a health campaign was launched focusing on nutrition and physical exercise, spearheaded by the Crédit Agricole S.A. Group and with a programme devised by two nutritionists, to be conducted over two years. In addition to information campaigns, a dedicated website has been set up to allow employees to benefit from personalised monitoring for the duration of the programme. A total of 3,200 employees have signed up.

A 2008 calendar created by the *Ligue Contre le Cancer*, containing tips and recipes using fruits and vegetables in order to improve one's personal health was also distributed to employees.

#### I) TRAINING

	2007						
		Management	Non-management	Total			
	Women	6,752	13,586	20,338			
	Men	8,936	6,149	15,085			
Number of employees trained	TOTAL	15,688	19,735	35,423			
	Women	298,948	239,171	538,119			
	Men	308,606	153,665	462,271			
Number of hours training	TOTAL	607,554	392,836	1,000,390			
% of business scope in France				98%			

In 2007, 35,423 staff received training, or nearly 85% of active permanent staff at year-end, up from 81% in 2006.

The number of hours of training provided in 2007 decreased by 11% relative to 2006. Training efforts concerned a larger number of employees (up 4.3%).

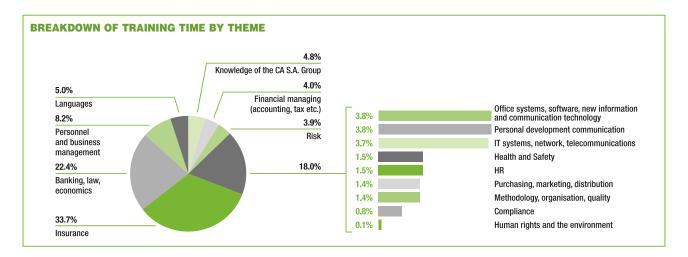
Each employee trained attended sessions lasting an average of 28 hours.

The Crédit Agricole S.A. Group spent approximately 4% of its aggregate payroll on training in 2007.

Training efforts were focused on insurance, which accounted for more than a third of training hours provided. Average expenditure per employee trained was €660 in 2007.

<sup>\* 2006</sup> data have been adjusted in 2007 to take account of accidents in the workplace/accidents during travel to or from the workplace at LCL without stopping work.

	2007		2006		
Theme	No. of hours	%	No. of hours	%	
Knowledge of the Crédit Agricole S.A. Group	47,922	4.8%	40,246	3.6%	
Personnel and business management	82,324	8.2%	70,953	6.3%	
Banking, law, economics	223,962	22.4%	291,468	25.9%	
Insurance	336,887	33.7%	398,876	35.4%	
Financial management (accounting, tax etc.)	39,574	4.0%	32,505	2.9%	
Risk	39,483	3.9%	36,694	3.3%	
Compliance	7,567	0.8%	30,094	3.3%	
Methodology, organisation, quality	14,007	1.4%	19,318	1.7%	
Purchasing, marketing, distribution	14,208	1.4%	24,336	2.2%	
IT systems, networks, telecommunications	36,785	3.7%	51,858	4.6%	
Languages	50,764	5.0%	47,492	4.2%	
Office systems, software, new information and communication technology	37,945	3.8%	38,807	3.4%	
Personal development, communication	37,765	3.8%	35,496	3.2%	
Health and safety	15,039	1.5%	17,969	1.6%	
Human rights and the environment	1,390	0.1%	1,487	0.1%	
Human resources	14,771	1.5%	17,473	1.6%	
TOTAL	1,000,390	100.0%	1,124,978	100.0%	
% of business scope in France		97%			



### J) EMPLOYMENT OF WORKERS WITH DISABILITIES

A total of 125 employees with disabilities were hired at the end of the 2005-2007 three-year agreement, ahead of the 110 required under the Group agreement signed to encourage employment of workers with disabilities. A number of innovative measures in 2007 allowed for the development of professional training programmes for people with disabilities:

- in partnership with Crédit Agricole d'Ile de France, the Group introduced a 14-month university diploma for customer advisor positions within the bank network;
- creation with seven other banks of the Handiformabanque association for training programmes headed by CFPB for call centre and customer advisors;

LCL agreement with the French national association for professional training for adults;

More than 400 disabled employees have benefited from the introduction of more than 1,560 measures to improve their working conditions (workstation adjustments, financing for prostheses) or to safeguard their jobs.

In January and March 2007, two "Grand Corps Malade" concerts were attended by 750 employees and members of executive management. Audio-visual equipment is provided by Councils for Occupational Safety, Health and Working Conditions (CHSCTs) and human resources departments. These efforts have helped to change attitudes and behaviour towards disabled employees.

At the end of 2007, 2,055 disabled employees registered in France within the workforce. This therefore represents 2.67% of the core workforce compared with 1.98% in 2006.

In addition, Crédit Agricole is making greater use of "adapted companies"(1). Each time Crédit Agricole signs a contract with an

"adapted company", it receives a "disabled worker employment certificate". The certificate carries a number of "credit units", which varies according to the size of the contract. Contracts signed increased by 6x between 2006 and 2007 to more than 60 credit units.

# III. Crédit Agricole S.A. Group employees outside France

#### A) BREAKDOWN OF THE WORKFORCE OUTSIDE FRANCE

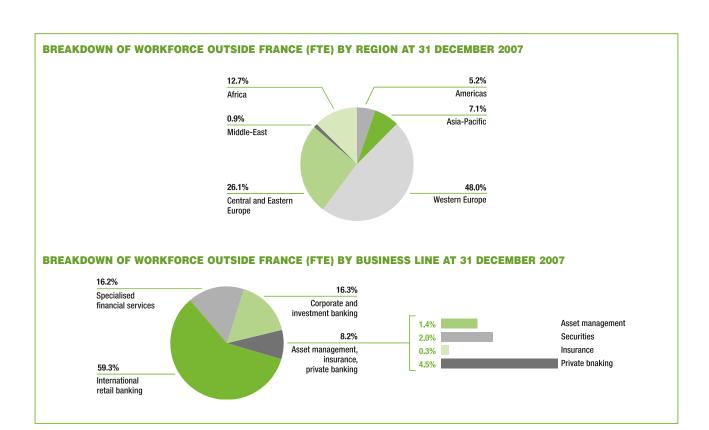
#### 1) Breakdown and development of the workforce by business line and region

#### **BREAKDOWN OF WORKFORCE OUTSIDE FRANCE AT 31 DECEMBER 2007 (FTE)**

	Continent							
Business line	Western Europe	Central and Eastern Europe	Africa	Middle East (incl. Turkey)	Asia-Pacific	Americas (North and South)	Total	
International retail banking	13,198	7,723	5,768	-	-	467	27,156	
Specialised financial services	3,601	3,733	-	98	-	-	7,432	
Insurance, asset management and wealth management	3,280	-	-	-	205	276	3,761	
Corporate and investment banking	1,916	493	75	320	3,033	1,641	7,478	
TOTAL	21,995	11,949	5,843	418	3,238	2,384	45,827	
Business scope outside France				100%				

Students and trainees in the Crédit Agricole S.A. Group's international subsidiaries make up almost 2.5% of their workforce on average.

<sup>(1)</sup> An "adapted company" ("entreprise adaptée") is a company within the ordinary working environment at which at least 80% of employees are disabled, thereby enabling them to work in conditions adapted to their abilities.



Europe now accounts for 75% of international employees with 100 or so subsidiaries. The largest foreign operations are:

■ in Italy (9,300 FTE at seven subsidiaries);

■ in Greece (6,160 FTE at 10 subsidiaries);

Employee, social and environmental information in the Crédit Agricole S.A. Group

- in Poland (6,000 FTE at four subsidiaries);
- in Ukraine (3,780 FTE at two subsidiaries).

# CHANGE IN WORKFORCE OUTSIDE FRANCE (FTE) FOR CRÉDIT AGRICOLE S.A. GROUP BETWEEN 2006 AND 2007

	Continent							
Business line	Western Europe	Central and Eastern Europe	Africa	Middle East (incl. Turkey)	Asia-Pacific	Americas (North and South)	Total	
International retail banking	+82.3%	+15.8%	+5.9%			+7.6%	+37.2%	
Specialised financial services	+46.3%	+7.4%		N.M.			+25.2%	
Insurance, asset management and wealth management	+0.2%				+7.9%	+220.9%	+5.9%	
Corporate and investment banking	+11.4%	+4.9%	+21.0%	+28.0%	+19.9%	-1.8%	+11.6%	
TOTAL	+49.7%	+12.5%	+6.1%	+64.6%	+19.0%	+8.8%	+27.4%	
Business scope outside France				100%				

NM: Not meaningful.

Main changes in scope:

- acquisition of Cariparma and FriulAdria and consolidation of 202 Banca Intesa branches (+6,807 FTE);
- consolidation of Fiat Auto Financial Services (+914 FTE);
- international expansion of CACEIS (+442 FTE);
- reduction in scope of Emporiki Group (-540 FTE).

More than 80% of the increase in international employees results from changes in scope. The remaining 20% relates to organic growth, in particular in retail banking and specialised financial services in Central and Eastern Europe.

#### 2) Proportion of women in the workforce outside France

			Conti	nent			
Business line	Western Europe	Central and Eastern Europe	Africa	Middle East (incl. Turkey)	Asia-Pacific	Americas (North and South)	Total
International retail banking	47.3%	67.7%	38.1%			34.9%	52.6%
Specialised financial services	53.2%	60.1%		19.4%			54.1%
Insurance, asset management and wealth management	45.2%				48.2%	41.8%	45.3%
Corporate and investment banking	32.6%	58.9%	51.4%	54.2%	49.0%	33.1%	38.7%
TOTAL	46.5%	66.8%	38.3%	21.4%	48.9%	33.8%	50.5%
Business scope outside France				91%			

Ratio calculated on the basis of permanent and contract staff by number of people.

The proportion of women in the workforce outside France decreased by 2 percentage points relative to last year. This is mainly as a result of structural effects relating to the various acquisitions carried out over the year, in particular those in Italy (Cariparma and FriulAdria).

The Corporate and Investment Banking division employees the lowest proportion of women.

#### 3) Breakdown of workforce by category

		Category					
Business line	Top Manager	Manager	Non Manager	Total	business scope		
International retail banking	1.0%	20.3%	78.6%	100%	100%		
Specialised financial services	4.4%	14.1%	81.5%	100%	82%		
Insurance, asset management and wealth management	3.2%	25.0%	71.8%	100%	77%		
Corporate and investment banking	5.9%	27.1%	67.0%	100%	56%		
TOTAL	2.0%	20.8%	77.2%	100%	89%		

# B) CHANGES IN THE WORKFORCE OUTSIDE FRANCE

#### **INCOMING STAFF**

		Incoming					
Region	Permanent	Contract	Total	Incoming/ existing ratio * – permanent	Incoming/ existing ratio * - contract	% of business scope	
Western Europe (excluding France)	2,250	1,084	3,334	12.1%	142.8%	93%	
Central and Eastern Europe	3,398	2,892	6,290	36.6%	137.4%	98%	
Africa	440	585	1,025	9.5%	51.4%	100%	
Middle East (including Turkey)	97	-	97	78.9%	0.0%	49%	
Asia-Pacific	307	104	411	23.4%	71.3%	44%	
Americas (North and South)	386	14	400	18.6%	28.0%	90%	
TOTAL	6,878	4,679	11,557	19.1%	111.4%	91%	

<sup>\*</sup> Ratio: number of incoming staff (permanent and contract) in year N relative to average yearly headcount for the business scope concerned in year N.

The 23% increase in recruitment compared with 2006 relates primarily to the effect of changes in scope following the consolidation of Cariparma and FriulAdria (60%) and a wider scope of data collection in 2007 in Poland (20%).

Points of note include:

Employee, social and environmental information in the Crédit Agricole S.A. Group

- significant use of temporary staff in Europe;
- an increase in recruitment in the Middle East relating to the creation of a subsidiary;
- inflows of staff that do not take account of transfers from Banca Intesa.

#### **OUTGOING STAFF**

			Depart	ures			
Region	Permanent	Of which % resigning	Contract	Total	Outgoing/ existing ratio * – permanent	Outgoing/ existing ratio – contract	% of business scope
Western Europe (excluding France)	1,853	46%	731	2,584	10.0%	96.3%	93%
Central and Eastern Europe	2,075	44%	2,863	4,938	22.3%	136.0%	98%
Africa	388	68%	389	777	8.3%	34.2%	100%
Middle East (including Turkey)	11	55%	-	11	8.9%	0.0%	49%
Asia-Pacific	229	89%	54	283	17.4%	36.7%	44%
Americas (North and South)	270	72%	14	284	13.0%	28.0%	90%
TOTAL	4,826	50%	4,051	8,877	13.4%	96.5%	91%

<sup>\*</sup> Ratio: number of outgoing staff (permanent and contract) in year N relative to average yearly headcount for the business scope concerned in year N.

In addition to resignations, which accounted for half of permanent staff departures, nearly 20% of departures were retirements or early retirements (primarily in Western Europe).

Half of departures were women.

The 39% increase in departures of permanent staff relative to 2006 was due to a number of factors:

■ the effect of changes in scope, with wider coverage (84-91%) and newly consolidated entities (with Italy accounting for 8% of the increase);

- the increase in the number of employees and therefore the increase in associated movements;
- an increase in retirements at Emporiki as a result of favourable retirement terms (representing 12% of the increase).

#### C) AGE AND LENGTH OF SERVICE

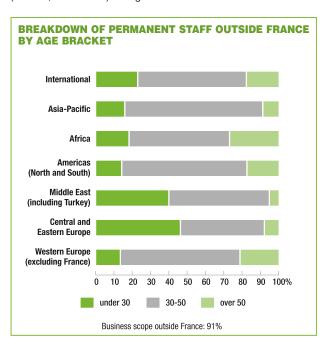
#### **AVERAGE AGE OF STAFF OUTSIDE FRANCE**

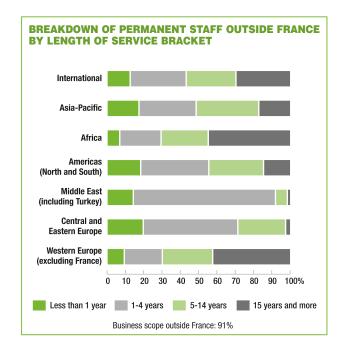
Continent							
Business line	Western Europe	Central and Eastern Europe	Africa	Middle East (including Turkey)	Asia-Pacific	Americas (North and South)	Total
International retail banking	42.9	33.4	42.3			43.0	39.7
Specialised financial services	35.7	32.7		31.0			34.8
Insurance, asset management and wealth management	39.2				35.9	32.9	38.8
Corporate and investment banking	38.1	37.1	39.1	34.1	38.7	40.5	38.9
TOTAL	41.1	33.4	42.2	32.5	38.4	40.8	39.1
Business scope outside France				91%			

There are major disparities in the age structure outside France depending on the region and business line.

Two-thirds of employees within sales networks in retail banking or specialised financial services in Central and Eastern Europe (Ukraine, Poland etc.) are aged under 35.

In Western Europe and Africa, one-third of employees are aged under 35.



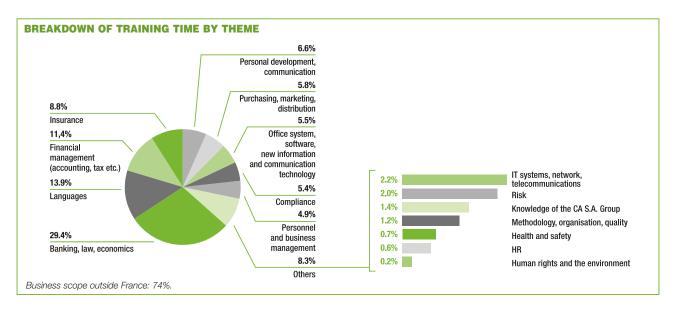


Out of 60 entities with more than 50 employees, more than 20 - primarily in retail banking (covering more than 20,000 employees) - have a bonus system relating to length of service.

#### **D) TRAINING**

	Training expenditure	Training expenditure	Hours training	Number of training courses
Region	(% of payroll)	Relati	ive to average headcou	nt*
Western Europe (excluding France)	0.8%	€598	29.7	2.9
Central and Eastern Europe	2.2%	€297	24.5	1.2
Africa	2.2%	€340	42.4	1.8
Middle East (including Turkey)	0.4%	€460	3.0	0.8
Americas (North and South)	0.6%	€828	12.3	2.6
Asia-Pacific	1.3%	€1,153	23.5	1.9
INTERNATIONAL	1.0%	€503	29.6	2.2
% of business scope	72%	72%	74%	86%

The denominator for ratios concerning professional training is the average annual number of permanent and contract staff for the business scope concerned.



# **KEY COMMUNITY PERFORMANCE INDICATORS**

# ▶ 1. Community and cultural sponsorship

Amounts donated by major Crédit Agricole Group entities in 2007

	Amount invested in local development and support initiatives
Crédit Agricole S.A. (excluding subsidiaries)	€3.6M
Regional Banks	€18M
Fondation du Crédit Agricole Pays de France	€1.2M
Crédit Agricole Solidarité et Développement	€0.7M
Fondation Solidarité Mutualiste	€0.2M
Reconstruction en Asie du Sud fund	€2M

# ▶ 2. Regional impact and development

For a number of years, the Regional Banks have been involved in regional development and economic integration initiatives.

Details about these initiatives can be found on the Group's website.

# KEY ENVIRONMENTAL PERFORMANCE INDICATORS

## ▶ 1. Internal policy

# A) Internal initiatives

#### TAKING ACCOUNT OF DIRECT ENVIRONMENTAL IMPACTS AT CRÉDIT AGRICOLE IMMOBILIER

Crédit Agricole Immobilier, a subsidiary of Crédit Agricole S.A., is the Group's real estate arm, covering nearly all of its real estate activities (with the exception of real estate financing): development, asset management, public and private sector contracting management, rental property management, transactions and property used in operations.

Crédit Agricole Immobilier manages the Group's operating premises across four sites in the Paris region, with total floor space of 500,000 m<sup>2</sup> in 2007.

Having made a commitment to an environmental policy since 2006, Crédit Agricole Immobilier demonstrated its desire in 2007 to reinforcing and enhancing its achievements in this area.

As part of this aim, the position of Head of Sustainable Development was created within Crédit Agricole Immobilier.

This person, who reports to the Operating Premises department, is responsible for the distribution and monitoring of CSR efforts within the various divisions of Crédit Agricole Immobilier and relations with Crédit Agricole S.A.'s Sustainable Development Mission.

In addition, the management process for the Sites and Services business line, which covers operating premises activities, obtained ISO 14001 certification in 2007.

Crédit Agricole Immobilier has implemented a number of initiatives in keeping with this certification concerning:

- the creation of a system for controlling its environmental impact:
- appointment of an environmental correspondent in charge of applying the provisions of ISO 14001 certification,
- implementation of Group environmental reporting in order to optimise management of energy consumption (electricity, gas and district heating) and water consumption for premises in the Paris region,
- creation of an Environmental Quality Management team, comprising technical managers for each unit in the Paris region, the main purpose of which is to improve the energy efficiency of buildings by setting quantitative and qualitative targets.

The group met once a month in 2007 and defined a number of measures to reduce energy and water consumption, such as optimising use of heating and air conditioning and management of office lighting;

- bringing all sites managed by the Operating Premises department up to standard in terms of energy and water consumption management:
- standardisation of reporting procedures, distributed to all business line technical managers;
- involving service providers and suppliers in the initiative:
- systematic inclusion in contracts of environmental clauses specifying in particular the obligation to use "100% green" cleaning products for office maintenance and abolishing the use of phytosanitary products in green spaces;
- raising the awareness of the occupants of the 500,000 m² under management:
- implementation of selective sorting,
- installation of more than 25,000 office waste bins.

From 2008, further measures will be taken to continue to make buildings more energy efficient:

- abolition of incandescent light bulbs and replacement with low-energy bulbs;
- feasibility studies into two high energy consumption buildings to define works to be carried out with a view to obtaining HQE (High Environmental Quality) certification, following the results of energy audits of the buildings performed in collaboration with EDF in 2007. Other energy audits for 2008 are currently being considered;
- enlargement of the scope of energy and water consumption monitoring to outside the Paris region with the implementation of a reporting system for Crédit Agricole S.A. Group premises in France (Calyon, LCL, Sofinco etc.), Greece (Emporiki Bank, Calyon, etc.) and Poland (LUKAS Bank, Calyon, etc.).

#### **AWARENESS RAISING**

On the occasion of the 2007 Sustainable Development week, Crédit Agricole S.A. showed employees the Al Gore documentary "An Inconvenient Truth" about the risk of climate change.

A number of Group companies, such as Eurofactor and CACEIS, also showed the film during the year.

In addition, online information available since 2005 on the Group's intranet site has helped to raise employee awareness within an educational framework about sustainable development issues and measures taken by Crédit Agricole within this area. This was updated in 2007 and was certified by the Ministry of Ecology and Sustainable Development in 2005.

In 2007, paper recycling facilities were installed at Crédit Agricole S.A. Group sites in the Paris region, managed by subsidiary Crédit Agricole Immobilier.

Segmented office waste bins to allow for paper to be separated from other waste have been installed at all premises (i.e. 500,000 m²).

Employees are therefore encouraged to sort their office waste. Cleaning companies now collect paper using twin container trucks.

Extended to all of the Group's sites in the Paris region in 2006, the battery and ink cartridge collection and recycling system has allowed for the collection of nearly 760 kg and the reconditioning of 7,940 kg of cartridges (excluding LCL).

At the end of 2007, SILCA (Crédit Agricole S.A.'s IT production economic interest group) launched a system for the recycling of obsolete IT equipment.

This project, initiated in 2006, consists of two phases:

- deletion of hard disk contents by in-house staff using a software application validated by the Group's security bodies;
- assessment of the working condition of equipment, which is then sent for sorting at workshops owned by Emmaüs as part of its partnership with Crédit Agricole S.A.

Equipment in working order will be reused by Emmaüs<sup>(1)</sup>. Equipment that is no longer usable will be destroyed in an environmentally-friendly manner.

This also fits in with the Group's social concerns, as it allows for the optimisation of Crédit Agricole S.A. premises near Tours and safeguards Crédit Agricole S.A. Group employees' jobs in the region.

Currently in its early stages, this project received strong support from the staff concerned and should gain momentum gradually in 2008.

#### **ENERGY**

The carbon footprint of the Crédit Agricole S.A. Group's operations in the Paris region was assessed in 2006.

On the basis of the results of this assessment, the Sustainable Development committee has set up three working parties to look at measures to be taken to reduce the company's impact on the environment. The assessment revealed the contribution of energy usage, transportation and procurement to greenhouse gas emissions.

Three cross-departmental groups have been set up to address these issues. The first two began operation in 2007 and the third will be established in 2008:

the energy management group met once a quarter and returned its conclusions at the end of last year. In-depth energy audits were carried out at three buildings and measures to improve building management were implemented. Further audits will be carried out in 2008;

- the transport group met twice and devised transportation rules for France, encouraging train travel for all journeys of less than three and a half hours. More structural measures such as a "company travel plan" are being reviewed;
- the procurement group is due to meet in the first half of 2008. However, the logistics department has already carried out an indepth study into paper purchasing.

The Sustainable Development committee, in accordance with the proposals of the energy management group, has revised its target for reducing the group's energy consumption. The target of a 10% reduction in one year, which was judged difficult to achieve in the changing office environment, has been revised to a 15% reduction in energy consumption in three years. The Group has therefore reasserted its long-term target of reducing its impact on the environment and its plans of action are now known.

In order to combat climate change effectively, the Sustainable Development committee decided to offset the Crédit Agricole S.A. Group's energy emissions. Two initiatives have been implemented in this respect:

- the planting of a forest in France. In collaboration with a technical partner, Crédit Agricole will oversee the choice of species planted, the method of planting, the initial land used and precise assessment of the amount of carbon dioxide stored. A biodiversity assessment will also be carried out in collaboration with an environmental association;
- purchasing of emission reduction certificates regulated by the United Nations' CDM<sup>(2)</sup> initiative. The project will form part of a general sustainable development approach and focus on biomass energy production.

#### B) Energy and water consumption

As in the last two years, an energy and water consumption audit was carried out of part of the Crédit Agricole S.A. Group's operations in the Paris region (i.e. 500,000 m²), managed by Crédit Agricole Immobilier.

The study concerned premises in the Paris region divided between four of the five areas managed by Crédit Agricole Immobilier (i.e. nearly 90% of the total scope managed).

However, due to changes to the Group's property portfolio in 2007, 2007 data will be published on a like-for-like basis and on the basis of the new overall scope, including a new indicator.

In addition, greenhouse gas emissions are also expressed as tonnes of carbon dioxide equivalent depending on the different energy sources.

<sup>(1)</sup> French association working to combat poverty, oppression and exclusion.

<sup>(2)</sup> Clean Development Mechanism.

#### COMPARISON OF ENERGY AND WATER CONSUMPTION BETWEEN 2006 AND 2007

	Unit	2006 consumption	2007 consumption	% change (like-for-like)
Water	m3	270,902	219,452	-18.99%
Gas	m3	360,924	418,775	+16.03%
Electricity	kWh	98,516,624	97,092,142	-1.45%
District heating	kWh	9,936,804	8,758,061	-11.86%

#### Trends observed

#### Water

The reduction in water consumption of nearly 19% relates primarily to optimisation of the use of emergency air conditioning units.

#### Gas

The increase of more than 16% in gas consumption is mainly due to heat reclaiming units not being used at one of the sites following a change of service provider.

#### Electricity

The reduction in energy consumption relates primarily to the introduction of the new standard (switching on air conditioning only when the internal temperature reaches 26°).

In addition, the number of meters for the same scope increased in 2007 compared with 2006.

#### District heating

The reduction of nearly 12% in consumption of district heating was due to the reduction in surface area measured and optimisation of heating regulations.

# ENERGY AND WATER CONSUMPTION TO 31 DECEMBER 2007

The total scope managed by Crédit Agricole Immobilier and for which the Group is occupier of the four major sites in the Paris region concerned amounted to more than 483,000 m² in 2007.

However, only consumption for which the Group pays directly is taken into account in the following table. Consumption hidden in rental costs cannot be recognised at present.

	Scope covered	Scope concerned	Consumption	Ratio
Water	55%	263,583 m <sup>2</sup>	241,912 m³	0.92 m <sup>3</sup> /m <sup>2</sup>
Gas	100%	84,596 m <sup>2</sup> *	418,775 m³ 4,327,914 kWh	4.95 m³/m² 51.16 kWh/m²
Electricity	97%	470,916 m <sup>2</sup>	99,205,382 kWh	210.66 kWh/m²
District heating	100%	117,438 m <sup>2</sup> *	10,415,312 kWh	88.68 kWh/m <sup>2</sup>

Only a small proportion of buildings within the scope taken into account uses gas (17% of surface area measured) or district heating (24% of surface area).

This explains the low surface areas in the table. However, the figures provided correspond to 100% of meters installed at these sites.

In 2007, total energy consumption (gas, electricity and district heating) came to 350.5 kWh per m<sup>2</sup>. According to IPD<sup>(1)</sup>, average energy consumption for commercial offices was 327 kWh per m<sup>2</sup>.

GREENHOUSE GAS EMISSIONS EXPRESSED AS TONNES OF CARBON DIOXIDE EQUIVALENT DEPENDING ON DIFFERENT SOURCES OF ENERGY USED DIRECTLY AT SITES

	tCO2 equivalent*
Gas	889
Electricity	3,983
District heating	2,031
TOTAL	6,903

<sup>\*</sup> Source of conversion factors: official figures from Group energy suppliers.

In 2007, total greenhouse gas emissions in the energy sector came to 6,903  $\rm tCO_2$  for the scope in question (483,000 m²), equivalent to 0,000013% of total greenhouse gas emissions in France in 2006 (541 million tonnes).

<sup>(1)</sup> Services company created in 1985 specialising in property market analysis.

#### ▶ 2. External initiatives

# A) Launch of LDD savings account and energy savings loan

At the start of 2007, Codevi was replaced by the "Livret développement durable" (LDD) savings account and the maximum savings amount was raised from  $\[ \]$ 4,600 to  $\[ \]$ 6,000.

In connection with the LDD scheme, Crédit Agricole launched the "PEE" energy savings loan in April 2007, providing financing under preferential terms for energy-saving works in old homes, such as insulation, solar heating, wood burners, windows etc. Customers can benefit from a deferred payment period. At the end of January 2008, 7,300 loans had been granted by 35 Regional Banks, representing a total of €66 million. This is a satisfying result for a strong-growth area and a service that has only really available to customers since June.

Crédit Agricole is considering updating its environmental product range developed in April 2006. The aim is to offer Regional Bank customers products allowing them to invest in favourable environmental processes while also benefiting from the best financial terms.

#### B) Financing environmental investment

Certain Crédit Agricole S.A. subsidiaries also provide financing for environmentally-friendly investments.

In 2007, Unifergie – the Group's Sofergie unit (fund for energy efficient investments in industry) – continued its developments in the fields of energy and environmental protection.

Achievements in 2007 include:

- involvement in the financing of a 62 MW electricity production plant on Reunion island using bagasse (sugar cane residue) and coal. Electricity produced by the plant is bought by EDF to cover the island's requirements,
- the financing of an eco-site (household and non-hazardous industrial waste collection and treatment equipment) as part of a public service contract for 110 local and industrial authorities in the Essonne region.

In addition, Unifergie continued to support the development of the wind energy sector in France with the construction of 15 new wind farms representing output of 122 MW, bringing the total to nearly 490 MW.

Lastly, Unifergie launched a new financing solution for photovoltaic solar panels at the end of 2007. The development of this market will concern primarily the renovation of roofs through the installation of solar panels producing electricity, which is sold back to EDF over a period of 20 years. Unifergie has introduced a project evaluation system (technical ratings, projected revenues, legal package) with which to offer its expertise in supporting the Regional Banks and its clients and prospects in obtaining financing.

Crédit Agricole Private Equity, which endeavours to take environmental considerations into account in its activities, looks to support company managers implementing a research and development policy with the aim of limiting the adverse effects of their production on the environment.

It was with this in mind that in 2006 the Group's private equity subsidiary launched the first institutional venture capital fund ("FCPR") for renewable energies (wind energy, biomass, hydroelectricity, solar thermal and photovoltaic power, geothermal energy, biofuels etc.), as well operating infrastructures for the sector (wind energy, biomass etc.).

The strategy of this "renewable energies" fund is to invest in companies, such as developers, specialist real estate developers, equipment manufacturers and operators, as well as to finance energy projects. Capenergie's investments currently stand at €100 million, a quarter of which has already been used in six projects.

In 2007, Calyon continued with its initiatives to finance renewable energy projects, which form an integral part of its Project Finance business. Over the last 10 or so years, Calyon has made a commitment to the sector, financing its first wind farms in 1997.

Wind energy projects now account for 10% of financing for electricity production projects.

Calyon also arranged the financing of a solar energy project for the first time in 2007. The project concerned two solar powered ovens in southern Spain, each with output of 50 MW.

Calyon also supported the construction of the first Antarctic research station, Princess Elisabeth, designed to run entirely on renewable energies.

Calyon's French regional unit sponsored all of the solar panels for the new polar station, inaugurated in Brussels in September 2007 as part of the International Polar Year, in the presence of Prince Philippe of Belgium and explorer Alain Hubert. The station is planned to last for at least 25 years. It will be open to research scientists from November to February 2008, during the austral summer.

Emporiki Bank has also supported the development of renewable energies and co-generation procedures, providing financing of €180 million for projects in these sectors representing total capacity of over 335 MW.

#### C) Partnerships, external initiatives

In 2007, Crédit Agricole continued with its efforts to encourage the development of more environmentally-friendly agriculture.

It has renewed its partnership with the Farre<sup>(1)</sup> association, initiated in 2003. In a similar vein, it has also formed a partnership with Agence Bio.

In addition, since 2006, Crédit Agricole has supported the work of the French birds protection league in the area of "Agriculture and biodiversity".

<sup>(1)</sup> Forum for environmentally-friendly agriculture.

Since 2007, Calyon has been involved in a three-year programme to preserve the diversity and the development of a community in China, spearheaded by Heifer International. This not-for-profit association is dedicated to combating hunger around the world by providing animals and training to help poor families to become independent, while training them to the protection of environment.

# SOCIAL AND ENVIRONMENTAL CONSIDERATIONS IN THE CRÉDIT AGRICOLE S.A. GROUP'S CORE BUSINESSES

# ▶ 1. The Equator Principles

In June 2003, 10 banks - including Calyon - publicly declared their desire to adopt a system of shared environmental and social criteria known as the Equator Principles (EP). Today, more than 50 financial institutions have voluntarily made a commitment to respect these principles, confirming their solid foundations and their role as a central standard. This approach is integrated directly into the Crédit Agricole Group's sustainable development policy.

The Equator Principles constitute a methodological support for factoring social and environmental impacts into the project finance process. They allow for the assessment of the risks relating to the environmental and social impacts of projects of more than €10 million.

#### PROJECT CLASSIFICATION SYSTEM

Project classification is based on International Finance Corporation (IFC) classification, which comprises three levels: A, B and C. A corresponds to a project presenting potentially significant negative social or environmental impacts that are uniform, irreversible or unprecedented. B corresponds to a project presenting limited negative social or environmental impacts, generally relating to one site, that are largely reversible and easy to resolve. Lastly, C corresponds to projects presenting minimal or no negative social or environmental impacts.

Following the revision of IFC environmental and social standards and after consultation with a group of clients and NGOs, the signatory banks proposed a revised set of Equator Principles (EP2).

The aim of EP2 is to allow for clearer and broader application of the principles while still respecting the balance between constraints and demands. New standards have also been adopted, primarily concerning social issues (in particular relating to working conditions: union freedom, combating discrimination etc.) in accordance with local legislation.

As part of an ever-growing effort to ensure transparency, the EP2 signatories are now committed to making public information about procedures for the implementation of the Equator Principles and statistics about the categorisations of projects studied on an annual

The re-adoption of the Equator Principles in 2006 was the result of a collaborative process between the various signatory banks, their

clients and civil society. In 2007, this example of good governance received a Financial Times Sustainability Award, awarded jointly to the 11 main personalities from the banking sector who made the project possible. Calyon's pro-active approach has been rewarded by the head of implementation of the Equator Principles, who in September 2007 became head of Sustainable Development at Calvon.

#### Improvement in project assessment

Since January 2007, Calyon has had a new IT system developed in collaboration with Sustainable Finance Limited.

The methodology in the form of an assessment grid now allows for more consistent, standard and detailed rating of projects depending on their business sector (oil and gas industry, electricity product, infrastructures etc.) and location.

Based on EP2, the areas looked at are based directly on International Finance Corporation environmental and social performance criteria and cover the majority of potential impacts through more precise questions. A project's final rating is now given directly by the expert system, which also carries out consistency checks between the various answers.

The tool also looks at the client's environmental and social prerogatives and its ability to observe them.

#### Assessment of new transactions and portfolio

At Calyon, the adoption of the Equator Principles has been developed on the initiative of the Project Finance team. The assessment and management of environmental and social risks is carried out initially by business managers, assisted by a network of local EP correspondents who provide the support required within each Project Finance regional structuring centre in permanent collaboration with a Coordination Unit.

The Industry and Sector Research unit, an integral part of Crédit Agricole S.A., provides support and additional information via its expertise in environmental and social issues, allowing for more refined analysis and identification of risks, depending on the business sector.

This unit, consisting of operational staff from the project finance business, co-ordinates the practical aspects of implementing the Equator Principles. It manages the network of local correspondents provides special training for staff concerned.

The Equator Principles Committee is responsible for monitoring implementation of the assessment and management of environmental and social risks based on the Equator Principles 2 Charter. Created in 2006, the committee meets formally at least twice a year and validates the classification of projects as A, B or C.

However, specific consultations are held for all issues likely to be rated A and for any urgent matters.

In 2007, Calyon assessed 123 projects: six were given an A rating, 103 were given a B rating and 14 were given a C rating.

At the end of 2007, all projects in Calyon's portfolio had been assessed by business managers and the risk management department. With a few exceptions requiring additional information, these projects were reviewed and validated by the Equator Principles Committee.

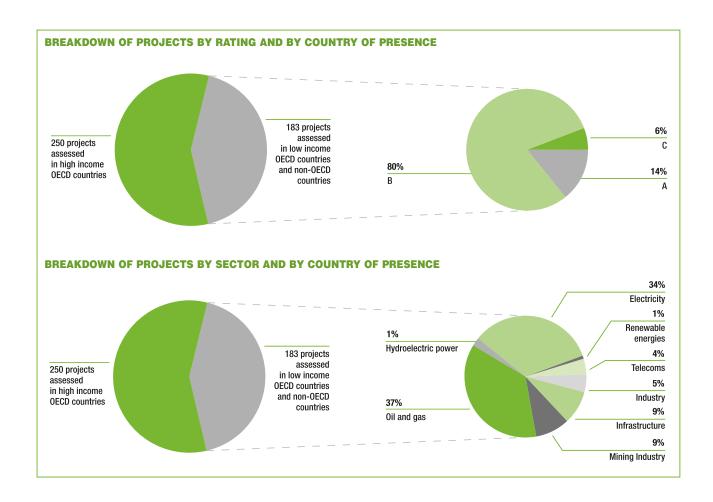
A total of 433 projects were rated. 27 were given an A rating, 358 were given a B rating and 48 were given a C rating.

#### **INVOLVEMENT IN COLLECTIVE EFFORTS** TO IMPROVE THE EP APPROACH

In 2007, working parties were set up within the group of EP banks to look at issues as diverse and important as corporate governance, sharing of best practices and dialogue with civil society. Calyon headed up the group focusing on the latter issue and which was more specifically in charge of organising a meeting held on 4 December 2007 in Amsterdam between 18 EP banks and 15 NGOs. Items on the agenda, devised jointly with Banktrack (a network comprising a number of environmental and/or human rights NGOs), included matters such as corporate governance, transparency and the mechanism for settling grievances at project level.

Dialogue with civil society concerning these important issues will continue in 2008 with the aim of achieving ongoing improvement in the quality of how environmental and social aspects are taken into account in banking activities.

The review of the major corporate governance principles initiated in 2007 by the group of EP banks should also be completed in 2008.



#### ▶ 2. Responsible equity research

Developed in 2005, socially responsible research at Cheuvreux, Calyon's brokerage subsidiary, has been fully integrated into its "conventional" equity research. All analysts endeavour to identify corporate social responsibility (CSR) problems and challenges at each company.

Since 2006, Calyon has also been involved in the Quantitative Finance and Sustainable Development Chair in partnership with EDF and under the aegis of Institut Europlace de Finance.

CAAM has also included financial analysis in its research since the end of 2000.

The extra-financial analysis team produces an assessment of the company including economic, environmental, social and corporate governance factors. In April 2007, CAAM launched a Scientific Committee, made up of people from the worlds of science, culture, politics and economics, to look at environmental, social and corporate governance issues and their impact on investment activities.

CAAM is also involved in the organisation and financing of the first "Sustainable Development and Responsible Investment" academic chair and the Responsible Investment Forum (FIR) prize for "Finance and Sustainable Development".

# ▶ 3. The principles for responsible investment

By adopting the Principles for Responsible Investment (PRI) in 2006, CAAM Group is one of the first 70 signatories of this initiative and has reasserted its commitment and that of its subsidiaries (IDEAM, its CSR subsidiary, and also CPR AM) to supporting responsible finance.

CAAM Group supports this initiative, which corresponds to its view of investors as playing a central and financially responsible role, obliged to take all material factors into account in their investment management, including environmental, social and corporate governance issues.

In 2007, CAAM Group continued with the implementation of PRI on the basis of a number of axes, including equity research (see above) and its voting policy.

CAAM Group has taken an active approach to voting in the AGMs of investee companies since 1996. Since 2003, it has incorporated social and environmental criteria into its voting policy worldwide. CAAM Group takes a proactive stance: It holds pre-AGM discussions with companies, informing them of motions against which it is planning to vote.

In 2007, 50% of companies replied to letters sent out compared with 30% in 2006, which represents a significant increase.

The dialogue created has resulted in certain companies making commitments, which have enabled CAAM to change its voting procedures.

In particularly complicated cases, it convenes voting committee meetings attended by asset managers and analysts and chaired by the head of asset management.

#### **AGM VOTING BY CAAM IN 2007**

Number of AGMs in which CAAM voted	2,885
■ in France	179
internationally	2,706
Number of motions voted on	22,006
Number of motions on which CAAM:	
voted against	2,596
abstained	898
Particularly concerning the following themes:	
directors' terms of office	420
executive compensation	436
■ capital increases	480
Motions put forward by shareholders and supported by CAAM,	
particularly on the following themes:	537
corporate governance (executive compensation and terms	
of office, anti-takeover poison pills, contributions to political	
parties)	378
social and human rights issues (ILO agreements,	
anti-discrimination measures, supplier code	
of conduct)	99
environment, health and safety (climate change, GM crops)	60

As part of its policy of dialogue with shareholders, CAAM - as well as its CSR subsidiary, IDEAM - supports the Carbon Disclosure Project (CDP), the Extractive Industries Transparency Initiative (EITI), the Institutional Investors Group on Climate Change (IIGCC) and the Pharmaceutical Shareowner Group (PSG). These are collective and coordinated international initiatives with the aim of encouraging companies to improve their practices and public authorities to adopt incentive measures.

CAAM also intends to apply the transparency rules it expects of companies to itself. In 2007, CAAM asked extra-financial rating agency VIGEO to assess its environmental and social responsibility and corporate governance.

# ▶ 4. Proprietary investment

In 2007, the Crédit Agricole S.A. Group made the following decisions concerning the management of its proprietary investments:

- the Group bans any direct investment in the form of shares, dedicated funds or investment mandates in companies involved in the manufacture or sale of anti-personnel mines under the Ottawa Convention;
- regarding companies involved in submunition bombs, the Group also intends to act responsibility and is involved in a working party to define submunition bombs, which is a key stage in identifying companies involved in their manufacture, storage and/or sale.

# **KEY ECONOMIC PERFORMANCE INDICATORS**

# ▶ 1. Group compliance

#### A) Compliance business line

Compliance concerns the observance of legal and regulatory requirements relating to banking activities. It reinforces the trust of the parties involved (clients, staff, investors, regulators, suppliers) in the bank. Conversely, failure to comply with regulations can result in penal sanctions, sanctions from regulators, legal disputes with clients and, more generally, a risk of damaging the bank's reputation.

The Crédit Agricole Group allocates significant human resources to ensure the smooth running of its Compliance function in accordance with the Group's development.

#### **DEVELOPMENT OF THE NUMBER OF COMPLIANCE STAFF**

	2004		200	5	200	)6	200	7
Number of compliance staff Crédit Agricole S.A. Group	358	0.6%	431	0.7%	564	0.7%	580	2.8%
Total number of employees Crédit Agricole S.A. Group	62,001	100%	62,112	100%	77,063	100%	85,000	100%

The role of Crédit Agricole's Compliance function is to define and implement a policy to prevent the risk of non-compliance, which take the form of the risk of money laundering, financing of

terrorism, violation of embargos, market abuse, conflicts of interest, insufficient advice etc.

The Compliance function must also ensure that effective systems are in place to guarantee compliance. In order to this, it:

- translates laws and regulations into Compliance procedures and manuals:
- ensures that employees are trained in compliance issues;
- advises operating staff by giving its opinion on transactions when requested;
- checks that the system works properly and checks transactions.

Reference texts provided by the Compliance function include:

- the Compliance Charter, translated by the Group into 10 languages and provided to all new employees;
- the FIDES group compliance programme defined in 2004, comprising procedural memos;
- texts reflecting regulatory changes since 2004 in Compliance.

The Compliance training plan (FIDES) has been rolled out within the Group both in France and abroad.

The majority of the Group's employees have undergone training. In addition, they have participated in a number of training programmes, in particular compulsory training in combating money laundering, in all areas of the Group. The knowledge developed by employees was tested in early 2006 with a quiz. The participation rate was 75%.

Training efforts continued in 2007 involving new recruits and employees of newly consolidated entities. Training programmes are systematically deployed in the Group's new companies.

Lastly, increasing importance has been attached to controls and IT equipment facilitating controls.

- The keystone of the control system, the Compliance Management Committee, chaired by Crédit Agricole S.A.'s Corporate Secretary, monitors the organisation of group compliance and the implementation of procedures and training within the Group. It takes note of the principal conclusions of audits as well as any important letters, reports or statements of findings from a regulator relating to laws and regulations in France or abroad, as well as the remedial action undertaken. The committee meets every month.
- The compliance function also carries out the following work:
- it maps risks, which allows for the assessment of risks of noncompliance within the Group,
- it provides reports that allow for assessment of the compliance system within the Group,
- it checks compliance with US securities relations which, under the Bank Holding Company Act (BHCA), allows it to carry out reporting on the group's US entities and on US non-bank companies.
- it provides latest-generation financial security tools designed to signal suspicious activity, initially internally and then to the relevant authorities (see C) Financial Security).

#### B) Integration of new entities in international retail banking

One of the highlights of the Group's recent development has been its international expansion with the acquisition of Greek bank Emporiki in 2006 and that of Italian banks Cariparma and FriulAdria in 2007.

In order to accompany the expansion of international retail banking within a secure framework, Crédit Agricole S.A. has rolled out compliance procedures based on FIDES procedures:

- compliance officers have been appointed at each subsidiary during their consolidation. Compliance Management Committees have been set up, usually chaired by local Chief Executive Officers:
- FIDES procedures have been transcribed to international retail banking units and Product Compliance Committees (NAP Committees) are up and running. FIDES training modules have been rolled out in French, English, Greek and Polish;
- IT tools for the monitoring of flows have been implemented or are planned in order to prevent money laundering and combat financing of terrorism. These tools will be extended as necessary to efforts to combat market abuse in accordance with EU directives.

In addition, monthly reports are sent to the Compliance department concerning system failures, as well as quarterly reports concerning investments and divestments within the framework of the US Bank Holding Company Act (BHCA) and half-yearly compliance reports including updated mapping of non-compliance risks.

Furthermore, management of Compliance and Financial Security at all of the Group's subsidiaries has been reinforced with the creation of the "International Compliance" unit at the Crédit Agricole S.A. head office.

The roll-out of compliance procedures within the Group's new subsidiaries, in particular Cariparma and FriulAdria - the acquisition of which was finalised on 1 March 2007 - will continue in 2008.

# C) Financial security

As regards financial security, Crédit Agricole S.A.'s Compliance department is in charge of preventing money laundering, combating financing of terrorism and managing the freezing of assets and embargos.

- The Compliance department therefore has specific mechanisms to prevent:
- corruption

All new client relationships require specific authorisation or validation at the appropriate level. This authorisation is based on a satisfactory level of client knowledge. Each Group entity with a relationship with a client must have a "know your customer" file. If on collating such as file it emerges that the client or effective beneficiary is a politically exposed person (PEP), the Financial Security department is asked to conduct further investigations.

Remember that a politically exposed person is a person who holds or has held an important public position in a foreign

The Financial Security department consults specialist databases to ensure that the politically exposed person is not involved in any cases of corruption. These people are subject to heightened surveillance measures.

#### money laundering

On entering into any new client relationship, checks required concerning identification of the client constitute an initial filter for preventing money laundering.

Certain sectors that are deemed sensitive - casinos, gaming, diamonds, gemstones, fine art, charitable organisations, banks governed by sectarian rules - are subject to reinforced vigilance, with systematic use of prior approval by the Financial Security department.

When carrying out transactions, staff - who are duly trained in and aware of measures to combat money laundering - look out for unusual activity.

financing of terrorism

Efforts to combat financing of terrorism also involve diligence measures carried out on entering into new business relationships in order to find out about and identify the client.

■ The Crédit Agricole S.A. Group's Compliance department also has a number of tools designed to detect suspicious transactions, which after verification are passed on to the relevant authorities.

In France, TRACFIN is the relevant authority that receives and deals with declarations of suspicious activity passed on to it by

Crédit Agricole's Financial Security department ensures that embargos are respected in order to avoid freezing of assets. Sums blocked by Crédit Agricole amounted to \$62,000,000 in 2006 and \$14,943,347 in the first half of 2007.

The tools used by the Group are described in the following table:

Name		Description
BACARAT		<ul> <li>This is a database containing information about incidents reported in all areas of the Group.</li> <li>The tool is used to determine whether a person has already triggered an alert in the past.</li> </ul>
FIRCOSOFT This is the name of a company that provides two tools.	FIRCOSOFT MESSAGE FILTER	<ul> <li>This is a tool used within the framework of measures to combat financing of terrorism and respect of embargos.</li> <li>It allows for real-time monitoring of international payment flows using SWIFT*.</li> <li>An alert is issued if suspected names are identified (cross-information with a list of terrorists) and if a country under embargo is identified.</li> <li>There are five filtering platforms (Paris, London, Geneva/Monaco, Singapore and New York).</li> </ul>
	FIRCOSOFT FILE FILTER	<ul> <li>Tool used within the framework of preventing financing of terrorism.</li> <li>It goes through client records and identifies terrorists.</li> </ul>
NORKOM		<ul> <li>Profiling and account monitoring tool used to detect money laundering.</li> <li>All account movements are reviewed in order to detect unusual activity.</li> <li>The tool issues alerts that are analysed and can, if necessary, result in a declaration of suspicious activity.</li> </ul>
FACTIVA		■ This is a secure online tool identifying whether are person is known to be "politically exposed" or whether a person is a terrorist.
SYLCAT These are three	TRACKER	<ul> <li>Request tool for international payment flows.</li> <li>This allows for the identification of clients working with countries deemed at risk.</li> </ul>
"home-made" tools that will eventually be replaced.	MONITORING	<ul> <li>Equivalent of Norkom.</li> <li>Tool for detecting unusual activity on a client account within the framework of measures to combat money laundering.</li> </ul>
	LIST	<ul> <li>Tool used within the framework of preventing financing of terrorism.</li> <li>It goes through client records and identifies terrorists.</li> </ul>
ACTIMIZE		<ul> <li>Tool for detecting money laundering in investment banking.</li> <li>The tool can also be used to detect market abuse and insider dealing.</li> </ul>

SWIFT: Society for Worldwide Interbank Financial Telecommunication, the head office of which is in Brussels. It operates a worldwide communication system for exchanging "standardised messages" between financial institutions.

The reinforcement of financial security and prevention of corruption in 2007 form part of the application of the 10th principle of the Global Compact.

Finally, Crédit Agricole is a member of Transparence International France, the leading civil-society organisation dedicated to combating corruption.

#### D) Private banking

One of the main duties of the Crédit Agricole S.A. Group's Private Banking business line in terms of sustainable development is to ensure that its day-to-day activities comply with the Group's compliance principles.

The Private Banking division has implemented the FIDES enhanced compliance programme, involving:

- the appointment within each Private Banking entity of a compliance officer responsible for adapting principles on a local level and the application of Compliance measures;
- setting out formal procedures in a number of areas, concerning primarily know-your-customer, and the implementation of specific measures to combat money laundering.

Know-your-customer is a fundamental aspect of Private Banking and must be documented appropriately, based primarily on a "customer profile" providing all information required to identify the person as well as their financial knowledge, sources of income and the origin of their wealth.

Private Banking uses units independent of commercial functions to analyse documentation and ensure its compliance within the framework of the decision-making process.

Procedures exist concerning sensitive or high-risk clients.

In parallel with the know-your-customer system, in accordance with the FIDES programme, Private Banking has also implemented a system using a number of sophisticated tools to prevent money laundering. This system comprises primarily the following:

- private Banking entities have tools for detecting suspect names;
- private Banking sites use systems to control incoming and outgoing Swift transfers in order to detect undesirable names relating to transfers initiated or received by clients;
- the Private Banking network has a number of systems to allow for identification of PEPs<sup>(1)</sup> requiring specific diligence in relation to combating money laundering;
- large Private Banking sites use tools for monitoring account activity in order to detect and analyse deviations from expected behaviour or so-called "at risk" transactions.

Lastly, specific training in measures to combat money laundering is provided to new employees and staff more specifically exposed to money laundering risks.

# ▶ 2. Relations with customers

#### A) Customer relations management

For several years, Group companies developed their own barometers and/or studies to survey customer satisfaction, as well as to define priority measures to be taken in order to improve customer satisfaction.

In addition, each entity has developed methods appropriate to their business in order to optimise the process for monitoring and handling customer complaints.

As part of the implementation of the FIDES enhanced compliance control programme, a New Activities and New Products Committee (CONAP), comprising representatives of the Compliance department, checks that all products and activities offered within the Regional Bank network are referenced so that regulators can ensure that they comply with legislative requirements, codes of conduct and internal procedures relating to banking and financial services activities.

Similar committees have been set up at LCL, Finaref, Sofinco, Predica and Pacifica.

Lastly, one of the main events of 2007 was the introduction of the Markets in Financial Instruments Directive (MiFID) (see Chairman's report presented to the annual general meeting of shareholders).

# B) Quality approach

Many Group companies use or have used quality systems intended chiefly to enhance customer satisfaction, develop customer understanding among staff and achieve sustained improvements in performance.

In 2007, the "Carrefours de la qualité" forums were launched. The result of a joint project by IFCAM and Crédit Agricole S.A., these forums respond to the desire to share the experiences of the Regional Bank networks and the Group's business lines. Participants are persons responsible for quality, organisation and customer relations, all of whom are concerned within the respective companies with improving the quality of service received by customers, whether in terms of day-to-day customer relations management or handling the services to which they are entitled.

The Customer Relations team reports to the Intranet Quality Organisation division, an integral part of the Group's central functions. This team is in charge of handling complaints sent to the Group's Executive Management and coordinating mediation in liaison with regulatory authorities.

Within the division, the Quality Institute heads up a network of around 100 quality correspondents from the majority of the Group's units and subsidiaries and designated by their managers. Serving as a body to advise and support the Group's subsidiaries, in 2007 the Quality Institute encouraged sharing of best practices internally and externally in various areas such as process modelling, documentary management, management of documentary loans or process modelling, and helped entities to implement and run the ISO 9001 management system.

33 ISO 30 certificates are currently held by the Group's main business lines (Retail Banking, Corporate and Investment Banking, Asset Management and Specialised Financial Services, as well as support functions), compared with 30 in 2006.

# C) Product range

Crédit Agricole's asset management subsidiary CAAM Group offers socially responsible products. CAAM Group includes IDEAM, an asset manager dedicated entirely to socially responsible investment

In 2007, SRI assets managed by the company amounted to more than €1.37 billion. Assets under advised management (in the form of an advisory mandate) represented a total of €1.2 billion.

During the year, IDEAM also enlarged its range of dedicated funds and, under delegation by CAAM Luxembourg, manages a waterthemed fund called "CAAM Funds - Aqua Global". IDEAM also enhanced its range of solidarity-based products with the launch of the danone.communities fund.

SRI and shared return funds are sold by the Regional Banks and LCL.

#### **SOCIALLY RESPONSIBLE INVESTMENT**

Product	Network
Atout Valeurs Durables	Crédit Agricole
Dynalion Développement Durable	LCL
Oblilion Développement Durable	LCL
Hymnos	LCL
Danone.communities	Crédit Agricole and LCL

#### **SHARED-RETURN FUNDS**

Product	Network	Partial coupon recipient
Pacte Solidarité Logement	Crédit Agricole	Fondation Solidarité Mutualiste
Pacte Vert Tiers Monde	Crédit Agricole	Fondation Solidarité Mutualiste
FCP Habitat et Humanisme	LCL	Association Habitat et Humanisme
Eurco Solidarité	LCL	Comité Catholique contre la Faim et pour le Développement
Partagis	LCL	Action contre la faim

In terms of employee savings, CAAM offers all of its clients the CAAM LABEL SRI range, the name of the label granted by the Comité Intersyndical de l'Épargne Salariale (CIES). The range consists of seven socially responsible employee savings funds: three "pure" money market, bond and equity funds, three "profiled" funds (prudence, balance and dynamic) and one balanced solidarity-based fund also accredited by FINANSOL, as a mark of the organisation's respect of solidarity and transparency criteria.

SRI employee savings funds grew by 59% in 2007 to €226 million.

During the year, CIES renewed its accreditation of the range for the fourth year in a row.

# ▶ 3. Relations with suppliers

Since 2006, the Procurement, Logistics and Operational Security department has been committed to a structured sustainable development approach, supporting measures already taken.

At the end of 2007, a plan of action reconfirmed and supported the department's initial approach, thereby asserting its desire to pursue a policy of sustainable procurement. This strategy is reflected by concrete measures.

Within this framework, the position of head of Sustainable Development was created within the Procurement department, in order to ensure that the policies defined are pursued and to implement measures over the long term.

A sustainable development questionnaire sent to suppliers at the time of the invitation to tender was revised at the end of 2007 in order to take better account of issues relating to the business sector of the companies questioned, as well as their type of structure.

Analysis of the results of these questionnaires and the awarding of a CSR rating will allow the Procurement, Logistics and Operational Security department to devise a reference framework for CSR qualified suppliers. The rating given will also be included in the multicriteria analysis grid, thereby taking into account the quality of suppliers' CSR approach, although this does not constitute a criterion for exclusion.

Mapping of risks by procurement area will alert procurement officers of the requirements expected of suppliers concerning the environmental and social quality of their products and/or services. In order to assess the relevance of responses, procurement officers will have a documentary base (toolbox) referring in particular to labels and certifications required in order to limit CSR risks.

Certain services – in particular maintenance of green spaces, printing, cleaning and recycling – can be assigned to disability-friendly companies, thereby highlighting the Group's policy concerning the integration of disabled persons.

For example, Crédit Agricole S.A.'s Procurement, Logistics and Operational Security department, as well as other Group companies such as LCL and Calyon, has worked for a number of years with ANAÏS (Association Nationale d'Action et d'Insertion Sociale), a sheltered workshop specialising in printing simple documents.

In collaboration with the Integration of Disabled Persons department, the Procurement, Logistics and Operational Security department has also developed a catalogue of advertising articles with the disability-friendly company "La Sellerie Parisienne".

As regards paper consumption, the Group recommends the use of recycled paper, particularly for client communications that use a large amount of paper. For other applications, in particular communications, paper should be FSC (1) or PEFC (2) certified.

In terms of environmental issues, measures have been defined that form part of a transportation policy intended to reduce carbon dioxide emissions resulting from work-related travel by employees, encouraging travel by train rather than air and the use of video-conferencing.

Lastly, a number of eco-offers will be included in a "sustainable procurement" catalogue in 2008.

<sup>(1)</sup> Forest Stewardship Council.

<sup>(2)</sup> Programme for the Endorsement of Forest Certification Schemes.

# >> Financial statements

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008 and submitted to the shareholders for approval	
at the Annual General Meeting of 21 May 2008	168
GENERAL FRAMEWORK	168
INCOME STATEMENT	174
CONSOLIDATED BALANCE SHEETS	175
CHANGE IN SHAREHOLDERS' EQUITY	177
CASH FLOW STATEMENT	178
NOTES TO THE FINANCIAL STATEMENTS	180
Statutory Auditors' report on the consolidated financial statements	274
Parent company financial statements at 31 December 2007 – In French Gaap – Approved by the Board of Directors on 4 March 2008	276
BALANCE SHEET OF CRÉDIT AGRICOLE S.A. (PARENT COMPANY) AT 31 DECEMBER 2007	276
OFF-BALANCE SHEET ITEMS	277
INCOME STATEMENT	278
NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS	279
Statutory Auditors' report on the parent company financial statements	321

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

# **Consolidated financial statements for the year** ended 31 December 2007 approved by the **Board of Directors of Crédit Agricole S.A. at its** meeting of 4 March 2008 and submitted to the shareholders for approval at the Annual General Meeting of 21 May 2008

The financial statements consist of the general framework, the income statement, the balance sheet, the statement of changes in shareholders' equity, the cash flow statement and the Notes to the financial statements.

# GENERAL FRAMEWORK

### Legal presentation

Since the extraordinary General Meeting of 29 November 2001, the company's name is: Crédit Agricole S.A.

Registered office: 91-93 Boulevard Pasteur, 75015 Paris.

Registration number: 784 608 416, Paris Trade and Companies Registry.

**APE code**: 651 D.

Crédit Agricole S.A. is a société anonyme with a Board of Directors governed by ordinary company law and more specifically by Book II of the Code de Commerce.

Crédit Agricole S.A. is also subject to the provisions of the Code Monétaire et Financier and more specifically articles L.512-47 et seq. thereof.

Crédit Agricole S.A. was licensed as an authorised lending institution in the mutual and co-operative banks category on 17 November 1984. As such, it is subject to oversight by the banking supervisory authorities, and more particularly by the Commission Bancaire.

Crédit Agricole S.A. shares are admitted for trading on Eurolist by Euronext Paris. Crédit Agricole S.A. is subject to the prevailing stock market regulations, particularly with respect to public disclosure obligations.

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

#### A Bank with Mutual Roots

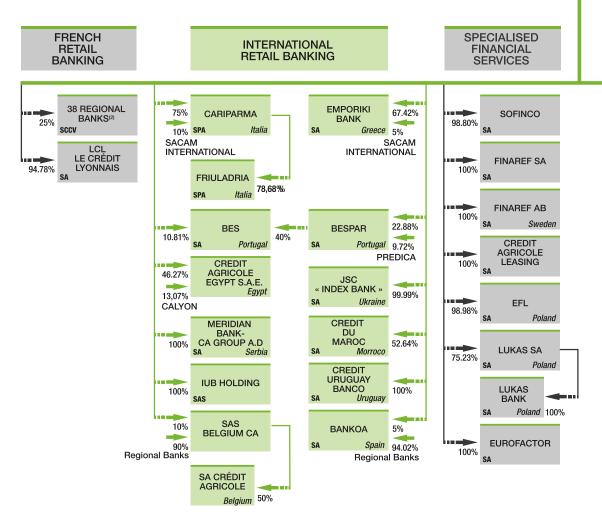
Crédit Agricole has a unified yet decentralised organisation, handling financial, commercial and legal issues in a cohesive manner, while encouraging decentralised responsibility. The Local Banks (Caisses Locales) form the bedrock of the Group's mutual organisation. With 5.8 million members and 33,400 directors, they play a key part in maintaining a strong local presence and close relationships between the Group and its customers. The Local Banks hold the bulk of the capital of the Regional Banks, which are co-operative entities and fully-fledged banks. The Regional Banks own SAS Rue La Boétie, which in turn holds the majority of Crédit Agricole S.A.'s share capital. The Fédération Nationale du Crédit Agricole (FNCA) acts as a consultative and representative body, and as a means of expression for the Regional Banks.

In accordance with the provisions of the Code Monétaire et Financier (Articles L. 511-31 and L. 511-32), as the central body of Crédit Agricole, Crédit Agricole S.A. is responsible for exercising administrative, technical and financial control over the institutions affiliated to it in order to maintain a cohesive network (as defined in article R. 512-18 of the Code Monétaire et Financier), ensure their proper functioning and their compliance with all regulations and legislation governing them. As such, it has the powers and ability to take the measures required to guarantee the liquidity and solvency of both the network as a whole and of each of the institutions affiliated to it.

>>

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

# CRÉDIT AGRICOLE S.A.



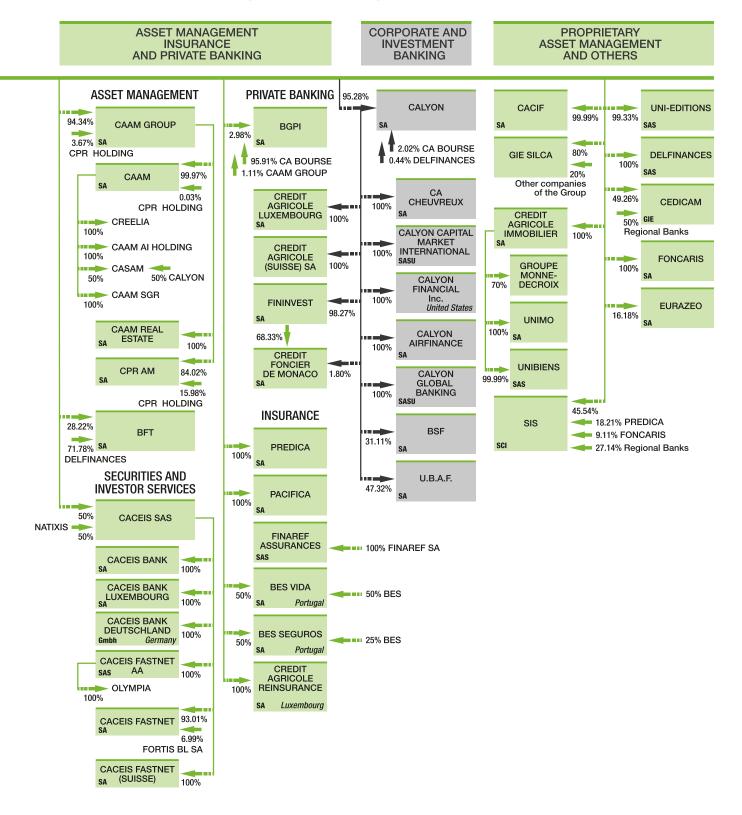
<sup>(1)</sup> Direct % interest of Crédit Agricole S.A. and of its subsidiaries.

<sup>(2)</sup> Excluding Caisse Régionale de la Corse.

5

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

# At 31/12/2007 (% interest)(1)



Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

# Crédit Agricole internal relations

# Internal financing mechanisms

Crédit Agricole has instituted a number of internal financing mechanisms specific to it.

#### REGIONAL BANKS' CURRENT ACCOUNTS

Each Regional Bank holds a current account with Crédit Agricole S.A., which records the movements of funds resulting from internal financial transactions within Crédit Agricole. This account may be in credit or debit. It is presented in the balance sheet under "Due from banks" on a specific line item entitled "Crédit Agricole internal transactions - Current accounts".

#### **TIME LOANS AND ADVANCES**

The Regional Banks collect savings funds (bonds, interest-bearing notes and related time accounts, home purchase saving accounts and plans, passbook accounts, "PEP" popular savings plans, etc.) in the name of Crédit Agricole S.A. These funds are transferred to Crédit Agricole S.A. and included in its balance sheet. They then serve to finance advances made to the Regional Banks to enable the latter to finance their medium and long-term lending.

A series of four internal financial reforms has been implemented. These reforms have resulted in Crédit Agricole S.A. transferring back to the Regional Banks a specific percentage of the funds collected by them (first 15%, then 25%, 33% and, with effect since 31 December 2001, 50%), via "mirror advances" with maturities and interest rates precisely matching those of the savings funds received. The Regional Banks are free to use these mirror advances at their discretion.

Since 1 January 2004, the financial margins generated from funds collected and shared by the Regional Banks and Crédit Agricole S.A. have been determined by using replacement models and applying market rates.

Furthermore, 50% of credits falling within the field of application of financial relations between Crédit Agricole S.A. and the Regional Bank may be refinanced in the form of advances negotiated at market rates with Crédit Agricole S.A.

There are also two other types of advance:

- advances for subsidised loans which serve to fund Governmentsubsidised loans. Under this mechanism, the French government pays Crédit Agricole S.A. a subsidy to bridge the gap between its cost of funds and the subsidised loan rate (advances received since 1 January 2004 have been paid over to the Regional
- advances for other lending, which refinance 50% of nonsubsidised loans. These advances from Crédit Agricole S.A. are granted to the Regional Banks upon substantiation of their commitments.

Crédit Agricole S.A. may also make additional financing available to the Regional Banks at market rates.

#### TRANSFER OF REGIONAL BANKS' LIQUIDITY SURPLUSES

The Regional Banks may use their monetary deposits (sight and time deposits and negotiable certificates of deposit) to finance their lending. Liquidity surpluses must be transferred to Crédit Agricole S.A., where they are booked as current or time accounts, under "Crédit Agricole internal transactions".

#### INVESTMENT OF THE REGIONAL BANKS' SURPLUS CAPITAL WITH CRÉDIT AGRICOLE S.A.

Surplus capital may be invested with Crédit Agricole S.A. in the form of 3- to 10-year instruments, which must match the characteristics of interbank money market transactions in all respects.

#### FOREIGN CURRENCY TRANSACTIONS

Crédit Agricole S.A. represents the Regional Banks with respect to the Banque de France and centralises their foreign currency transactions.

#### **SPECIAL SAVINGS SCHEMES**

Funds held in special savings accounts ("business passbook accounts", "popular savings accounts", "sustainable development passbook accounts", home purchase savings plans and accounts, "popular savings plans", and "youth passbook accounts") are collected by the Regional Banks on behalf of Crédit Agricole S.A. They are centralised by Crédit Agricole S.A. and booked in its balance sheet as "Customer accounts".

#### MEDIUM AND LONG-TERM BONDS ISSUED BY CRÉDIT AGRICOLE S.A

These are placed mainly by the Regional Banks and booked by Crédit Agricole S.A. either as "Debt securities in issue" or as "Subordinated debt", depending on the type of security.

## LIQUIDITY AND SOLVENCY RISKS

In 2001, ahead of Crédit Agricole S.A.'s initial public offering, CNCA (which subsequently became Crédit Agricole S.A.) entered into an agreement with the Regional Banks governing internal relations within the Crédit Agricole Group. The agreement notably provided for the creation of a fund for liquidity and solvency risks designed to enable Crédit Agricole S.A. to fulfil its role as central body by providing assistance to any Regional Banks experiencing difficulties. The main provisions of this agreement are set out in Chapter III of the registration document filed by Crédit Agricole S.A. with the Commission des Opérations de Bourse on 22 October 2001 under number R.01-453.

Furthermore, since CNCA's mutualisation in 1988, the Regional Banks have undertaken to make up any shortfall suffered by creditors should Crédit Agricole S.A. become insolvent or experience similar financial difficulties. The Regional Banks' commitment under this guarantee is equal to the sum of their share capital and reserves.

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

# Capital ties between Crédit Agricole S.A. and the **Regional Banks**

The capital ties between Crédit Agricole S.A. and the Regional Banks are governed by an agreement entered into by the parties prior to Crédit Agricole S.A.'s initial public offering.

Under the terms of this agreement, the Regional Banks exercise their control over Crédit Agricole S.A. through SAS Rue La Boétie, a holding company wholly-owned by them. The purpose of SAS Rue La Boétie is to hold enough shares to ensure that it always owns at least 50% of the share capital and voting rights of Crédit Agricole S.A.

In addition, under the agreement, Crédit Agricole S.A. directly owns 25% of the share capital of each Regional Bank (except for the Caisse Régionale de la Corse).

Its holding is in the form of Certificats Coopératifs d'Associés (CCAs) and Certificats Coopératifs d'Investissement (CCIs), both types of non-voting share which are issued for a term equal to the term of the company and which give the holder a right in the company's net assets in proportion to the amount of share capital they represent.

Crédit Agricole S.A. also holds one mutual share in each Regional Bank, which gives it the status of member.

These arrangements enable Crédit Agricole S.A., as the central body for Crédit Agricole, to account for the Regional Banks using the equity method.

#### Related parties

Parties related to the Crédit Agricole S.A. Group are those companies that are fully consolidated, proportionately consolidated or equity-accounted, and senior executives of the Group.

#### Shareholders' agreements

The shareholders' agreement that bound the major shareholders of Banca Intesa was dissolved on 1 January 2007.

The shareholders' agreement pertaining to the Eurazeo group ended on 31 December 2007.

No new shareholders' agreement subject to public disclosure and involving the Crédit Agricole S.A. Group was entered into in 2007.

# Relationships between controlled companies affecting the consolidated balance sheet

A list of Crédit Agricole S.A. Group companies can be found in Note 12 to the consolidated financial statements. Transactions and outstandings at the period end between fully consolidated companies are eliminated in full on consolidation. Therefore, the consolidated financial statements are only affected by those transactions between fully consolidated companies and proportionately consolidated companies to the extent of the interests held by other shareholders.

The corresponding outstandings in the consolidated balance sheet at 31 December 2007 concern the CACEIS and FGAFS groups for the following amounts: due from banks: €3,793 million and due to banks: €2,234 million.

These transactions had no material impact on the income statement for the year ended 31 December 2007.

# Management of retirement, early retirement and end-of-career benefits: Internal funding contracts within the group

As presented in the section on significant accounting policies (Note 1.1), the Crédit Agricole S.A. Group provides its employees with various types of post-employment benefits. They include:

- end-of-career allowances:
- pension plans, which may be either defined contribution or defined benefit plans.

Its liability in this respect is partially funded by collective insurance contracts taken out with Predica, Crédit Agricole Group's life insurance company.

Under these contracts, the insurance company is responsible for:

- setting up mutual funds for investing contributions made by the employer to build up sufficient funds to cover end-of-career allowances or pension benefits;
- managing the funds;
- paying the beneficiaries the benefits due under the various plans.

Information on post-employment benefits is detailed under Note 8, "Employee benefits and other compensation" in Notes 8.3 and 8.4.

# Relations with executive officers and senior management

Detailed information on senior management compensation is provided in Note 8.7 - "Employee benefits and other compensation".

There exist no material transactions between Crédit Agricole S.A. and its executive officers and senior management, their families or the companies they control and which are not included in the Group's scope of consolidation.

**>>** 

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

# INCOME STATEMENT

(in millions of euros)	Notes	31/12/2007	31/12/2006
Interest receivable and similar income	5.1	44,120	46,618
Interest payable and similar expense	5.1	(36,212)	(36,967)
Fee and commission income	5.2	9,940	8,617
Fee and commission expense	5.2	(5,259)	(4,812)
Net gains (losses) on financial instruments at fair value through profit or loss	5.3	4,827	5,799
Net gains (losses) on available-for-sale financial assets	5.4 - 7.4	3,863	1,905
Income related to other activities	5.5	25,219	26,636
Expenses related to other activities	5.5	(29,730)	(31,609)
Net banking income		16,768	16,187
General operating expenses	5.6 - 8.1 - 8.4 - 8.6	(12,119)	(9,848)
Depreciation, amortisation and impairment of property, plant & equipment and intangible assets	5.7	(599)	(507)
Gross operating income		4,050	5,832
Risk-related costs	5.8	(1,897)	(612)
Operating income		2,153	5,220
Share of net income of affiliates	3.3	1,269	1,671
Net income on other assets*	5.9	1,474	23
Change in value of goodwill	3.6	(79)	(63)
Pre-tax income		4,817	6,851
Income tax	5.10	(257)	(1,590)
After-tax income from discontinued or held-for-sale operations		(4)	(3)
Net income		4,556	5,258
Minority interests		512	398
Net income - Group share		4,044	4,860
Earnings per share (in €)		2.505	3.306
Diluted earnings per share (in €)		2.505	3.253

<sup>\*</sup> By comparison with previously published figures, at 31 December 2006, net income on other assets was reduced by €61 million due to the change in accounting method for treating movements in minority interests (see Note 1).

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

# **CONSOLIDATED BALANCE SHEETS**

#### **ASSETS**

(in millions of euros)	Notes	31/12/2007	31/12/2006
Cash, due from central banks *	7.1	19,455	6,194
Financial assets at fair value through profit or loss	7.2	458,965	417,852
Derivative hedging instruments	4.2 - 4.4	10,622	3,834
Available-for-sale financial assets	7.4 - 7.6	169,691	173,530
Due from banks	4.1 - 4.3 - 7.5 - 7.6	318,188	292,207
Loans and advances to customers	4.1 - 4.3 - 7.5 - 7.6	302,444	248,145
Valuation adjustment on portfolios of hedged items	4.2 - 4.4	1,323	1,621
Held-to-maturity financial assets	7.6 - 7.8	21,136	18,007
Current tax assets		1,327	607
Deferred tax assets	7.10	2,385	1,042
Accruals, prepayments and sundry assets	7.11	66,900	55,913
Fixed assets held for sale	7.12	196	677
Investments in equity affiliates	3.3	14,440	17,248
Investment property	7.14	2,779	2,971
Property, plant & equipment	7.15	4,573	3,931
Intangible assets	7.15	1,170	811
Goodwill **	3.6	18,629	15,943
TOTAL ASSETS		1,414,223	1,260,533

<sup>\*</sup> Transactions with Banque Postale (formerly CCP) are now included under the heading "Due from banks".

<sup>\*\*</sup> By comparison with previously published figures, at 31 December 2006, goodwill was reduced by €763 million due to the change in accounting method for treating movements in minority interests (see Note 1).

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

#### LIABILITIES AND SHAREHOLDERS' EQUITY

(in millions of euros) Notes	31/12/2007	31/12/2006
Due to central banks * 7.1	398	89
Financial liabilities at fair value through profit or loss 7.2	332,571	297,284
Derivative hedging instruments 4.2 - 4.4	11,493	4,244
Due to banks 4.3 - 7.7	172,099	134,239
Customer accounts 4.1 - 4.3 - 7.7	387,253	350,811
Debt securities in issue 4.3 - 7.9	177,688	162,824
Valuation adjustment on portfolios of hedged items 4.4	579	307
Current tax liabilities	1,837	1,195
Deferred tax liabilities 7.10	266	226
Accruals, deferred income and sundry liabilities 7.11	57,508	54,792
Liabilities associated with fixed assets held for sale 7.12	97	655
Insurance companies' technical reserves 7.17	198,166	186,154
Reserves 7.18	4,957	4,154
Subordinated debt 4.3 - 7.9	22,837	24,470
Shareholders' equity ** 7.19	46,474	39,089
Shareholders' equity, group share	40,691	34,319
Share capital and reserves	21,533	17,006
Consolidated reserves	13,027	9,870
Unrealised or deferred gains or losses	2,087	2,583
Net income for the year	4,044	4,860
Minority interests	5,783	4,770
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	1,414,223	1,260,533

<sup>\*</sup> Transactions with Banque Postale (formerly CCP) are now included under the heading "Due to banks".

<sup>\*\*</sup> By comparison with previously published figures, at 31 December 2006, shareholders' equity was reduced by €763 million due to the change in accounting method for treating movements in minority interests (see Note 1).

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

# **CHANGE IN SHAREHOLDERS' EQUITY**

	Share	Share capital and reserves	reserves	Retained Unrealised or deferred gains or loss			ains or losses	s Net	Total	Minority	Total
	Share capital	Share premiums and reserves	Elimina- tion of treasury shares	earnings, Group share	On foreign exchange	Change in fair value of available- for-sale financial assets	Change in fair value of hedging instru- ments	Group Gr	equity, Group share	interests	equity
Shareholders' equity at						433013					
31 December 2005	4,489	24,666	(618)	28,537	213	1,963	(31)		30,682	4,226	34,908
Change of accounting methods (1)		(635)		(635)					(635)	(3)	(638)
Shareholders' equity at											
1 January 2006	4,489	24,031	(618)	27,902	213	1,963	(31)		30,047	4,223	34,270
Capital increase											
Change in treasury shares held		100	(12)	88					88		88
Dividends paid in 2006		(1,382)		(1,382)					(1,382)	(358)	(1,740)
Dividends received from Regional Banks and subsidiaries		194		194					194		194
Impact of acquisitions/disposals on minority interests										672	672
Change in value of available-for- sale securities (IAS 39)						551			551	15	566
Cash flow hedges (IAS 39)							120		120	(4)	116
Net income at 31/12/2006								4,860	4,860	399	5,259
Share of change in equity of associates companies accounted											
for under the equity method		178		178					178		178
Change in foreign exchange					(233)				(233)	(211)	(444)
Impact of the treatment of changes in minority interests (1)		(64)		(64)					(64)		(6.4)
Changes due to stock options		24		24					24		(64) 24
Other changes		(64)		(64)					(64)	34	(30)
Shareholder's equity at				,					, ,		` ,
31 December 2006	4,489	23,017	(630)	26,876	(20)	2,514	89	4,860	34,319	4,770	39,089
Allocation to 2006 results		4,860		4,860				(4,860)			
Shareholders' equity at	4 400	07 077	(620)	24 726	(20)	0.514	89		24 240	4 770	20.000
1 January 2007	<b>4,489</b> 520	<b>27,877</b> 3,970	(630)	31,736	(20)	2,514	09		<b>34,319</b> 4,490	4,770	39,089
Change in transport shares held	520	3,970	20	4,490					4,490		4,490
Change in treasury shares held		(1.000)	38	(4.000)						(075)	(2.055)
Dividends paid in 2007		(1,880)		(1,880)					(1,880)	(375)	(2,255)
Dividends received from Regional Banks and subsidiaries		266		266					266		266
Impact of acquisitions/disposals on minority interests										1,124	1,124
Change in fair value						783	(107)		676	6	682
Transfer in income statement						(1,102)	( - //		(1,102)	(28)	(1,130)
Net income at 31/12/2007						. , /		4,044	4,044	512	4,556
Share of change in equity of associates companies accounted								,			
for under the equity method		26		26	J== :- 1				26	/o	26
Change in foreign exchange					(70)				(70)	(211)	(281)
Impact of the treatment of changes in minority interests (1)		(223)		(223)					(223)	(6)	(229)
Changes due to stock options and discount on employee share issue		55		55					55		55
Other changes		52		52					52	(9)	43
Shareholder's equity at					(90)						

<sup>(1)</sup> Change in accounting method relating to the treatment of changes in minority interests.

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

Consolidated reserves mainly include "Legal and contractual reserves" and "Retained earnings" from the parent company financial statements, amounts arising from the first-time application of IFRS, and consolidation adjustments.

Amounts deducted from shareholders' equity and transferred to the income statement and relating to cash flow hedges are included under net banking income.

# **CASH FLOW STATEMENT**

The cash flow statement is presented using the indirect method.

Operating activities shows the impact of cash inflows and outflows arising from the Crédit Agricole S.A. Group's core business activities, including those associated with assets classified as held to maturity.

Tax inflows and outflows are included in full within operating activities.

Investing activities shows the impact of cash inflows and outflows associated with purchases and sales of investments in consolidated and non-consolidated companies, property, plant & equipment and intangible assets. This section includes strategic investments classified as available-for-sale.

Financing activities shows the impact of cash inflows and outflows associated with shareholders' equity and long-term financing.

Net cash and cash equivalents includes cash, debit and credit balances with central banks and the French postal system, and debit and credit sight balances with banks.

(in millions of euros)	2007	2006
Pre-tax income ***	4,817	6,851
Amortisation and depreciation of property, plant & equipment and intangible assets	773	505
Impairment of goodwill and other non-current assets	82	63
Net charge to impairment	1,992	(301)
Share of net income of affiliates	(1,269)	(1,671)
Net loss/(gain) on investing activities	(527)	(64)
Net loss/(gain) on financing activities	3,892	3,963
Other movements ***	(2,966)	(8)
Total non-cash items included in pre-tax income and other adjustments	1,977	2,487
Change in interbank items	36,401	(37,735)
Change in customer items	(9,663)	(9,569)
Change in financial assets and liabilities	(6,056)	(832)
Change in non-financial assets and liabilities	5,406	15,867
Dividends received from equity affiliates <sup>(1)</sup>	344	593
Taxes paid	(1,599)	(841)
Net decrease/(increase) in assets and liabilities used in operating activities	24,833	(32,517)
TOTAL NET CASH PROVIDED BY OPERATING ACTIVITIES (A)	31,627	(23,179)
Change in equity investments (2)	(215)	(1,915)
Change in property, plant & equipment and intangible assets	(811)	(509)
TOTAL NET CASH PROVIDED/(USED) BY INVESTING ACTIVITIES (B)	(1,026)	(2,424)
Cash received from/(paid) to shareholders (3)	2,707	(1,538)
Other cash provided/(used) by financing activities (4)	6,612	13,276
TOTAL NET CASH PROVIDED/(USED) BY FINANCING ACTIVITIES (C)	9,319	11,738
Effect of exchange rate changes on cash and cash equivalents (D)	904	871
Net increase/(decrease) in cash & cash equivalents (A + B+ C + D)	40,824	(12,994)
Opening cash and cash equivalents	(6,474)	6,520
Cash, central banks (assets & liabilities) *	6,097	6,237
Interbank sight balances (assets & liabilities) **	(12,571)	283
Closing cash and cash equivalents	34,350	(6,474)
Cash, central banks (assets & liabilities) *	19,047	6,097
Interbank sight balances (assets & liabilities) **	15,303	(12,571)
· · · · · · · · · · · · · · · · · · ·		, , , ,

- \* Consisting of the net balance of "Cash, Due from central banks" as detailed in Note 7.1.
- \*\* This is the balance of "debit balances on performing customer current accounts and performing overnight accounts and advances" as detailed in Note 7.5 and "customer current accounts in credit and overnight accounts and borrowings" as detailed in Note 7.7 (including Crédit Agricole internal transactions).
- \*\*\* By comparison with previously published figures, at 31 December 2006, net income on other assets was reduced by €61 million due to the change in accounting method for treating movements in minority interests (see Note 1).
- (1) For 2007, this amount mainly includes dividends of €254 million from the Regional Banks, €33 million from Bespar, €22 million from Bank AL Saudi Al Fransi, €18 million from BES and €9 million from Eurazeo.
  - Dividends received in 2006 amounted to €243 million from Banca Intesa S.p.A., €219 million from the Regional Banks, €55 million from Eurazeo, €40 million from Bespar, €14 million from Bank AL Saudi Al Fransi, and €9 million from BES.
- (2) This line item shows the net effects on cash of acquisitions and disposals of investments in non-consolidated companies.
  - During 2007, the impact from acquisitions of investments in consolidated companies (subsidiaries and equity affiliates) on the Group's cash was negative €4,880 million, mainly in connection with the acquisition of Cariparma and FriulAchia (Italy), and, to a lesser extent, the acquisition by CACEIS of Financial Markets Service Bank GmbH (renamed CACEIS Bank Deutschland GmbH) and the companies of the Olympia Capital Group, the acquisition by Crédit Agricole Immobilier of property developer Monné-Decroix, the acquisition by Crédit Agricole Luxembourg of Bank Sarasin Europe S.A. (renamed Crédit Agricole Luxembourg Bank), the acquisition by Pacifica of Assurances Fédérales IARD, and the acquisition by Sofinco of Interbank and DMC Groep. These external transactions are described in Note 3.2.
  - This amount also includes cash acquired as a result of the consolidation of these acquisitions, primarily a positive balance of €220 million from Crédit Agricole Luxembourg Bank and negative balances of €473 million from Interbank and of €255 million from Cariparma.
  - Over the same period, the disposal of investments in non-consolidated companies added €3,536 million to the Group's cash, mainly €2,947 million from the disposal of Intesa SanPaolo shares and €172 million from the sale of Gecina shares.
  - During 2006, the net impact of acquisitions of investments in non-consolidated companies on the Group's cash was a €1,908 million reduction, resulting mainly from the following transactions: the acquisitions of Emporiki Bank (Greece), FAFS (car finance in Italy), Egyptian American Bank (Egypt), Index Bank (Ukraine) and Tranquilidade Vida (renamed BES Vida) carried out to strengthen the partnership between Espirito Santo Financial Group S.A. and Crédit Agricole S.A. This amount includes €2,655 million in cash acquired following the addition of these subsidiaries to the scope of consolidation.
- (3) Cash received from/(paid to) shareholders includes dividend payments made by Crédit Agricole S.A. to its shareholders of €1,880 million for 2007 and €1,382 million for 2006. This amount also includes dividend payments to minority shareholders of €214 million for 2007 and €228 million for 2006. For 2007, this amount also includes €3,993 million in proceeds from the share issue carried out by Crédit Agricole S.A. in the first quarter and €495 million from the employee share affering in the fourth quarter.
- (4) During 2007, net reimbursements of subordinated notes came to €1,196 million. Bond debt increased by €11,669 million over the same period. During 2006, net subordinated debt issues amounted to €3,687 million. Bond debt and similar debt increased by €13,124 million over the same period. "Other cash provided/(used) by financing activities" is also used to record the change in interest paid on subordinated notes and bonds.



NOTES TO THE FINANCIAL STATEMENTS

# **NOTES TO THE FINANCIAL STATEMENTS**

Note 1	Accounting principles and methods	_
	<ul><li>1.1. Significant accounting policies</li><li>1.2. Consolidation principles and methods</li></ul>	
	(IAS 27, 28, 31)	
Note 2	Assessments and estimates used to prepare	
	the financial statements	
	Financial instruments at fair value through profit or loss	
	Investments in non-consolidated companies (see Note 3.5) Retirement and other employee benefits, stock option plans	
	Impairment of securities	
	Impairment of unrecoverable debts	
	Provisions	
	Goodwill impairment	
	Ongoing tax audit at Calyon Recognition of deferred tax assets	
	necognition of deferred tax assets	
Note 3	Scope of consolidation	
	3.1. Changes in the scope of consolidation	
	during the year	
	<ul><li>3.2. Main acquisitions during the year</li><li>3.3. Investments in equity affiliates</li></ul>	
	3.4. Securitisation transactions and special-purpose	
	entities	
	3.5. Investments in non-consolidated companies	
	3.6. Goodwill	
Note 4	Financial management, exposure to risk	
	and hedging policy	
	4.1. Credit risk	
	4.2. Market Risk 4.3. Liquidity and financing risk	
	4.3. Liquidity and financing risk 4.4. Derivative hedging instruments	
	4.5. Operational risk	
Note 5	Notes to the income statement	
	5.1. Interest income and expense	
	5.2. Net fee and commission income	
	5.3. Net gains (losses) on financial instruments	
	3 (	
	at fair value through profit or loss	
	3 (	
	at fair value through profit or loss 5.4. Net gains (losses) on available-for-sale	
	at fair value through profit or loss 5.4. Net gains (losses) on available-for-sale financial assets 5.5. Net income and expenses related to other activities	
	at fair value through profit or loss 5.4. Net gains (losses) on available-for-sale financial assets 5.5. Net income and expenses related to other activities 5.6. General operating expenses	
	at fair value through profit or loss 5.4. Net gains (losses) on available-for-sale financial assets 5.5. Net income and expenses related to other activities 5.6. General operating expenses 5.7. Depreciation, amortisation and impairment	
	at fair value through profit or loss 5.4. Net gains (losses) on available-for-sale financial assets 5.5. Net income and expenses related to other activities 5.6. General operating expenses	
	at fair value through profit or loss 5.4. Net gains (losses) on available-for-sale financial assets 5.5. Net income and expenses related to other activities 5.6. General operating expenses 5.7. Depreciation, amortisation and impairment of property, plant & equipment and intangible assets 5.8. Risk-related costs 5.9. Net income on other assets	
	at fair value through profit or loss  5.4. Net gains (losses) on available-for-sale financial assets  5.5. Net income and expenses related to other activities  5.6. General operating expenses  5.7. Depreciation, amortisation and impairment of property, plant & equipment and intangible assets  5.8. Risk-related costs	
Note 6	at fair value through profit or loss 5.4. Net gains (losses) on available-for-sale financial assets 5.5. Net income and expenses related to other activities 5.6. General operating expenses 5.7. Depreciation, amortisation and impairment of property, plant & equipment and intangible assets 5.8. Risk-related costs 5.9. Net income on other assets	
Note 6	at fair value through profit or loss 5.4. Net gains (losses) on available-for-sale financial assets 5.5. Net income and expenses related to other activities 5.6. General operating expenses 5.7. Depreciation, amortisation and impairment of property, plant & equipment and intangible assets 5.8. Risk-related costs 5.9. Net income on other assets 5.10. Income tax	
Note 6	at fair value through profit or loss 5.4. Net gains (losses) on available-for-sale financial assets 5.5. Net income and expenses related to other activities 5.6. General operating expenses 5.7. Depreciation, amortisation and impairment of property, plant & equipment and intangible assets 5.8. Risk-related costs 5.9. Net income on other assets 5.10. Income tax  Segment reporting	
Note 6	at fair value through profit or loss 5.4. Net gains (losses) on available-for-sale financial assets 5.5. Net income and expenses related to other activities 5.6. General operating expenses 5.7. Depreciation, amortisation and impairment of property, plant & equipment and intangible assets 5.8. Risk-related costs 5.9. Net income on other assets 5.10. Income tax  Segment reporting 6.1. Segment information by business line	

Note 7	Notes to the balance sheet at 31 December 2007	234
	7.1. Cash due from central banks	234
	7.2. Financial assets and liabilities at fair value	
	through profit or loss	234
	7.3. Derivative hedging instruments	235
	7.4. Available-for-sale financial assets	236
	7.5. Due from banks and loans and advances	007
	to customers	237
	7.6. Impairment deducted from financial assets	238
	7.7. Due to customers and banks	239 240
	7.8. Held-to-maturity financial assets 7.9. Debt securities in issue and subordinated debt	240
	7.10. Deferred tax assets and liabilities	240
	7.10. Deferred tax assets and liabilities 7.11. Accruals, prepayments and sundry assets	241
	and liabilities	241
	7.12. Non-current assets held for sale	
	and associated liabilities	242
	7.13. Investments in equity affiliates	242
	7.14. Investment property	242
	7.15. Property, plant & equipment and intangible assets	
	(excluding goodwill)	243
	7.16. Goodwill	243
	7.17. Insurance company technical reserves	244
	7.18. Provisions	244
	7.19. Shareholders' equity	246
lote 8	Employee benefits and other compensation	248
	8.1. Analysis of personnel costs	248
	8.2. Employees (at end of period)	248
	8.3. Post-employment benefits, defined contribution plans	249
	8.4. Post-employment obligations, defined	
	benefit plans	249
	8.5. Other employee benefits	251
	8.6. Share-based payments	251
	8.7. Executive officers' compensation	253
lote 9	Financing and guarantee commitments	254
	Guarantees and commitments given	254
	Assets pledged as collateral for liabilities	255
	Guarantees held and available to the entity	255
lote 10	Fair value of financial instruments	255
	Fair value of assets and liabilities measured at cost Fair value of assets and liabilities measured based	255
	on non-observable data	256
	Estimated impact of inclusion of margin at inception	
	(day one p&I)	257
lote 11	Subsequent events	258
	Calyon and Société Générale merge	
	their brokerage activities	258
	Disposal of equity stake in Suez	258
	Acquisition of 15% of Bankinter	258
	Acquisition of 49% of Agos S.p.A. from Intesa Sanpaolo	258
	· · · · · · · · · · · · · · · · · · ·	
loto 12	Scope of consolidation at 31 December 2007	259

NOTES TO THE FINANCIAL STATEMENTS

# Note 1

# Accounting principles and methods

# **REGULATORY FRAMEWORK**

On 19 July 2002, the European Union adopted EC Regulation 1606/2002, which requires European companies whose securities are traded on a regulated market to produce consolidated financial statements under IFRS as from 2005.

This regulation was supplemented by EC Regulation 1725/2003 of 29 September 2003 on the application of international accounting standards, by EC Regulation 2086/2004 of 19 November 2004 allowing the adoption of IAS 39 in an amended format, and by EC Regulations 2236/2004, 2237/2004 and 2238/2004 of 29 December 2004, 211/2005 of 4 February 2005, 1073/2005 of 7 July 2005, 1751/2005 of 25 October 2005, 1864/2005 of 15 November 2005, 1910/2005 of 8 November 2005, 2106/2005 of 21 December 2005, 108/2006 of 11 January 2006, 708/2006 of 8 May 2006, 1329/2006 of 8 September 2006, 610/2007 and 611/2007 of 1 June 2007, and 1358/2007 of 21 November 2007.

### APPLICABLE STANDARDS AND COMPARABILITY

The consolidated financial statements have been prepared in accordance with IAS/IFRS and IFRIC interpretations as adopted by the European Union and applicable at 31 December 2007.

These standards and interpretations are the same as those as applied to the Group's financial statements for the year ended 31 December 2006, except for the change in accounting method for treatment of movements in minority interests described in Note 1.2. They are supplemented by the provisions of those standards and interpretations as adopted by the European Union as of 31 December 2007 and that must be applied in 2007 for the first time. These cover the following:

- IFRS 7 on information to be provided on financial instruments. The main impact of this new standard is to add quantitative and qualitative information on financial instruments for the entity and information on the nature and the materiality of associated risks and management of such risks;
- the amendment to IAS 1, Presentation of financial statements, on additional quantitative and qualitative information to be provided on shareholders' equity;
- IFRIC 7 applying the restatement approach under IAS 29, Financial reporting in hyperinflationary economies;
- IFRIC 8 interpretation clarifying the scope of IFRS 2, Share-based payments:
- IFRIC 9, Reassessment of embedded derivatives;
- IFRIC 10, Interim financial reporting and impairment.

The application of these new standards and interpretations had no material impact on the company's income statement or balance

Furthermore, it is noted that when the application of standards and interpretations to the period is optional, these have not been adopted by the Group, unless otherwise indicated. This applies to:

- IFRIC 11 arising from the regulation of 1 June 2007 (EC 611/2007) on treatment of treasury shares and intragroup transactions under IFRS 2 on share-based payments. This interpretation will be applied on 1 January 2009 for the first time;
- IFRS 8 arising from the regulation of 21 November 2007 (EC 1358/2007), on operational sectors and replacing IAS 14 on segment reporting. This interpretation will be applied on 1 January 2009 for the first time.

The Group does not expect the application of these standards and interpretations to produce a material impact on its financial statements.

Lastly, as standards and interpretations that have been published by the IASB but not yet been adopted by the European Union will become mandatory only as from the date of such adoption. The Group has not applied them as of 31 December 2007.

# PRESENTATION OF FINANCIAL STATEMENTS

The Crédit Agricole S.A. Group's balance sheet, income statement, statement of changes in shareholders' equity and cash flow statement have been presented in the format set out in CNC Recommendation 2004-R.03 of 27 October 2004.

# 1.1. Significant accounting policies

### **FINANCIAL INSTRUMENTS (IAS 32 AND 39)**

In the financial statements, financial assets and liabilities are treated in accordance with IAS 39 as endorsed by the European Commission on 19 November 2004, together with EC regulations 1751/2005 of 25 October 2005 and 1864/2005 of 15 November 2005 on use of the fair value option.

The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or, when appropriate, a shorter period, to obtain the net carrying amount of the financial asset or financial liability.

NOTES TO THE FINANCIAL STATEMENTS

Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction. Market-quoted rates provide the best estimate of fair value for financial instruments quoted in an active market. For financial instruments that are not quoted in an active market, fair value is determined using recognised valuation techniques based on observable and non observable market data.

### **Securities**

### Classification of financial assets

Under IAS 39, financial assets are divided into four categories:

- financial assets at fair value through profit or loss classified as held for trading and financial assets designated as at fair value through profit or loss;
- available-for-sale financial assets;
- held-to-maturity investments;
- loans and receivables.

### Financial assets at fair value through profit or loss classified as held for trading and financial assets designated as at fair value through profit or loss

According to IAS 39, this portfolio comprises securities that are classified under financial assets at fair value through profit or loss either as a result of a genuine intention to trade them or designated as at fair value by the Crédit Agricole S.A. Group.

Financial assets or liabilities at fair value through profit or loss classified as held for trading are assets or liabilities acquired or generated by the enterprise primarily for purposes of making a profit from short-term price fluctuations or an arbitrage margin.

Financial assets may be designated as at fair value through profit or loss when such designation meets the conditions defined in the standard, in the three following cases: for hybrid instruments containing one or more embedded derivatives, to reduce any distortion of accounting treatment or in the case of a group of managed financial assets whose performance is measured at fair value. Under this method, derivatives embedded in hybrid instruments do not have to be recognised and measured separately.

The Crédit Agricole S.A. Group has designated the following assets at fair value through profit or loss:

- assets backing unit-linked insurance policies;
- private Equity portfolios.

Securities that are classified under financial assets at fair value through profit or loss are recognised at fair value at inception, excluding transaction costs attributable directly to their acquisition (which are taken directly to profit or loss) and including accrued interest. They are carried at fair value and changes in fair value are taken to profit or loss. No impairment provisions are booked for this category of securities.

### **Held-to-maturity investments**

This category includes securities with fixed or determinable payments and fixed maturities that the Crédit Agricole S.A. Group has the intention and ability to hold until maturity other than:

- securities that are initially classified as financial assets at fair value through profit or loss at the time of initial recognition;
- securities that fall into the "Loans and receivables" category. Hence, debt securities that are not traded in an active market cannot be included in the "Held-to-maturity investments"

To classify investments as held to maturity, an entity must have the positive intention and ability to hold them to maturity, otherwise the entire portfolio must be reclassified as available for sale and may not subsequently be reclassified as held to maturity for a period of two years.

However, there are certain exceptions to this rule:

- the investment is close to maturity (less than three months);
- the sale occurs after the entity has collected substantially all of the financial asset's original principal (about 90%);
- the sale is justified by an isolated or unforeseeable event beyond the entity's control;
- if it is anticipated that the investment will be impaired, due to a worsening of the issuer's condition (in which case the asset must be recorded in the available for sale category).

Hedging of interest rate risk on these securities is not allowed.

Held-to-maturity securities are initially recognised at acquisition cost, including transaction costs that are directly attributable to the acquisition and including accrued interest. They are subsequently measured at amortised cost using the effective interest method.

Where there is objective evidence of impairment, a provision is booked to match the difference between the carrying amount and the estimated recoverable amount discounted at the initial effective interest rate. In case of subsequent enhancements, the surplus provision is recovered.

# Loans and receivables

Loans and receivables comprise unlisted financial assets that generate fixed or determinable payments.

The securities are initially recognised at acquisition cost, including transaction costs that are directly attributable to the acquisition and including accrued interest, and subsequently, at amortised cost using the effective interest method adjusted for any impairment provisions.

Where there is objective evidence of impairment, a provision is booked to match the difference between the carrying amount and the estimated recoverable amount discounted at the original effective interest rate.

NOTES TO THE FINANCIAL STATEMENTS

#### Available-for-sale financial assets

IAS 39 defines available-for-sale financial assets as the default category.

The methods of accounting for available-for-sale securities are the following:

- available-for-sale securities are initially recognised at acquisition cost, including transaction costs that are directly attributable to the acquisition and including accrued interest,
- accrued interest is recognised in the balance sheet under the appropriate category of loans and advances and booked to the income statement as interest and similar income;
- changes in fair value are recorded in reversible shareholders' equity. If the securities are sold, these changes are reversed out and recognised in profit or loss. Amortisation of any premiums or discounts on fixed-income securities is taken to profit and loss using the effective interest rate method;
- when there is objective evidence of significant or prolonged impairment for equity securities or impairment evidenced by the appearance of a credit risk for debt securities, the unrealised loss initially recognised under shareholders' equity is reversed out and recorded in profit or loss for the year. In case of subsequent increases in the fair value, such impairment is recovered through profit or loss for debt instruments and through equity for equity instruments.

### Valuation of investments

All financial instruments classified as financial assets at fair value through profit or loss or as available-for-sale financial assets are measured at fair value.

The fundamental valuation method is the price quoted in an active market. If this is not possible, the Crédit Agricole S.A. Group uses recognised valuation techniques based on recent transactions.

When there is no quoted price in an active market for an equity security and no recognised valuation method, the Crédit Agricole S.A. Group uses methods based on objective, verifiable criteria, such as net asset value or any other method of valuing equity securities.

If there is no satisfactory method, or if the estimates obtained using the various methods differ excessively, the security is valued at cost and is recorded under "Available-for-sale securities".

In this case, the Group does not report a fair value, in accordance with the applicable recommendations of IFRS 7. These primarily include investments in non-consolidated subsidiaries that are not listed on an active market which are difficult to measure at fair value because of their non-materiality within the Group or because of the small percentage that the Group controls.

### Impairment of securities

Impairment is booked when there are objective signs of impairment of assets other than assets classified at fair value through profit or

Impairment is evidenced by a prolonged or significant decline in the value of the security for equity securities or by the appearance of significant deterioration in credit risk evidenced by a risk of non recovery for debt securities.

The Crédit Agricole S.A. Group uses quantitative guidelines to identify a significant or prolonged decline: a provision is deemed to be necessary when the equity instrument has lost 30% or more of its value over a period of six consecutive months.

This criterion of prolonged or significant decline in the value of the security is a necessary but not sufficient condition to justify the booking of a provision. A charge is made to such provision only if the impairment will result in a probable loss of all or part of the invested amount.

Such impairment is recognised as follows:

- for securities measured at amortised cost through the use of an impairment account, the amount of the loss is recognised in the income statement, and may be recovered in case of subsequent enhancements;
- for available-for-sale securities, the amount of the aggregate loss deducted from equity is transferred to the income statement; in the event of subsequent enhancements in the price of the securities, the loss previously transferred to the income statement may be recovered when warranted by circumstances for debt instruments.

### Recognition date of securities

Crédit Agricole S.A. recognises securities classified as held to maturity on the settlement/delivery date. Other securities, regardless of type or classification, are recognised on the trading

### Financial liabilities (IAS 32)

# Distinction between liabilities and shareholders' equity

A debt instrument or financial liability is a contractual obligation to:

- deliver cash or another financial asset;
- exchange instruments under potentially unfavourable conditions.

An equity instrument is a contract evidencing a residual interest in an enterprise after deduction of all of its liabilities (net assets).

Pursuant to these definitions, shares in the Regional Banks and Local Banks are considered as equity under IAS 32 and IFRIC 2, and are treated as such in the Group's consolidated financial statements.



NOTES TO THE FINANCIAL STATEMENTS

In November 2006, the IFRIC also provided a status on IAS 32, on which it had been asked for interpretations. This relates to the classification of certain financial instruments as debt or equity. The IFRIC noted that in order for its analyses to be operational, it was important to follow a regulatory process that had not yet been completed.

# Purchase of treasury shares

Treasury shares (or equivalent derivatives, such as options to buy shares) purchased by the Crédit Agricole S.A. Group, including shares held to hedge stock option plans, do not meet the definition of a financial asset and are deducted from shareholders' equity. They do not generate any impact on the income statement.

### Temporary investments in/disposals of equity securities

Within the meaning of IAS 39, temporary purchases and sales of securities (securities lending/ borrowing, repurchase agreements) do not fulfil the derecognition conditions of IAS 39 and are regarded as collateralised financing. Assets lent or sold under repurchase agreements are kept on the balance sheet. If applicable, monies received, representing the liability to the transferee, are recognised on the liabilities side of the balance sheet. Items borrowed or bought under repurchase agreements are not recognised on the transferee's balance sheet. Instead, if the items are subsequently sold, the transferee recognises the amount paid out representing its receivable from the transferor. Revenue and expenses relating to such transactions are taken to profit and loss on a pro rata basis, except in the case of assets and liabilities designated at fair value through profit or loss.

### **Lending Operations**

Loans are principally allocated to the "Loans and receivables" category. In accordance with IAS 39, they are initially valued at fair value and subsequently valued at amortised cost using the effective interest rate method. The effective interest rate is the rate that exactly discounts estimated future cash payments to the original net loan amount, including any discounts and any transaction income or costs that are an integral part of the effective interest rate.

Subordinated loans and repurchase agreements (represented by certificates or securities) are included under the various categories of loans and advances according to counterparty type.

Income calculated based on the effective interest rate is recognised in the balance sheet under the appropriate category of loans and advances and booked to the income statement as interest and similar income.

Advances made by Crédit Agricole S.A. to the Regional Banks do not represent a direct risk for Crédit Agricole S.A. with respect to the corresponding customer loans made by the Regional Banks.

They do, however, represent a potential indirect risk with respect to the financial strength of the Regional Banks. No provisions have been made for these advances.

Hence, the Crédit Agricole Group classifies impaired loans or receivables within the meaning of international standards into three separate categories: bad debts, doubtful debts and restructured loans (loans that have been restructured due to customer default).

### Impaired loans or receivables

In accordance with IAS 39, loans recorded under "Loans and receivables" are impaired when one or more loss events occurs in the collection of such loans. Once these loans and receivables have been identified, they may be individually or collectively assessed for impairment. Foreseeable losses are assessed by recognition of impairment in an amount equal to the difference between the carrying amount of the loans (amortised cost) and the sum of estimated future cash flows, discounted at the original effective interest rate, or in the form of discounts on loans that have been restructured due to customer default.

The following distinctions are made:

- loans individually assessed for impairment: these are doubtful loans covered by provisions and loans restructured due to customer default that have been discounted;
- loans collectively assessed for impairment: these are loans that are not individually assessed for impairment, for which impairment is determined for a uniform class of loans displaying similar credit risk characteristics.

The Crédit Agricole S.A. Group classifies individually assessed impaired loans and receivables as bad and doubtful debts, which are in turn classified as bad debts and doubtful debts.

### Bad and doubtful debts

Loans and advances of all kinds, even those which are guaranteed, are classified as bad or doubtful if they carry an identified credit risk arising from one of the following events:

- the loan or advance is at least three months in arrears (six months for mortgage loans and property leases and nine months for loans to local authorities), to take account of their specific characteristics:
- the borrower's financial position is such that an identified risk exists regardless of whether the loan or advance is in arrears;
- the bank and borrower are in legal proceedings.

When a loan is recorded as doubtful, all other loans or commitments relating to that borrower are also recorded in their entirety as doubtful debts, whether or not they are collateralised.

NOTES TO THE FINANCIAL STATEMENTS

The Crédit Agricole S.A. Group makes the following distinction between doubtful and bad debts:

- bad debts are doubtful debts for which the prospects of recovery are highly impaired and which are likely to be written off in time;
- all doubtful loans and advances which do not fall into the bad debt category are classified as doubtful debts.

# Restructured performing loans

These are loans on which the entity has changed the initial financial terms and conditions (interest rate, duration) due to a counterparty risk, while reclassifying the outstanding amount into performing loans. The reduction in future payments to the counterparty at the time of restructuring gives rise to recognition of a discount.

### Credit risk provisions for loans individually assessed for impairment

Once a loan is classified as doubtful, a provision is deducted from the asset in an amount equal to the probable loss. Probable losses in respect of off-balance sheet items are covered by provisions recognised as liabilities in the balance sheet.

The Crédit Agricole S.A. Group takes impairment for all foreseeable losses in respect of bad and doubtful debts, discounted at the initial effective interest rate.

Foreseeable losses in respect of portfolios of small loans with similar characteristics may be estimated on a statistical basis rather than individually assessed.

# Treatment of discounts and impairment

Discounts in respect of restructured loans and impairment charges against doubtful debts are recognised in profit or loss under riskrelated costs.

The discount represents future loss of cash flow discounted at the market rate.

It is equal to the difference between:

- the nominal value of the loan;
- the sum of theoretical future cash flows from the restructured loan, discounted at the original effective interest rate (defined as of the date of the financing commitment).

For restructured loans classified as performing, the discount is amortised in profit or loss under net interest income over the life of the loan. For restructured loans classified as doubtful and all non-restructured doubtful loans, impairment charges and reversals are recognised in risk-related costs and any increase in the carrying amount of the loan arising from an impairment reversal or discount amortisation over time is recognised in net interest income.

### Credit risk provisions for loans collectively assessed for impairment

Statistical and historical customer default experience shows that there is an identified risk of partial uncollectibility of loans classified as performing. To cover these risks, which cannot by nature be allocated to individual loans, the Crédit Agricole S.A. Group takes various collective impairment provisions by way of deduction from asset values, such as provisions for sensitive exposure (loans under watch), calculated based on Basel II models and sector and country impairment provisions:

- impairment for sensitive exposures:
- as part of the implementation of Basel II, the Risk Management Department of each Crédit Agricole S.A. Group entity calculates the amount of losses anticipated within one year, using statistical tools and databases, based on a variety of observation criteria that meet the definition of an "event of loss" within the meaning of IAS 39.
- impairment is calculated by applying a correction factor to the anticipated loss, based on management's experienced judgment, which factors in a number of variables that are not included in the Basel II models, such as the extension of the anticipated loss horizon beyond one year as well as other factors related to economic, business and other conditions;
- other loans collectively assessed for impairment:

The Crédit Agricole S.A. Group also sets aside collective impairment provisions to cover customer risks that are not individually allocated to individual loans, such as sector or country impairment provisions. These provisions are intended to cover estimated risks based on a sector or geographical analysis for which there is statistical or historical risk of partial non-recovery.

# Subsidised loans (IAS 20)

Under French government measures to support the agricultural sector and to help home buyers, certain Crédit Agricole S.A. Group entities grant subsidised loans at rates fixed by the government. The government pays these entities the difference between the subsidised lending rate a predetermined benchmark rate. Accordingly, no discounts are recognised against subsidised loans.

The subsidy system is periodically reviewed by the government.

In accordance with IAS 20, subsidies received from the government are recorded under "Interest and similar income" and amortised over the life of the corresponding loans.



NOTES TO THE FINANCIAL STATEMENTS

### Financial liabilities

IAS 39 as endorsed by the European Union recognises three categories of financial liabilities:

- financial liabilities at fair value through profit or loss classified as held for trading. Fair value changes on this portfolio are recognised in profit or loss;
- financial liabilities designated as at fair value through profit or loss classified as held for trading. Financial assets may be designated as at fair value through profit or loss when such designation meets the conditions defined in the standard, in the three following cases: for hybrid instruments containing one or more embedded derivatives, to reduce any distortion of accounting treatment or in the case of a group of managed financial assets whose performance is measured at fair value. Under this method, derivatives embedded in hybrid instruments do not have to be recognised and measured separately;
- other financial liabilities: this category includes all other financial liabilities. These liabilities are initially measured at fair value (including transaction income and costs) and subsequently at amortised cost using the effective interest method.

### **Deposits**

All deposits are recorded under "Amounts due to customers" in spite of the characteristics of the collection system within the Crédit Agricole Group, with deposits originating from the Regional Banks centralised at Crédit Agricole S.A. For the Group, the ultimate counterparty for these deposits is the end customer.

The deposits are initially measured at fair value and subsequently at amortised cost.

Regulated savings products are by nature at market rates.

Provisions are taken where necessary against home loan savings plans and accounts as set out in paragraph 7.18.

### **Derivatives**

Derivatives are financial assets or liabilities and are recognised on the balance sheet at fair value at inception of the transaction. At each balance sheet date, derivatives are measured at fair value, whether they are held for trading purposes or used for hedging.

Any change in the value of derivatives on the balance sheet is recorded in an account in the income statement (except in the special case of a cash flow hedging relationship).

### **Hedge accounting**

Fair value hedges reduce the risk of a change in the fair value of a financial instrument that is an asset or of a liability that has been recognised or of a firm commitment that has not been recognised.

Cash flow hedges reduce the risk of a change in future cash flows from financial instruments associated with a recognised asset or liability (for example, with all or part of future interest payments on a floating rate debt) or a projected transaction that is considered to be highly probable.

Hedges of net investments in a foreign operation are intended to reduce the risk of an adverse movement in fair value arising from the currency risks associated with a foreign investment in a currency other than the euro.

Micro-hedges must meet the following criteria in order to be eligible for hedge accounting:

- the hedging instrument and the instrument hedged must be eligible;
- there must be formal documentation from inception, primarily including the individual identification and characteristics of the hedged item, the hedging instrument, the nature of the hedging relationship and the nature of the hedged risk;
- the effectiveness of the hedge must be demonstrated, at inception and retrospectively.

The change in value of the derivative is recorded in the accounts

- fair value hedges: the change in value of the derivative is recognised in the income statement symmetrically with the change in value of the hedged item in the amount of the hedged risk and only the net amount of any inefficient portion of the hedge is recognised in the income statement;
- cash flow hedges: the change in value of the derivative is recognised in the balance sheet in a special reversible shareholders' equity account and any inefficient portion of the hedge is recognised in the income statement. Any profits or losses on the derivative accrued under equity are then reclassified in the income statement symmetrically with the hedged transactions;
- hedge of a net investment in a foreign operation: the change in value of the derivative is recognised in the balance sheet in a special reversible shareholders' equity account and any inefficient portion of the hedge is recognised in the income statement.

In the case of macro-hedging (i.e. hedging a group of assets or liabilities with the same exposure to the risks that is designated as being hedged), the Group documents such hedging relationships based on a gross position in derivative instruments and hedged

The effectiveness of macro-hedging relationships is measured by maturity schedules based on average outstandings. In addition, the effectiveness of macro-hedging relationships must be measured through prospective and retrospective testing.

NOTES TO THE FINANCIAL STATEMENTS

Depending on whether a macro cash flow hedging or fair value hedging relationship has been documented, the change in the value of the derivative is recorded by applying the same principles as those previously described for micro-hedging. However, for macrohedging relationships, the Crédit Agricole S.A. Group documents the hedging relationship for fair value hedges in accordance with the "carve-out" version of IAS 39 as endorsed by the European Union.

#### **Embedded derivatives**

An embedded derivative is the component of a hybrid contract that meets the definition of a derivative product. Embedded derivatives must be accounted for separately from the host contract if the following three conditions are met:

- the hybrid contract is not measured at fair value through profit or loss:
- the embedded component taken separately from the host contract has the characteristics of a derivative;
- the characteristics of the derivative are not closely related to those of the host contract.

# Recognition of margins on structured financial instruments at

Under IAS 39, margins on structured products and complex financial instruments may be recognised at inception only if these financial instruments can be reliably measured from inception. This condition is met when such instruments are measured using prices in an active market or based on "standard" internal models that use "observable" market data.

### Instruments traded in an active market

If there is an active market, the instrument is stated at the guoted price on that market.

A market is regarded as active if quoted prices are readily and regularly available from an exchange, dealer, broker, pricing service or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis.

The market values adopted are buying prices for net selling positions and selling prices for net buying positions. These values also factor in counterparty risks.

### Instruments not traded in an active market

In the absence of an active market, fair value is determined using valuation techniques and models incorporating all factors that market participants would consider in setting a price.

These fair values are determined by factoring in liquidity risk and counterparty risk.

These models must be validated in advance by independent controls:

- instruments valued using internal models based on observable market data:
- when models used are based on standard models (e.g. discounted cash flows or Black & Scholes) using observable market data (e.g. yield curves or implied volatility ranges for options), the margin at inception on such instruments is recognised immediately in profit or loss;
- instruments valued using internal models based on nonobservable market data:
- in this case, the transaction price is deemed to reflect the instrument's market value. The margin at inception is deferred and amortised to profit or loss generally over the period during which the market data is deemed to be non-observable. If market data subsequently become "observable", the remaining deferred margin is recognised immediately in profit or loss.

### Net gains or losses on financial instruments

### Net gains or losses on financial instruments at fair value through profit or loss

For financial instruments designated at fair value through profit or loss and financial assets and liabilities held for trading, this heading mainly includes the following income statement items:

- dividends and other revenues from equities and other variableincome securities which are classified under financial assets at fair value through profit or loss;
- changes in fair value of financial assets or liabilities at fair value through profit or loss;
- gains and losses on disposal of financial assets at fair value through profit or loss;
- changes in fair value and gains and losses on termination of derivative financial instruments not included in a fair value or cash flow hedging relationship.

This heading also includes the inefficient portion of fair value hedges, cash flow hedges and hedges of net investments in foreign currencies.

# Net gains or losses on available-for-sale financial assets

For available-for-sale financial assets, this heading mainly includes the following income statement items:

dividends and other revenues from equities and other variableincome securities which are classified under available-for-sale financial assets:

NOTES TO THE FINANCIAL STATEMENTS

- gains and losses on disposal of fixed-income and variableincome securities which are classified under available-for-sale financial assets:
- losses in value of variable-income securities;
- net income on disposal or termination of instruments used for fair value hedges of available-for-sale financial assets when the hedged item is sold;
- gains and losses on disposal or termination of loans and advances and held-to-maturity securities in those cases provided for by IAS 39.

### Financial guarantees

A financial guarantee contract is a contract that calls for specific payments to be made by the issuer to reimburse the holder for a loss incurred due to a specified debtor's failure to make a payment when due under the initial or amended terms of a debt instrument.

Financial guarantee contracts are recognised at fair value initially then subsequently at the higher of:

- the amount calculated in accordance with IAS 37 "Provisions, Contingent Liabilities and Contingent Assets"; or
- the amount initially recognised, less any amortization recognised in accordance with standard IAS 18 "Revenues".

Financing commitments that are not designated as at fair value through profit or loss or not treated as derivative instruments within the meaning of IAS 39 are not recognised on the balance sheet. They are, however, covered by provisions in accordance with IAS 37.

### **Derecognition of financial instruments**

A financial asset (or group of financial assets) is fully or partially derecognised if:

- the contractual rights to the cash flows from the financial asset expire or are transferred or are deemed to have expired or been transferred because they belong de facto to one or more beneficiaries:
- substantially all the risks and rewards of ownership in the financial assets are transferred.

In this case, any rights or obligations created or retained at the time of transfer are recognised separately as assets and liabilities.

If the contractual rights to the cash flows are transferred but the Crédit Agricole S.A. Group retains some of the risks and rewards of ownership as well as control, the financial assets are recognised to the extent of the Group's continuing involvement in the asset.

A financial liability is fully or partially derecognised only if the liability is settled.

### PROVISIONS (IAS 37, 19)

The Crédit Agricole S.A. Group has identified all obligations (legal or constructive) resulting from a past event for which it is probable that an outflow of resources will be required to settle the obligation, and for which the due date or amount of the settlement is uncertain but can be reliably estimated. These estimates are discounted where applicable whenever there is a material impact.

For obligations other than those related to credit risk, the Crédit Agricole S.A. Group has set aside general provisions to cover:

- operational risks;
- employee benefits;
- financing commitment execution risks;
- claims and liability guarantees;
- tax risks:
- risks in connection with home purchase savings schemes.

The latter reserve is designed to cover the Group's obligations in the event of unfavourable movements in home purchase savings schemes. These obligations are: i) to pay a fixed rate of interest on the savings contract from inception for an undefined period of time; and ii) to grant a loan to the saver at a rate fixed at inception of the contract. The reserve is calculated for each generation of home purchase savings scheme and for all home-purchase savings accounts, with no netting of obligations between generations.

The amount of these obligations is calculated taking account of the following factors:

- saver behaviour, as well as an estimate of the amount and term of the loans that will be granted in the future. These estimates are based on historical observations over a long period;
- the yield curve for market rates and reasonably foreseeable

The method of calculating this reserve has been drawn up in accordance with CNC Notice No. 2006-02 of 31 March 2006 on accounting for home purchase savings schemes.

Detailed information is provided in paragraph 7.18.

# **EMPLOYEE BENEFITS (IAS 19)**

In accordance with IAS 19, employee benefits are recorded in four categories:

short-term employee benefits, such as wages, salaries, security contributions and bonuses payable within 12 months of the end of the period;

NOTES TO THE FINANCIAL STATEMENTS

- long-term employee benefits (long-service awards, bonuses and compensation payable 12 months or more after the end of the period);
- termination benefits:
- post-employment benefits, which in turn are recorded in the two following categories: defined-benefit plans and definedcontribution plans.

# Retirement and early retirement benefits - Defined benefit plans

The Crédit Agricole S.A. Group sets aside reserves to cover its liabilities for retirement and similar benefits and all other employee benefits falling in the category of defined-benefit plans.

In keeping with IAS 19, these commitments are stated based on a set of actuarial, financial and demographic assumptions, and in accordance with the projected unit credit method. Under this method, for each year of service, a charge is booked in an amount corresponding to the employee's vested benefits for the period. The charge is calculated based on the discounted future benefit.

The Crédit Agricole S.A. Group does not use the optional "corridor" approach and recognises all actuarial differences in profit and loss. The Group has opted not to apply the option allowed under IAS 19 § 93, under which actuarial gains or losses are recognised in a special statement of changes in shareholders' equity rather than in the income statement. Consequently, the amount of the reserve is equal to:

- the present value of the obligation to provide the defined benefits as of the balance sheet date, calculated in accordance with the actuarial method recommended by IAS 19;
- less the fair value of any assets allocated to covering these commitments, which may be represented by an eligible insurance policy. In the event that 100% of the obligation is fully covered by such a policy, the fair value of the policy is deemed to be the value of the corresponding obligation, i.e. the amount of the corresponding actuarial liability.

For such obligations that are not covered, a reserve for retirement benefits is recognised under "Provisions" on the liabilities side of the balance sheet. This reserve is in an amount equal to the Group's liabilities towards employees in service at the year-end, governed by the new Crédit Agricole Group collective agreement that came into effect on 1 January 2005.

A reserve to cover the cost of early retirement commitments is also taken under the same "Provisions" heading. This reserve covers the additional discounted cost of the various early retirement agreements signed by Crédit Agricole Group entities under which employees of eligible age may take early retirement.

Lastly, certain Group companies are liable to pay supplementary pension benefits. A provision is calculated on the basis of the company's actuarial liability for these benefits. These provisions are also shown on the liabilities side of the balance sheet under "Provisions".

### Pension schemes - Defined contribution plans

French employers contribute to a variety of compulsory pension schemes. The funds are managed by independent organisations and the employers have no legal or implied obligation to pay additional contributions should the funds not have sufficient assets to pay the benefits corresponding to current and past service rendered by employees. Consequently, the Crédit Agricole S.A. Group has no liabilities in this respect other than their ongoing contributions.

### **SHARE-BASED PAYMENTS (IFRS 2)**

IFRS 2 on share-based payment requires share-based payment transactions to be measured and recognised in the income statement and balance sheet. The standard applies to share option plans granted after 7 November 2002, in accordance with the provisions of IFRS 2, and which had not yet vested at 1 January 2005 and covers two possible cases:

- share-based payment transactions settled in equity instruments;
- share-based payment transactions settled in cash.

The only share-based payments initiated by the Crédit Agricole S.A. Group that are eligible for IFRS 2 are transactions settled in equity instruments.

Options granted are measured at their fair value on the date of grant using the Black & Scholes model. These options are recognised as a charge under "Personnel costs", with a corresponding adjustment to equity, spread over the vesting period (4 years for existing plans).

Employee share issues made as part of an employee share ownership plan are also governed by IFRS 2. The Crédit Agricole S.A. Group applies the treatment set out in the release issued by the CNC on 21 December 2004, supplemented by the release issued by the CNC on 7 February 2007. Shares may be offered to employees with a discount of no more than 20%. These plans have no vesting period but the shares are subject to a lock-up period of five years. The benefit granted to employees is measured as the difference between the fair value per share acquired taking account of the lock-up period and the purchase price paid by the employee on the issue date multiplied by the number of shares issued. The method is described in more detail in Note 8.6, "Share-based payments"



NOTES TO THE FINANCIAL STATEMENTS

### **CURRENT AND DEFERRED TAX**

In accordance with IAS 12, the income tax charge includes all taxes on profits, whether current or deferred.

The standard defines current tax liability as "the amount of income tax expected to be paid to (recovered from) taxation authorities in a given accounting period". Taxable income is the profit (or loss) for a given accounting period measured in accordance with the rules determined by the taxation authorities.

The applicable rates and rules used to measure the current tax liability are those in effect in each country where the Group's companies are established.

The current tax liability relates to any income due or that will become due, for which payment is not subordinated to the completion of future transactions, even if payment is spread over several years.

The current tax liability must be recognised as a liability until it is paid. If the amount that has already been paid for the current year and previous years exceeds the amount due for these years, the surplus must be recognised under assets.

Moreover, certain transactions carried out by the entity may have tax consequences that are not taken into account in measuring the current tax liability. IAS 12 defines a difference between the carrying amount of an asset or liability and its tax basis as a temporary difference.

This standard requires that deferred taxes be recognised in the following cases:

A deferred tax liability should be recognised for any taxable temporary differences between the carrying amount of an asset or liability on the balance sheet and its tax base, unless the deferred tax liability arises from:

- initial recognition of goodwill;
- initial recognition of an asset or liability in a transaction:
  - a) that is not a business combination, and
  - b) that does not affect either the accounting or the taxable profit (tax loss) as of the transaction date.

A deferred tax asset should be recognised for any deductible temporary differences between the carrying amount of an asset or liability on the balance sheet and its tax base, insofar as it is probable that a future taxable profit will be available against which such deductible temporary differences can be allocated.

A deferred tax asset should also be recognised for carrying forward unused tax losses and tax credits insofar as it is probable that a future taxable profit will be available against which the unused tax losses and tax credits can be allocated.

The tax rates applicable in each country are used.

Deferred taxes are not discounted.

Taxable unrealised gains on securities do not generate any taxable temporary differences between the carrying value of the asset and the tax base. As a result, deferred tax is not recognised on these gains. Note: When the relevant are classified as available-for-sale securities, unrealised gains and losses are recognised directly through equity. The tax charge effectively borne by the entity arising from these unrealised gains is reclassified as a deduction from

In France, all but 5% of long-term capital gains on the sale of investments in non-consolidated subsidiaries, as defined by the General Tax Code, are exempt from tax as from the tax year commencing on 1 January 2007; the 5% is taxed at the normally applicable rate. Unrealised gains on securities recognised at the end of the period also do not generate any taxable temporary differences requiring the recognition of deferred tax.

Deferred tax is recognised in net income for the year, unless the tax arises from:

- either a transaction or event that is recognised directly through equity, during the same year or during another year, in which case it is directly debited or credited to equity; or
- a business combination.

Deferred tax assets and liabilities are offset against each other if, and only if:

- the entity has a legally enforceable right to offset current tax assets against current tax liabilities; and
- the deferred tax assets and liabilities apply to taxes assessed by the same tax authority:
  - a) either for the same taxable entity, or
  - b) on different taxable entities that intend either to settle current tax assets and liabilities on a net basis, or to settle their tax assets and liabilities at the same time during each future financial year in which it is expected that substantial deferred tax assets or liabilities will be paid or recovered.

When tax credits on income from securities portfolios and amounts receivable are effectively used to pay income tax due for the year, they are recognised under the same heading as the income with which they are associated. The corresponding tax charge continues to be recognised under "Income tax" in the income statement.

# NON-CURRENT ASSETS (IAS 16, 36, 38, 40)

The Crédit Agricole S.A. Group applies component accounting for all of its non-current tangible and intangible assets. In accordance with the provisions of IAS 16, the depreciable amount takes account of the potential residual value of property, plant and equipment.

Land is measured at cost less any impairment charges.

NOTES TO THE FINANCIAL STATEMENTS

Property used in operations, investment property and equipment are measured at cost less accumulated depreciation and impairment charges.

Purchased software is measured at purchase price less accumulated depreciation and impairment charges.

Proprietary software is measured at cost less accumulated depreciation and impairment charges.

Other than software, intangible assets principally comprise purchased goodwill, which is measured on the basis of the corresponding future economic benefits or expected service potential.

Fixed assets are amortised over their estimated useful life.

The following components and depreciation periods have been adopted by the Crédit Agricole S.A. Group following the application of component accounting for fixed assets. These depreciation periods are adjusted according to the type of asset and its location:

Component	Depreciation period
Land	Not depreciable
Structural works	30 to 80 years
Non-structural works	8 to 40 years
Plant and equipment	5 to 25 years
Fixtures and fittings	5 to 15 years
Computer equipment	4 to 7 years
Specialist equipment	4 to 5 years

Exceptional depreciation charges corresponding to tax-related depreciation and not to any real impairment in the value of the asset are eliminated in the consolidated financial statements.

Based on available information, the Crédit Agricole S.A. Group has concluded that impairment testing would not lead to any change in the existing depreciable amount of its non-current assets (excluding goodwill) as of the balance sheet date.

### **CURRENCY TRANSACTIONS (IAS 21)**

In accordance with IAS 21, a distinction is made between monetary and non-monetary items.

At the balance sheet date, monetary assets and liabilities denominated in foreign currencies are converted into the functional currency of Crédit Agricole S.A. Group at the closing exchange rate. Foreign exchange differences arising from translation are recorded in the income statement. There are two exceptions to this rule:

• for available-for-sale financial assets, only the foreign exchange difference calculated on amortised cost is taken to the income statement; the balance is recorded in shareholders' equity;

foreign exchange differences on monetary items classified as cash flow hedges or that are part of a net investment in a foreign entity are recorded in shareholders' equity.

Non-monetary assets are treated differently depending on the type

- assets at historical cost are valued at the exchange rate on the transaction date:
- assets at fair value are measured at the exchange rate on the closing date.

Foreign exchange differences on non-monetary items are recognised:

- in the income statement if the gain or loss on the non-monetary item is recorded in the income statement;
- in shareholders' equity if the gain or loss on the non-monetary item is recorded in shareholders' equity.

### **COMMISSIONS AND FEES (IAS 18)**

Commission and fee income and expense are recognised in income based on the nature of services with which they are associated.

When the outcome of a transaction involving the rendering of services can be estimated reliably, revenue associated with the transaction should be recognised by reference to the stage of completion of the transaction at the balance sheet date:

- commissions paid or received in consideration for non-recurring services are fully recognised in the income statement; this category namely includes investment fees;
- commissions in consideration for ongoing services, such as commissions on payment instruments, are recognised in the income statement and spread over the duration of the service rendered:
- commissions payable or receivable that are contingent upon meeting a performance target are recognised only if all the following conditions are met:
- the amount of commissions and fees can be reliably estimated,
- it is probable that the future economic benefits from the services rendered will flow to the company,
- the state of completion of the service can be reliably estimated, and the costs incurred for the service and the costs to complete it can be reliably estimated.

### **INSURANCE BUSINESSES (IFRS 4)**

Liabilities remain partially valued under local GAAP, as required by IAS and IFRS regulations, pending further amendments to the existing standards. Financial assets held by the Group's insurance companies have been reclassified into the four categories set out in IAS 39.

NOTES TO THE FINANCIAL STATEMENTS

In accordance with the option allowed under IFRS 4, "shadow accounting" is used for insurance policies with discretionary profit sharing. Under this practice, positive or negative differences in the corresponding financial assets that will potentially revert to policyholders are recognised in a "Deferred profit-sharing" account under liabilities.

In accordance with IFRS 4, at each reporting date, the Group ascertains that insurance liabilities (net of deferred acquisition costs and associated intangible assets) are adequate to meet estimated future cash flows. The liability adequacy test used to verify this must meet the following minimum requirements, as defined in paragraph 16 of the standard:

- it must consider current estimates of all future contractual cash flows, including associated handling costs, as well as cash flows resulting from embedded options and guarantees;
- if the test shows that the liability is inadequate, the entire deficiency is recognised in profit or loss.

Pursuant to the decree of 20 December 2005 on mortality tables, as from 1 January 2006, insurance companies have applied new mortality tables reflecting the increase in life expectancy. The Group has applied these new tables in calculating its return guarantee provision, as well as the new mortality tables for individual and collective annuity contracts.

### **LEASES (IAS 17)**

As required by IAS 17, leases are analysed in accordance with their substance and financial reality. They are classified as operating leases or finance leases.

Operating leases are treated as an acquisition of a fixed asset by the lessee financed by a loan from the lessor.

In the lessor's accounts, analysis of the economic substance of the transactions results in the following:

- recognition of a financial receivable from the customer, which is amortised by the lease payments received;
- lease payments are broken down into interest and principal, known as financial amortisation;
- recognition of a net lease reserve, which is equal to the difference between:
- the net lease receivable: amount owed by the lessee, consisting of the outstanding principal and accrued interest at the end of the period.
- the net book value of the leased assets,
- the reserve for deferred taxes.

In the lessee's accounts, finance leases are restated such that they are recognised in the same way as if the asset had been

purchased on credit, by recognising a financial liability, recording the purchased asset under assets and depreciating the asset.

In the income statement, the theoretical depreciation charge (the charge that would have been recognised if the asset had been purchased) and the finance charges (incurred in connection with the financing) are recorded in the place of the lease payments.

For operating leases, the lessee recognises payments as expenses and the lessor records the corresponding income under rents, and the leased assets on its balance sheet.

# 1.2. Consolidation principles and methods (IAS 27, 28, 31)

### Changes in accounting methods

As from 1 January 2007, in the interests of comparability with standard practices, the difference between the acquisition cost and the share of net assets resulting from an increase in the ownership percentage in an entity that is already under exclusive control is now recognised as a deduction from "Consolidated reserves - Group share".

Symmetrically, in the case of a decrease in Crédit Agricole S.A. Group's ownership percentage in an entity that remains under exclusive control, the difference between the disposal price and the carrying amount of the minority interests sold is also recognised directly under "Consolidated reserves - Group share".

The effect of this change of method as of 1 January 2007 is shown in the statement of changes in shareholders' equity.

As a corollary to this, the accounting treatment of put options granted to minority shareholders is as follows:

- when a put option is granted to the minority shareholders of a subsidiary that is already fully consolidated, a liability is recorded on balance sheet, measured at the estimated present value of the exercise price of the options granted to these shareholders;
- the corresponding asset is recognised by reducing the share of net assets belonging to the minority interests concerned to zero and accounting for the balance as goodwill;
- subsequent changes in the estimated value of the exercise price will affect the amount of the liability and on the asset side, the amount of goodwill recognised.

# SCOPE OF CONSOLIDATION

The consolidated financial statements include the accounts of Crédit Agricole S.A. and of all companies over which Crédit Agricole S.A. exercises control, in accordance with IAS 27, IAS 28 and IAS 31. Control is presumed to exist if Crédit Agricole S.A. owns over 20% of existing and potential voting rights in an entity, whether directly or indirectly.

NOTES TO THE FINANCIAL STATEMENTS

As an exception, entities that do not have a material impact on the consolidated financial statements of the group are not included in the scope of consolidation.

Materiality is assessed in the light of several criteria including the size of the earnings or shareholders' equity of the company to be consolidated in relation to the earnings or shareholders' equity of the consolidated group, its impact on the structure of the financial statements or on total assets, which is presumed to be material if it exceeds 1% of the total assets of the consolidated subsidiary that owns its shares.

# **DEFINITIONS OF CONTROL**

In accordance with international standards, all entities falling under exclusive control, joint control or material influence are consolidated, providing that their contribution is deemed to be material and that they are not covered under the exclusions described below.

Exclusive control is presumed to exist if Crédit Agricole S.A. owns over half of the voting rights in an entity, whether directly or indirectly through subsidiaries, except if, in exceptional circumstances, it can be clearly demonstrated that such ownership does not give it control. Exclusive control also exists if Crédit Agricole S.A., as the owner of half or less than half of the voting rights in an entity, holds majority power within management bodies.

Joint control is exercised in joint ventures in which each of the two or more co-owners are bound by a contractual contribution that provides for joint control.

Significant influence is defined as the power to influence but not control a company's financial and operational policies. Crédit Agricole S.A. is presumed to have significant influence if it owns 20% or more of the voting rights in an entity, whether directly or indirectly through subsidiaries.

### Consolidation of special-purpose entities

The consolidation of special-purpose entities (entities created to manage a given transaction or a set of similar transactions), and more specifically of funds held under exclusive control, is specified by SIC 12.

In accordance with SIC 12, special purpose vehicles are consolidated when the Crédit Agricole S.A. Group exercises control in substance over the entity, even if there is no shareholder relationship. This applies primarily to dedicated mutual funds.

Whether or not a special-purpose entity is controlled in substance is determined by considering the following criteria:

- the activities of the SPE, in substance, are conducted on behalf of a Crédit Agricole S.A. Group company according to its specific business needs, such that this company obtains benefits from the SPF's activities:
- this company, in substance, has the decision-making powers to obtain a majority of the benefits of the SPE's activities or has delegated such decision-making powers by establishing an "autopilot" mechanism;

- this company, in substance, has rights to obtain a majority of the benefits of the SPE's activities and as a result may be exposed to the risks related to the SPE's activities; or
- this company, in substance, retains the majority of the residual risks or risks arising from ownership relating to the SPE or its assets, in order to obtain benefits from its activities.

### Exclusions from the scope of consolidation

Equity interests (excluding majority interests) held by venture capital entities are also excluded from the scope of consolidation insofar as they are classified under financial assets designated as at fair value through profit or loss.

### **CONSOLIDATION METHODS**

The consolidation methods are respectively defined by IAS 27, 28 and 31. They are based on the type of control exercised by Crédit Agricole S.A. over the entities that can be consolidated, regardless of their business or of whether or not they have legal entity status:

- entities under joint control are proportionally consolidated, including entities with different account structures, even if their business are not an extension of that of Crédit Agricole S.A;
- entities over which Crédit Agricole S.A. exercises significant influence or joint control are consolidated under the equity method;
- entities over which Crédit Agricole S.A. exercises significant influence are consolidated under the equity method.

Full consolidation consists of eliminating the book value of the shares held in the consolidating company's financial statements and aggregating all assets and liabilities carried by each subsidiary. The value of the minority interests in net assets and earning is separately identified in the consolidated balance sheet and income statement.

Proportional consolidation consists of eliminating the book value of the shares held in the consolidating company's financial statements and aggregating a proportion of the assets, liabilities and results of the company concerned representing the consolidating company's

The equity method consists of eliminating the book value of the shares held in the Group's financial statements and accounting for its interest in the underlying equity and results of the companies concerned.

# **CONSOLIDATION ADJUSTMENTS AND ELIMINATIONS**

Adjustments are made to harmonise the methods of valuating the consolidated companies, unless they are deemed to be non-

Group internal transactions affecting the consolidated balance sheet and income statement are eliminated.

Capital gains or losses arising from intra-group asset transfers are eliminated; any potential lasting impairment measured at the time of disposal in an internal transaction is recognised.

NOTES TO THE FINANCIAL STATEMENTS

### TRANSLATION OF FOREIGN SUBSIDIARIES' FINANCIAL **STATEMENTS (IAS 21)**

Financial statements of subsidiaries expressed in foreign currencies are translated into euros in two stages:

- the local currency (or, if applicable, the currency in which the accounts are prepared) is converted into the functional currency using the historical rate method, and all foreign exchange gains or losses are fully and immediately taken to the income statement;
- the functional currency is then converted into the consolidation currency using the exchange rate at the balance sheet date and the translation adjustment is recorded in a separate line under shareholders' equity, showing the share attributable to the entity and the share attributable to minority interests. This adjustment is taken to the income statement when all or part of the interest in the foreign subsidiary is sold or liquidated.

The functional currency of an entity is closely linked to whether or not the entity is independent or not independent:

- the functional currency of an entity that is not independent is the functional currency on which it is dependent, i.e. the currency in which its main transactions are denominated;
- the functional currency of an independent foreign entity is its local currency, other than in exceptional circumstances.

# **BUSINESS COMBINATIONS - GOODWILL (IFRS 3)**

Business combinations after the transition date (1 January 2004) are accounted for using the purchase method in accordance with IFRS 3. However, as IFRS 3 does not apply to business combinations between mutual organisations, mergers between Regional Banks are accounted for at net book value in accordance with IAS 8.

The cost of a business combination is the aggregate of the fair values, on the date of acquisition, of assets given, liabilities incurred or assumed, and equity instruments issued by the acquirer, in exchange for control of the acquiree, plus any costs directly attributable to the business combination.

On the date of acquisition (or on the date of each transaction in the case of an acquisition by successive purchases of shares), the acquiree's identifiable assets, liabilities and contingent liabilities which satisfy the conditions for recognition set out in IFRS 3 are recognised and at their fair value. Restructuring liabilities are only recognised as a liability if the acquiree is under an obligation to complete the restructuring on the date of acquisition.

The initial valuation of assets, liabilities and contingent liabilities may be revised within a period of twelve months after the date of acquisition.

The excess of the cost of acquisition over the fair value of the Group's share in the net assets acquired is recognised in the balance sheet as goodwill if the acquiree is fully or proportionately consolidated. If the acquiree is accounted for using the equity method, the excess is included under the heading "Investments in affiliates". Any negative goodwill is recognised immediately through profit or loss.

The difference between the acquisition cost and the share of net assets resulting from an increase in the ownership percentage in an entity that is already under exclusive control is now recognised as a deduction from "Consolidated reserves - Group share". In the event that the Group's percentage ownership interest in an entity that remains under its exclusive control declines, the difference between the selling price and the carrying amount of the minority interests sold is also recognised directly under "Consolidated reserves - Group share", effective as of 1 January 2007.

Goodwill is carried in the balance sheet at its initial amount in the currency of the acquiree and translated at the year-end exchange

It is tested for impairment whenever there is objective evidence that it may be impaired and at least once a year.

For the purpose of impairment testing, goodwill is allocated to the Cash Generating Units (CGUs) that are expected to benefit from the business combination. The Group has defined its CGUs as the smallest identifiable group of assets and liabilities within its core businesses that can operate on the basis of a specific business

Impairment testing consists of comparing the carrying amount of each CGU, including any goodwill allocated to it, with its recoverable amount.

"Recoverable amount" of the CGU is defined as the higher of market value and value in use. The value in use is the present value of the future cash flows expected to be derived from continuing use of the CGU, as set out in medium-term business plans prepared by the Group for management purposes.

When the recoverable amount is lower than the carrying amount, an irreversible impairment loss is recognised through profit or loss and deducted from the goodwill allocated to the CGU. This impairment is irreversible.

# NON-CURRENT ASSETS HELD FOR SALE AND **DISCONTINUED OPERATIONS (IFRS 5)**

A non-current asset (or a disposal group) is classified as held for sale if its carrying amount will be recovered principally through a sale transaction rather than through continuing use.

For this to be the case, the asset (or disposal group) must be available for immediate sale in its present condition and its sale must be highly probable.

The relevant assets and liabilities are shown separately on the balance sheet under "Non-current assets held for sale" and "Liabilities associated with non-current assets held for sale".

NOTES TO THE FINANCIAL STATEMENTS

A non-current asset (or disposal group) classified as held for sale is measured at the lower of its carrying amount and fair value less costs to sell. A charge for impairment of unrealised gains is recognised in the income statement. Unrealised gains are no longer amortised when they are reclassified.

A discontinued operation is a component of the entity that has either been disposed of, or is classified as held for sale, and:

- represents a separate major line of business or geographical area of operations;
- is part of a single co-coordinated plan to dispose of a separate major line of business or geographical area of operations;
- is a subsidiary acquired exclusively with a view to resale.

Are disclosed on a separate line of the income statement:

- the post-tax profit or loss of discontinued operations until the date of disposal;
- the post-tax gain or loss recognised on the disposal or on measurement to fair value less costs to sell of the assets and liabilities constituting the discontinued operations.

# Note 2

# Assessments and estimates used to prepare the financial statements

A certain number of estimates have been made by management to draw up the financial statements. These estimates are based on certain assumptions and involve risks and uncertainties as to their actual achievement in the future.

Actual results may be influenced by many factors, including but not limited to:

- activity in domestic and international markets;
- fluctuations in interest and exchange rates;
- the economic and political climate in certain industries or countries:
- changes in regulations or legislation.

This list is not complete.

Accounting estimates based on assumptions are principally used to value the following assets and liabilities:

# Financial instruments at fair value through profit or loss

The fair value of financial instruments is determined using recognised valuation techniques based on observable or nonobservable market data.

### **CLASSIFICATION OF MARKET DATA AS "OBSERVABLE"** AND "NON-OBSERVABLE"

Market data is officially classified as "observable" and "nonobservable" by a monthly valuation committee which comprises representatives from the front office, the independent market risks department and the finance department.

Market data is regarded as observable if the market risks department can obtain data from several sources independent of the front offices on a regular basis (daily if possible), for example from brokers or pricing services that collect data from a sufficient number of market participants. A dedicated data management team, which reports to the market risks department, regularly checks the relevance of data obtained in this way and formally documents it.

Most instruments traded over the counter are measured using models that are based on observable market data.

For example, the fair value of interest rate swaps is usually determined using market yield curves on the reporting date.

Other financial instruments are in many cases measured on a discounted cash flow basis.

Conversely, some complex products with a basket component, where valuation requires correlation or volatility data that are not directly comparable with market data, may be regarded as nonobservable.

Most of these instruments are complex fixed-income products, credit derivatives (certain correlation products or products whose measurement incorporates non-observable credit spreads), equity derivatives (certain products with multiple underlying instruments), or hybrid products and, to a lesser extent, foreign exchange and commodities products. Certain traditional market financial instruments with a long maturity may also be classified as "non-observable' if the only market data available to measure them are for terms that are shorter than the contractual maturity of such instruments and must extrapolated in order to measure fair value. The Market Risk Department is also in charge of validating the methods used to calculate non-observable market data.



NOTES TO THE FINANCIAL STATEMENTS

As described in the section on significant accounting policies, the margin at inception is only immediately recognised in profit or loss where the valuation models used are based on market data that is regarded as observable.

All market products, regardless of their method of recognition in profit or loss, are subject to the risk management system described in the note on market risks. As a result, products for which the variables are regarded as "non-observable" within the meaning of IAS 39 are subject to the same control rules as other products (risk indicator monitoring, stress tests, limits, etc.).

# **PRODUCTS THAT BECAME OBSERVABLE IN 2007**

In 2007, the following products were reclassified as observable:

- certain fixed-income derivative products (Collaterized Debt Obligations or synthetic CDOs) with corporate or financial institution underlyings, when their structure was sufficiently close to that of standard baskets that are valued by organisations that collect data from a sufficient number of market participants;
- certain interest rate derivatives were deemed to be observable until longer maturities than previously due to increased availability of market data.

### **VALUATION METHOD FOR CDOS WITH US RESIDENTIAL MORTGAGE UNDERLYINGS**

In 2007, CDOs with US residential mortgage underlyings were deemed to be non observable, as were any hedges thereof.

Mezzanine tranches:

In the absence of external prices, mezzanine CDO tranches were valued by applying to each tranche a discount rate based on its effective external rating as of the closing date.

Super-senior tranches:

The value of the super-senior tranches was calculated by applying a credit scenario on the underlying assets (mainly residential mortgage loans) of the ABSs that make up each CDO. This scenario breaks down as follows:

- into final losses, calibrated as a function of the quality and origination date of each residential mortgage loan;
- the recognition period for these losses was fixed at 40 months; the valuation obtained in this way was compared with a valuation resulting from the application of ABX indices.

# **EXPOSURE HEDGED BY MONOLINE INSURERS**

All sellers of protection were subjected to a review of their financial position, as it was known and assessed as of the account closing date. Monoline insurers were considered to be the main guarantors presenting a risk.

After assessing each monoline insurer's capacity to fulfill its obligations, an allowance was calculated for Calyon's exposure at 31 December 2007. This exposure corresponds to the positive fair value of the protection purchased on CDO units valued in accordance with the same principles as unhedged CDOs (see previous paragraph).

### CONTRIBUTION OF NON-OBSERVABLE PRODUCTS AS OF **31 DECEMBER 2007**

The contribution of products incorporating non-observable market data is analysed in Note 10 (outstanding assets and liabilities, changes in fair value in the income statement, recognition of the margin at inception).

### **SYNDICATION LOANS**

Loans to be sold are classified as assets at fair value through profit or loss and marked to market.

# STRUCTURED ISSUES AT FAIR VALUE

Structured issues at fair value include the change in the Calyon Group's credit risk.

# Investments in non-consolidated companies (see Note 3.5)

Investments in non-consolidated companies may be valued at cost rather than at fair value if fair value cannot be determined directly by reference to an active market or valued by Crédit Agricole S.A. using other valuation methods. These investments, which are listed in Note 3.5, are intended to be held for the long term.

# Retirement and other employee benefits, stock option plans

Liabilities for retirement and other employee benefits are based on assumptions made by management with respect to the discount rate, staff turnover rate and probable increases in salary and social security costs. If the actual figures differ from the assumptions made, the liability may increase or decrease in future years (see Note 8.3 of the Notes to the consolidated financial statements).

The return on plan assets is also estimated by management. Returns are estimated on the basis of expected returns on fixedincome securities, and notably bonds.

Share-based payment plans are measured primarily using the Black & Scholes model. A description of the plans and valuation methods is given in Note 8.6, "Share-based payments".

NOTES TO THE FINANCIAL STATEMENTS

# Impairment of securities

Equity instruments (other than those held for trading) are tested for impairment and an impairment charge is recognised in case of a prolonged or significant decline in their value. In general, a prolonged or significant decline is presumed to have occurred when the instrument has lost at least 30% of its value over a period of six consecutive months. However, management may also take account of other factors (type of investment, issuer's financial position, short-term prospects, etc.); these are not intangible in nature.

# Impairment of unrecoverable debts

Impairment provisions are deducted from the carrying value of loans and advances when there is objective evidence of a risk of non-recovery.

The provisions are discounted and estimated on the basis of several factors, notably business or sector-related. It is possible that future assessments of the credit risk may differ significantly from current estimates, which may lead to an increase or decrease in the amount of the impairment.

Collective impairment is also taken against performing loans. The amount is based on the probability of default in each rating class assigned to borrowers, but also on management's experienced judgement.

# **Provisions**

Certain estimates may be made to determine the amount of provisions:

■ the reserve for operational risks, which although subject to examination for identified risks, requires management to make assessments with regard to incident frequency and the potential financial impact;

- the reserve for legal risks is based on management's best estimate in light of the information in its possession at 31 December 2007:
- the reserve for home purchase savings plans is based on assumptions regarding customer behaviour drawn from historical experience, which may not necessarily reflect actual trends in future behaviour.

# Goodwill impairment

Goodwill is tested for impairment at least once a year.

The assumptions made to measure the fair value of goodwill may influence the amount of any impairment loss taken.

The method used is described in the paragraph on consolidation principles and methods.

# Ongoing tax audit at Calyon

Since 2 February 2007, Calyon's accounts have been under a tax audit covering the years 2004 and 2005.

A tax adjustment notice, performed to extend the tax administration's audit rights for 2004, was received at the end of December 2007. In February 2008, Calyon defended its position and challenged all items. A provision was set aside to cover this risk, in an amount estimated by Calyon's Tax Department.

# Recognition of deferred tax assets

Deferred tax assets are recognised on all deductible temporary differences to the extent that management believes there will be sufficient taxable profits in the future to offset these differences.

**>>** 

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

NOTES TO THE FINANCIAL STATEMENTS

# Note 3

# Scope of consolidation

The scope of consolidation at 31 December 2007 is shown in detail at the end of the Notes to the consolidated financial statements.

# 3.1. Changes in the scope of consolidation during the year

# NEWLY CONSOLIDATED COMPANIES AT 31 DECEMBER 2007

 Newly created companies, new acquisitions or acquisitions of additional shares, application of materiality threshold:

### French retail banking

- Regional Bank subsidiaries
- Caryatides Finance
- Force Aquitaine
- S.A. Sedaf
- S.A.S. Immnord
- S.A.S. JPF
- SARL Arcadim Fusion
- SCI Crystal Europe
- SCI Quartz Europe
- Sequana

# International retail banking

- Banca Popolare FriulAdria S.p.A.
- Cariparma
- Crédit du Maroc Leasing
- Emporiki Asset Management Mutual Funds
- Po Vita Compagnia di Assicurazioni S.p.A.

### Specialised financial services

- Sofinco
- Crédit Lift S.p.A.
- Interbank Group:
  - Ajax Finance B.V.
  - Antera Incasso B.V.
  - Assfibo Financieringen B.V.
  - CA Deveurop BV
  - Crediet Maatschappij "De Ijssel" B.V.
  - De Kredietdesk B.V.
  - Dealerservice B.V.

- DMC Groep N.V.
- Eurofintus Financieringen B.V.
- Euroleenlijn B.V.
- Financieringsmaatschappij Mahuko N.V.
- Finata Bank N.V.
- Finata Sparen N.V.
- Finata Zuid-Nederland B.V.
- IDM Finance B.V.
- lebe Lease B.V.
- InterBank N.V.
- J.J.P. Akkerman Financieringen B.V.
- Krediet '78 B.V.
- Mahuko Financieringen B.V.
- Matriks N.V.
- NVF Voorschotbank B.V.
- Regio Kredietdesk B.V.
- VoordeelBank B.V.
- Logos Finanziaria S.p.A.
- SSF (Sofinco Saudi Fransi)
- Finaref
- ADM
- Argence Participation
- Assurfi
- BC Finance
- BC Provence
- Finanpar

# Asset management

- Caceis
- Brooke Securities Holdings
- Brooke Securities Inc.
- CACEIS Bank Deutschland GmbH
- CACEIS Fastnet American Administration
- Olympia Capital Associates L.P.
- Olympia Capital Inc.
- Olympia Capital Ltd.
- Olympia Capital Ltd. Cayman

NOTES TO THE FINANCIAL STATEMENTS

- Olympia Financial Services Inc.
- Olympia Ireland Ltd.
- Winchester Fiduciary Services Ltd.
- Winchester International Trust Company Ltd.
- CAAM AI London Branch
- CAAM Financial Solutions
- CAAM London Branch
- CAAM Real Estate Italia Sgr
- CAAM Sgr
- Predica
- Prediquant actions Asie

### Corporate and investment banking

- Calyon
- Aguadana S.L.
- Cafi KEDROS
- CAIRS Assurance S.A.
- Calliope SRL (Ex Cordusio SRL)
- Calyon Algérie
- Calyon CLP
- Calyon Financing Luxembourg SARL
- Crédit Agricole Luxembourg Bank
- EDELAAR EESV
- Indosuez Finance Limited
- SNC Shaun

### Proprietary asset management and other activities

- Crédit Agricole Private Equity
- Idia Agricapital
- Sodica S.A.S.
- Crédit Agricole Immobilier
- Monné-Decroix Group
- R.S.B.
- Other
- Casanli
- Crédit Agricole Covered Bonds

### **REMOVALS IN 2007**

# 1) Sale to non-Group companies and deconsolidation following loss of control

### French retail banking

- Regional Bank subsidiaries
- Process Lorraine
- Routage Express Service

# International retail banking

- Banca Intesa S.p.A.
- Banco del Desarrollo
- Phoenix Metrolife Emporiki

# Specialised financial services

- Sofinco
- Finconsum ESC S.A.

### Asset management

- CAAM
- CAAM SGR S.p.A.
- Epsilon SGR S.p.A.
- Nextra Alternative Investment SGR S.p.A.

# Corporate and investment banking

- Fransabank France
- 2) Application of materiality threshold or discontinued activities

# French retail banking

- Regional Bank subsidiaries
- Defitech
- Defitech Dauphicom
- Defitech Routage et Communication
- L'Esprit Cantal
- Mat Alli Domes
- LCL
- Crédit Lyonnais Benelux
- Crédit Lyonnais Notolion

NOTES TO THE FINANCIAL STATEMENTS

### Asset management

#### CAAM

- Alternative Investment & Research Technologies LLC
- CASAM Cayman Ltd.
- Pacifica
- Colisée 2001

### Corporate and investment banking

- Calyon
- CAI Derivatives Products PLC
- Calyon Investment Products Limited
- Calyon Uruguay S.A.
- CASAM Futures Euro
- CASAM Systeia Pair Trading
- Ergifrance
- ESF
- FCC Masterace
- IIF BV (Indosuez International Finance BV)
- Mezzasia
- SNC Haussmann Anjou
- Other
- Cal FP (Holding)
- Cal FP Bank

# Proprietary asset management and other activities

- CAAM
- East Asia Sits Co Ltd.
- CPR Group
- CPR Billets

# 3) Merger with or into another Group company French retail banking

- Regional Bank subsidiaries
- Caisse Régionale Brie Picardie merged with Caisse Régionale Oise; the new entity retained the name Caisse Régionale Brie Picardie.
- Caisse Régionale Languedoc created by the merger of Caisse Régionale Gard, Caisse Régionale Midi and SCI Paysagère.
- Ical merged into Caisse Régionale Lorraine.

### International retail banking

 Emporiki Asset Management Mutual Funds created by the merger of Emporiki Asset Management A.E.P.E.Y. and Ermis Aedak.

### Specialised financial services

- Crédit Agricole Leasing
- Etica Bail merged into Lixxbail.
- Slibail Autos merged into Slibail Longue Durée (SLD).
- Slibail Energy merged into Unifergie.
- Finaref
- Jotex Finans AB and Finaref Securities AB merged into Finaref AB.
- FGAFS Group
- Fidis Servizi Finanziari S.p.A. merged into FAFS.
- Sofice S.A. merged into FC France.
- Fidis Retail Portugal AdV S.A. merged into Fiat Distribudora Portugal.
- Tarfin S.A. merged into Fidis Finance.
- Fidis Dealer Services and Fiat Auto Lease N.V. merged into Fidis Nederland BV.

# Asset management

Assurances Fédérales IARD merged into Pacifica.

# 4) Universal Asset transfer to a Group Company French retail banking

- LCL
- Consortium Rhodanien de Réalisation
- Crédit Lyonnais Assurance, Réassurance, Courtage (CLARC)

# Asset management

- Predica
- Immobilière Federpierre

# Proprietary asset management and other activities

- CPR Gestion (CPRG)
- Sacam Consommation 1
- Sacam Consommation 2
- Sacam Consommation 3
- SOPAR

# Corporate and investment banking

- Calyon
- Cisa S.A.

# **CHANGE OF COMPANY NAME**

### French retail banking

- Regional Bank subsidiaries
- Gard Obligations renamed Gard Diversifié
- Other
- Corelyon renamed Crédit Agricole Reinsurance S.A.

NOTES TO THE FINANCIAL STATEMENTS

### International retail banking

- BNI Crédit Lyonnais Madagascar renamed BNI Madagascar.
- Crédit Lyonnais Cameroun renamed SCB Cameroon.
- Crédit Lyonnais Congo renamed Crédit du Congo.
- Crédit Lyonnais Sénégal renamed Crédit du Senegal.

### Specialised financial services

### ■ FAFS Group

 Fiat Auto Financial Services S.p.A. renamed FGAFS (Fiat Group Automobiles Financial Services S.p.A.).

### Asset management

- Predica
- Hypersud renamed Foncière Hypersud.
- Prédicai Europe renamed Predica Europe S.A.

### Corporate and investment banking

- Calyon
- Aguadana renamed Aguadana S.L.
- CAI Merchant Bank Asia Ltd. renamed Calyon Merchant Bank Asia Ltd.
- Calyon Global Partners renamed Calyon Global Partners Group.
- Calyon Turk A.S. renamed Calyon Yatirim Bankasi Turk A.S.
- Cordusio SRL renamed Calliope SRL.
- Crédit Lyonnais Invest Ltd. renamed Calyon Holdings.
- Indosuez Levante S.A. renamed C.A.P.B. Levante.
- Indosuez Norte SL renamed C.A.P.B. Norte.
- Minerva renamed Sagrantino Italy SRL.

# **CHANGE OF CONSOLIDATION METHOD**

# French retail banking

- Other
- Crédit Agricole Reinsurance S.A. is now fully consolidated.

### Asset management

- CACEIS
- The entity CACEIS Fastnet is now consolidated on the proportional method.
- CAAM
- CA Alternative Investment Products Group SGR is now fully consolidated.
- Sim S.p.A. Selezione e Distribuzione is now fully consolidated.

#### Pacifica

 Assurances Fédérales IARD, formerly equity-accounted, is now fully consolidated.

### Corporate and investment banking

Calyon Global Partners becomes an intermediate consolidation level encompassing Calyon Leasing Corporation, Calyon North America Inc., and CLASI, which were individually removed from the scope of consolidation.

# 3.2. Main acquisitions during the year

### **ITALIAN TRANSACTIONS**

The merger of Banca Intesa and San Paolo IMI, which Crédit Agricole S.A. had approved under the agreements signed on 11 October 2006 with Banca Intesa, was completed on 1 January 2007. As a result of this transaction, Crédit Agricole S.A.'s stake in the new entity was diluted to 9.12% and the shareholders' pact to which Crédit Agricole S.A. belonged was dissolved. These events resulted in recognition of a €1,097 million gain on dilution<sup>(1)</sup> (included in net income on the disposal of fixed assets) and the deconsolidation of Crédit Agricole S.A.'s investment in Intesa Sanpaolo as from 1 January 2007.

On 22 January 2007, Crédit Agricole S.A. announced that it had sold 3.6% of ordinary Intesa Sanpaolo shares for €2,506 million. Disposals of savings shares during the year generated total proceeds of €441 million. These transactions generated a gain of €532 million (included in NBI).

### **Asset management**

On 24 January 2007, the future of the partnership in asset management, which was deferred until January 2007 under the 11 October 2006 agreements, was determined: Crédit Agricole S.A. and Intesa Sanpaolo announced that they had decided not to pursue their European project in asset management and to dissolve their partnership. Work to prepare the spin-off of CAAM Sgr, a joint subsidiary of Crédit Agricole S.A. and Intesa Sanpaolo, was carried out in 2007 and was completed in December. During this period, CAAM Sgr was consolidated on the proportional method in the accounts de Crédit Agricole S.A.

On 27 December 2007, in accordance with the terms of their agreement, Intesa Sanpaolo and Crédit Agricole S.A. completed the final stage in the unwinding of the CAAM Sgr partnership. This entailed the acquisition by Intesa Sanpaolo of business activities representing 65% of Nextra Investment Management sold by Banca Intesa to Crédit Agricole S.A. in December 2005. The price of these business activities (€864 million) was agreed based on the December 2005 selling price and taking into account the spin-off of the CAAM Sgr investment funds dedicated to the Cariparma and FriulAdria branch networks (see below), together with the property funds, into two new companies that CAAM Sgr had already sold to CAAM S.A. Taking into account the historical value maintenance adjustment applied in 2005 on the portion of the purchase cost

<sup>(1)</sup> By comparison with the amount published in the consolidated financial statements for the six months to 30 June 2007, which was adjusted for the share of reversible reserves transferred.



NOTES TO THE FINANCIAL STATEMENTS

for Nextra previously held by the Group through its stake in Intesa, which was consolidated at the time, Crédit Agricole S.A.'s gain on disposal on 27 December 2007 was €220 million. It is recorded under "Net gain/(loss) on disposal of fixed assets".

### Retail banking network

On 1 March 2007, under the agreements of 11 October 2006, Crédit Agricole S.A. completed the acquisition of 75% of Cassa di Risparmio di Parma and Piacenza (Cariparma). At the same time, Sacam International, a holding of Crédit Agricole's Regional Banks, completed its acquisition of a 10% stake in Cariparma. Cariparma Foundation owns the remaining 15%. Crédit Agricole S.A., Sacam International and Cariparma Foundation also subscribed and paid, pro rata to their respective stakes in Cariparma, the first tranche of the capital increase voted at Cariparma's annual General Meeting on 5 February 2007. This increase allowed Cariparma to acquire 76.05% of the shares of Banca Popolare FriulAdria (FriulAdria) from Intesa Sanpaolo on 1 March 2007.

On 1 April 2007, under the agreements of 11 October 2006, Intesa Sanpaolo transferred 29 branches to FriulAdria. On 21 June, after securing the required approvals from the regulatory authorities, Cariparma acquired from Intesa Sanpaolo the FriulAdria shares created when the 29 branches were transferred. After this transaction, Cariparma owned 78.68% of FriulAdria.

On 1 July 2007, under the agreements of 11 October 2006, Intesa SanPaolo transferred 173 branches to Cariparma. On 6 July 2007, after securing the required approvals from the regulatory authorities, Crédit Agricole S.A., Sacam International and Fondazione Cariparma acquired from Intesa San Paolo the shares created at the time of this transfer, pro rata to their respective stakes in Cariparma.

After these transactions, Crédit Agricole S.A. owns 75% of Cariparma, which in turn owns 78.68% of FriulAdria and 50% of the insurance company PoVita, in which Cariparma has historically held an equity stake.

These transactions are treated as follows in the consolidated accounts of the Crédit Agricole S.A. Group for the year ended 31 December 2007:

Cariparma and FriulAdria have been fully consolidated as from 1 March 2007. The 29 branches transferred by Intesa Sanpaolo to FriulAdria have been fully consolidated as from 1 April 2007. The 173 branches transferred by Intesa Sanpaolo to Cariparma have been fully consolidated as from 1 July 2007.

The identifiable assets and liabilities of Cariparma, FriulAdria and the 202 branches have been recognised at provisional fair value.

This includes recognition on the consolidated balance sheet of an amortisable intangible asset of €432 million, representing projected

future profits on bank customers existing at the time of the acquisition, net of contingent costs; an amortisable intangible asset of €10 million (for 50%), representing projected future profits on Po Vita life insurance policies in force at the time of the acquisition; a €122 million adjustment of the property assets, reflecting the fair value of the relevant assets. Recognition of these assets led to recognition of deferred tax liabilities.

■ Total purchase price €5,769 million

■ (Cariparma, Friuladria, 202 branches, after share issue and including incidental costs)

Intragroup share acquisitions -€500 million

Fair value of net assets acquired €2,720 million

■ Total goodwill recorded on consolidated balance sheet

€2,549 million

Of which: Crédit Agricole S.A. Group share of goodwill

€2,235 million

This goodwill has been calculated on a provisional basis and may be adjusted over the 12 months following the acquisition date. It belongs to the "International retail banking - Italy" cash-generating

# **EMPORIKI: DISPOSAL OF PHOENIX METROLIFE AND** ADJUSTMENT OF ALLOCATION OF ACQUISITION COST

On 9 August 2006, following a public tender offer, Crédit Agricole S.A. acquired 72% of Emporiki Bank of Greece ("Emporiki"). This stake was reduced to 67% at the end of December 2006 following the sale of 5% of the shares to Sacam International, a wholly-owned subsidiary of the Crédit Agricole Regional Banks.

Soon after it acquired control of Emporiki, Crédit Agricole S.A. initiated the process of disposing of Phoenix Metrolife Emporiki S.A. ("Phoenix"), a life insurance company controlled by Emporiki. On 8 March 2007, it signed an agreement with Groupama to acquire 100% of Phoenix. The sale of Phoenix to Groupama was completed on 30 June 2007.

From an accounting perspective, the integration of Emporiki into the Crédit Agricole S.A. Group and the disposal of Phoenix made it possible to fine-tune the calculation of the fair value of Emporiki's identifiable assets and liabilities.

The fair value of the identifiable assets and liabilities includes adjustments net opening equity, for a net reduction of €349 million (for 100%), primarily for bringing general reserves for nonperforming loans and collective provisions for credit risk into line with the Crédit Agricole S.A. Group's rules, and the valuation of Phoenix's assets and liabilities based on the price at which they were sold to Groupama.

NOTES TO THE FINANCIAL STATEMENTS

Acquisition cost (after sale of 5% to Sacam International)

€2.051 million

Fair value of net assets acquired

€535 million

Final goodwill

€1,516 million

This goodwill belongs to the "International retail banking - Greece" cash-generating unit.

# ACQUISITION BY PACIFICA, CRÉDIT AGRICOLE S.A.'S NON-LIFE INSURANCE SUBSIDIARY, OF 60% OF ASSURANCES FÉDÉRALES IARD

Under the agreement of 23 December 2004 between AGF and Crédit Agricole S.A., on 18 May 2007, AGF exercised its put option for 60% of Assurances Fédérales IARD. After securing the required approvals from the regulatory authorities, on 27 September 2007, Pacifica acquired the corresponding shares, thereby becoming the sole shareholder of Assurances Fédérales IARD. On 28 December 2007, this company was merged into Pacifica. The transaction was backdated to 1 January 2007.

With this acquisition, Pacifica, whose range is primarily distributed through the Crédit Agricole Regional Bank network, plans to step up its deployment in non-life insurance by distributing Pacifica's products through the LCL branch network.

The identifiable assets and liabilities of Assurances Fédérales IARD as of the acquisition date have been recognised at provisional fair value:

- Acquisition cost (including incidental expenses) €126 million
- Fair value of net assets acquired €75 million
- Goodwill €51 million

This goodwill has been calculated on a provisional basis and may be adjusted over the 12 months following the acquisition date. It belongs to the "Pacifica Group" cash-generating unit.

The 40% stake in Assurances Fédérales IARD previously held by Pacifica was accounted for on the equity method. In 2007, Assurances Fédérales IARD was fully consolidated as from 1 January 2007.

# ACQUISITION OF BANK SARASIN EUROPE S.A. BY CRÉDIT AGRICOLE LUXEMBOURG

Under the agreement of 15 May 2007 between Banque Sarasin & Cie S.A., Basle, Switzerland, and Crédit Agricole Luxembourg, and after securing the required approvals from the regulatory authorities, on 2 July 2007, Crédit Agricole Luxembourg acquired 100% of Bank Sarasin Europe S.A., which was renamed Crédit Agricole Luxembourg Bank.

This acquisition strengthens Crédit Agricole S.A. Group's private banking operations in Europe.

The identifiable assets and liabilities of Crédit Agricole Luxembourg Bank as of the acquisition date have been recognised at provisional fair value:

- Acquisition cost (including incidental expenses) €144 million
- Fair value of net assets acquired €48 million
- Goodwill €96 million

This goodwill has been calculated on a provisional basis and may be adjusted over the 12 months following the acquisition date. It belongs to the "International private banking" cash-generating unit.

Crédit Agricole Luxembourg Bank has been fully consolidated since 2 July 2007.

# ACQUISITION OF PROPERTY DEVELOPER MONNÉ-DECROIX BY CRÉDIT AGRICOLE IMMOBILIER

Under the agreement of 17 July 2007, after securing the required approvals from the regulatory authorities, on 25 July 2007, Crédit Agricole Immobilier acquired control of the holding company of the Monné-Decroix Group, a French property developer active primarily in multi-family housing.

The acquisition reinforces Crédit Agricole Immobilier's property development operations.

Given the terms and conditions of the agreement of sale, 100% of the Monné-Decroix Group was consolidated as of the acquisition date. The identifiable assets and liabilities of the Monné-Decroix Group as of the acquisition date have been recognised at provisional fair value:

- Acquisition cost €204 million (including incidental costs and the estimated fair value of future payments)
- Fair value of net assets acquired €116 million
- Goodwill €88 million

This goodwill has been calculated on a provisional basis and may be adjusted over the 12 months following the acquisition date. It belongs to the "Groupe CA Immobilier" cash-generating unit, which is part of the "Proprietary asset management and other activities" business line.

The Monné-Decroix Group has been fully consolidated since 25 July 2007.

# ACQUISITION BY SOFINCO, THE CONSUMER FINANCE SUBSIDIARY, OF INTERBANK AND DMC GROEP

Under the agreement of 31 July 2007 with ABN Amro, after securing approval from the regulatory authorities, on 15 November 2007, Sofinco acquired 100% of Interbank N.V. and DMC Groep N.V.

NOTES TO THE FINANCIAL STATEMENTS

The acquisition strengthens the Group's market share in consumer finance in the Netherlands, where Sofinco was already active via its Ribank subsidiary.

The identifiable assets and liabilities of Interbank and DMC Groep as of the acquisition date have been recognised at provisional fair value:

- Acquisition cost (including incidental expenses) €111 million
- Fair value of net assets acquired €29 million
- €82 million

This goodwill has been calculated on a provisional basis and may be adjusted over the 12 months following the acquisition date. It belongs to the "Sofinco Group" cash-generating unit.

Interbank and DMC Groep have been fully consolidated since 1 November 2007.

### TENDER OF CRÉDIT AGRICOLE S.A. SHARES TO NOVA SCOTIA'S OFFER FOR BANCO DEL DESARROLLO

On 5 October 2007, Crédit Agricole S.A. tendered its 23.7% shareholding in Chilean bank Banco del Desarrollo to the public tender offer launched by Canadian group Nova Scotia.

The stake in Banco del Desarrollo was deconsolidated on 1 October 2007. The disposal generated proceeds of €117 million before taxes and duties, which is included under "Net income (loss) on disposal of fixed assets".

### ACQUISITION OF OLYMPIA CAPITAL GROUP BY CACEIS, JOINT SUBSIDIARY OF CRÉDIT AGRICOLE S.A. AND **NATIXIS IN SECURITIES AND INVESTOR SERVICES**

Under the terms of the agreement of 30 July 2007, after securing the required approvals from the regulatory authorities, on 28 November 2007, CACEIS, via its subsidiary CACEIS Fastnet American Administration (CACEIS Fastnet AA), acquired 100% of the Olympia Capital Group, a fund administrator which specialises in alternative investments and operates in the USA, Bermuda and Canada.

For CACEIS, this operation was part of its strategy of strengthening its range of services to alternative investment funds.

Following this transaction, CACEIS Fastnet AA and the Olympia Capital Group are fully controlled by CACEIS, which in turn is jointly controlled by Crédit Agricole S.A. and Natixis. Consequently, CACEIS Fastnet AA and the Olympia Capital Group are proportionately consolidated in the consolidated accounts of Crédit Agricole S.A.

The identifiable assets and liabilities of the Olympia Capital Group as of the acquisition date have been recognised at provisional fair value:

 Acquisition cost (including €243 million incidental costs) for CACEIS (price at 28 November 2007)

 Fair value of net assets acquired by CACEIS

€9 million

Goodwill booked by CACEIS

€234 million

Consolidated goodwill on Crédit Agricole S.A. balance sheet

€117 million

This goodwill has been calculated on a provisional basis and may be adjusted over the 12 months following the acquisition date. It belongs to the "CACEIS Group" cash-generating unit.

CACEIS Fastnet AA and the Olympia Capital Group have been proportionately consolidated since 28 November 2007.

### ACQUISITION BY CACEIS, JOINT SUBSIDIARY OF CRÉDIT AGRICOLE S.A. AND NATIXIS IN SECURITIES AND INVESTOR SERVICES, OF THE CUSTODY BUSINESS OF **HVB**

On 28 December 2007, under the agreement of 3 July 2007, after securing the required approvals from the regulatory authorities, CACEIS acquired 100% of Financial Markets Service Bank GmbH, which handled the custody business of HypoVereinsbank (HVB). It will operate its business within the CACEIS group under the name CACEIS Bank Deutschland GmbH.

This acquisition is part of CACEIS's strategy to expand its operations in Europe.

Following this acquisition, CACEIS Bank Deutschland GmbH is controlled exclusively by CACEIS, which in turn is jointly controlled by Crédit Agricole S.A. and Natixis. Consequently, CACEIS Bank Deutschland GmbH is proportionately consolidated in the consolidated accounts of Crédit Agricole S.A.

The identifiable assets and liabilities of CACEIS Bank Deutschland GmbH as of the acquisition date have been recognised at provisional fair value:

Acquisition cost (including incidental expenses) for CACEIS €461 million

 Fair value of net assets acquired by CACEIS €100 million

Goodwill booked by CACEIS €361 million

 Consolidated goodwill on Crédit Agricole S.A. balance sheet

€180 million

This goodwill has been calculated on a provisional basis and may be adjusted over the 12 months following the acquisition date. It belongs to the "CACEIS Group" cash-generating unit.

CACEIS Bank Deutschland GmbH has been proportionately consolidated since 28 December 2007.

NOTES TO THE FINANCIAL STATEMENTS

# 3.3. Investments in equity affiliates

	31/12/2007								
(in millions of euros)	Equity- accounted value	Market value	Total assets	Net banking income	Net income	Share of net income			
Financial institutions:	13,472					1,136			
Bank Al Saudi Al Fransi	626	3,669	18,077	716	525	129			
B.E.S.	1,021	1,800	68,355	1,969	607	152			
Regional Banks and affiliates	11,764					867			
Other	61					(12)			
Non-finance companies:	968					133			
Eurazeo (1)	845	765	13,448	2,204	973	128			
Other	123					5			
Net book value of investments in equity affiliates	14,440					1,269			

<sup>(1)</sup> Asset, net banking income and net income published by the Company at 30/06/2007.

	31/12/2006							
(in millions of euros)	Equity- accounted value	Market value	Total assets	Net banking income	Net income	Share of net income		
Financial institutions:	16,457					1,529		
Bank Al Saudi Al Fransi	561	2,869	16,112	832	638	153		
B.E.S.	860	1,624	59,138	2,817	420	79		
Regional Banks and affiliates	10,891					861		
Banca Intesa SpA (1)	3,945	6,788	282,729	7,795	2,173	419		
Other	200					17		
Non-finance companies:	791					142		
Eurazeo (2)	649	899	10,428	636	112	85		
Other	142					57		
NET BOOK VALUE OF INVESTMENTS IN EQUITY AFFILIATES	17,248					1,671		

- (1) Asset, net banking income and net income published by the Company at 30/09/2006.
- (2) Asset, net banking income and net income published by the Company at 30/06/2006.

# 3.4. Securitisation transactions and special-purpose entities

# SECURITISATION TRANSACTIONS CARRIED OUT ON BEHALF OF CUSTOMERS

These transactions usually involve the creation of special purpose entities (SPEs) which are not consolidated if Calyon does not exercise control. The criterion of control is usually appreciated on an "in substance" basis (i.e. ownership in the risks and rewards).

Calyon has carried out a number of securitisation transactions on behalf of its customers:

 Calyon manages four non-consolidated SPEs in Europe and America (Hexagon Finance a.r.l., LMA, Atlantic Asset Securitization Corp and La Fayette Asset Securitization) in relation to transactions carried out by customers. These SPEs finance themselves by issuing short term notes and euro and USD commercial paper. Calyon issues letters of credit to guarantee a portion of the risk of default attaching to the assets securitised by its customers, which amounted to €1.12 billion at 31 December 2007. Calyon had also granted a total of €23.03 billion in cash lines to these SPEs at 31 December 2007. Total outstandings held by the conduits amounted to €16.77 billion at 31 December 2007;

 Calyon also manages a consolidated SPE (ESF), which was dormant at 31 December 2007;



NOTES TO THE FINANCIAL STATEMENTS

 Lastly, Calyon manages a consolidated French credit institution, Ester Finance Titrisation, to which it had granted a total of €162.5 million at 31 December 2007.

At 31 December 2007, Calyon had granted €261 million in letters of credit and €1.92 billion in cash lines to securitisation funds which are neither consolidated nor managed by the bank.

### SECURITISATION TRANSACTIONS ON OWN ACCOUNT

Calyon and Sofinco carry out securitisation transactions on own account:

### 1. Transactions carried out by Calyon

As part of its portfolio management strategy, Calyon carries out synthetic securitisation transactions to transfer the credit risk on some of its portfolios to the market.

In 2007, the bank carried out a new securitisation programme in Europe and in the USA for a total of €2.37 billion to manage growth in its corporate financing activities.

At 31 December 2007, there were thirteen synthetic securitisation transactions outstanding maturing between 2009 and 2013, with a total nominal value of €50.9 billion.

Calyon had retained a total of €1,329 million in non-investmentgrade risk, plus a residual share in the investment-grade tranches amounting to €678 million.

The loans concerned are kept on the bank's balance sheet or in off-balance sheet items, while most of the credit enhancement is recognised in financial instruments.

### 2. Transactions carried out by Sofinco

The Sofinco group also carries out securitisation transactions. At 31 December 2007, the Sofinco Group managed 12 consolidated consumer credit securitisation and dealer receivable financing vehicles in Europe. The net book values of the relevant assets (net of associated liabilities) amounted to €3,588 million at 31 December 2007 compared with €3,620 million at 31 December 2006. They include customer loans with a net book value of €3,169 million at 31 December 2007 compared with €3,223 million at 31 December 2006.

Securitisation transactions carried out within the Sofinco Group are not considered to be forming part of a deconsolidation transaction and have therefore been reintegrated into the Crédit Agricole S.A. Group's consolidated accounts.

# OTHER SPECIAL PURPOSE ENTITIES - UNITS IN FUNDS

Special purpose entities and funds are consolidated when the Group exercises control in substance.

The entities concerned appear in the list of consolidated companies in Note 12.

At 31 December 2007, Calyon had fully consolidated five funds, Predica, nineteen funds and Pacifica, three funds.

NOTES TO THE FINANCIAL STATEMENTS

# 3.5. Investments in non-consolidated companies

These investments, which are included in the portfolio of "Available-for-sale assets", consist of floating-rate securities representing a significant percentage of the share capital of the companies that issued them and are intended to be held for the long term.

	31/12/2007		31/12/200	06
(in millions of euros)	Net book value	% interest	Net book value	% interest
AGRICEREALES	77	37.6	73	37.6
ATTIJARIWAFA Bank	74	1.4	57	1.4
BANKINTER	237	4.8		
BFO SA (5)	44	99.0	138	99.7
B IMMOBILIER	80	100.0	71	100.0
CPR BK (4)			337	100.0
Crédit Logement (Shares A and B)	456	33.0	451	33.0
FONCIERE DES MURS	175	18.1	176	18.1
FONCIERE DEVELOPPEMENT LOGEMENT	155	15.1	221	15.1
GECINA NOM (3)			848	10.3
HOLDING INFRASTRUCTURES DE TRANSPORT (SANEF)	249	12.4	188	12.4
INTESA SAN PAOLO (6)	3,538	5.1		
KORIAN	216	27.1	281	27.1
LOGISTIS II LUXEMBOURG (2)			135	6.5
PARCS GFR	74	40.5	48	40.5
SCI 1 TER BELLINI	112	33.3	96	33.3
SCI ILOT 13	73	50.0	22	50.0
SCI LOGISTIS	126	33.3		
SCI PAUL CEZANNE (2)			189	50.0
SCI VAL HUBERT	110	50.0	78	50.0
SCI WASHINGTON	118	34.0	147	34.0
SICOVAM HOLDING	160	24.0	146	24.0
Other	1,604		1,789	
BOOK VALUE OF INVESTMENTS IN NON-CONSOLIDATED COMPANIES (1)	7,678		5,491	

<sup>(1)</sup> Including €840m in long-term impairment recognised at 31 December 2007.

<sup>(2)</sup> Disposed of in 2007.

<sup>(3)</sup> Reclassified from Non-consolidated investments category.

<sup>(4)</sup> Company liquidated in 2007.

<sup>(5)</sup> Cancellation of shares, capital decrease duly recorded.

<sup>(6)</sup> Deconsolidated in 2007.

**>>** 

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

NOTES TO THE FINANCIAL STATEMENTS

# 3.6. Goodwill

(in millions of euros)	01.01.2007	Additions (acquisi- tions)	Decreases (disposals)	Impair- ment los- ses during the period	Translation adjust- ments	Other move- ments <sup>(1)</sup>	31/12/2007
Gross value							
French retail banking							
Groupe LCL	5,263						5,263
Specialised financial services	5,200						0,200
Sofinco Group	1,082	85			1	(8)	1,160
Finaref Group - France	1,017	9			·	(9)	1,026
Finaref Group – Nordic	183						183
Danaktiv	41						41
Lukas	264						264
CA Leasing Group	160						160
EFL EFL	196						196
Eurofactor Group	62						62
Asset management, insurance and private banking							02
CAAM Group	2,448	18	(465)		(4)	17	2,014
International Private Banking	497	96	(100)		(.)		593
Predica Group	483						483
Pacifica Group	33	51					84
CACEIS Group	92	296				(1)	387
Finaref Group	408					(-)	408
Insurance in Portugal	230					1	231
Corporate and investment banking	1,743					14	1,757
International retail banking	-,						.,
Serbia	28						28
Greece	1,519					(3)	1,516
Ukraine	170				(17)	27	180
Egypt	180				(11)		169
Italy		2,549			(**)		2,549
Proprietary asset management and other activities	4	97					101
Accumulated impairment losses							
French retail banking							
Specialised financial services							
Finaref Group – Nordic							
CA Leasing Group	(63)						(63)
EFL EFL	(73)						(73)
Asset management, insurance and private banking	(10)			(14)		13 (2)	(11)
Corporate and investment banking	(14)			(/			(14)
International retail banking	(.,)						(. 1)
Ukraine				(65)			(65)
Proprietary asset management and other activities				(50)			(50)
NET BOOK VALUE *	15,943	3,201	(465)	(79)	(31)	60	18,629

By comparison with previously published figures, at 1 January 2007, goodwill was reduced by €763 million due to the change in accounting method for treating movements in minority interests (see Note 1).

<sup>(1)</sup> Mainly adjustments made during the goodwill allocation period.

<sup>(2)</sup> Transferred to provisions for risks and expenses.

NOTES TO THE FINANCIAL STATEMENTS

Goodwill at 1 January 2007 was subject to impairment testing based on the assessment of the value in use of the cash generating units (CGU) to which it is associated. The determination of value in use was calculated by discounting the CGU's estimated future cash flows calculated from the medium term plans developed to meet budget process requirements. The following assumptions were used:

- estimated future cash flows: projected data over three years, based on the Group's development plan;
- perpetual growth rates: rates varying depending on the CGU, as shown in the table below;
- discount rate: rates varying depending on the CGU, as shown in the table below.

In 2007	Perpetual growth rates	Discount rate
Retail banking (French & International)	2% to 3%	9.2% to 17.4%
SFS	2% to 2.5%	9.2% to 12.2%
Asset management, insurance and private banking	1.5% to 2%	9.7% to 11%
Corporate and investment banking	0%	13.4%

After testing, a total impairment charge of €79 million was recognised for 2007.

NOTES TO THE FINANCIAL STATEMENTS

(in millions of euros)	01.01.2006	Additions (acquisi- tions)	Decreases (disposals)	Impair- ment los- ses during the period	Translation adjust- ments	Other move- ments	31/12/2006
Gross value							
French retail banking							
LCL Group	5,261	14				(12)	5,263
Specialised financial services							
Sofinco Group	559	522			1		1,082
Finaref Group - France	1,017						1,017
Finaref Group - Nordic	183						183
Danactiv	41						41
Lukas	264						264
CA Leasing Group	160						160
EFL	196						196
Eurofactor Group	62						62
Asset management, insurance and private banking							
CAAM Group	2,533	49			(1)	(133)	2,448
International Private Banking	497						497
Predica Group	483						483
Pacifica Group	33						33
CACEIS Group	88	6	(2)				92
Finaref Group	408						408
Insurance in Portugal		230					230
Corporate and investment banking	1,759	94	(14)		(14)	(82)	1,743
International retail banking							
Serbia	26	47				(45)	28
Greece		1,519					1,519
Ukraine		175			(5)		170
Egypt		175			(17)	22	180
Proprietary asset management and other activities		4					4
Accumulated impairment losses							
French retail banking							
Specialised financial services							
Finaref Group – Nordic							
CA Leasing Group				(63)			(63)
EFL	(73)			. ,			(73)
Asset management, insurance and private banking	(10)						(10)
Corporate and investment banking	(14)						(14)
International retail banking							
Proprietary asset management and other activities							
NET BOOK VALUE *	13,473	2,835	(16)	(63)	(36)	(250)	15,943

<sup>\*</sup> By comparison with previously published figures, at 1 January 2006, goodwill was reduced by €637 million at 1/1/2006 and €126 million over the period due to the change in accounting method for treating movements in minority interests (see Note 1).

NOTES TO THE FINANCIAL STATEMENTS

# Note 4

# Financial management, exposure to risk and hedging policy

Crédit Agricole S.A.'s Financial Management division is responsible for organising financial flows within the Crédit Agricole S.A. Group, defining and implementing refinancing rules, asset and liability management, and managing prudential ratios. It sets out the principles and ensures a cohesive financial management system throughout the Group.

The Group's risk management is handled by the Group Risk Management and Permanent Controls Department (DRG). This department reports to the CEO, and its task is to control credit, market and operational risks and to oversee projects affecting management of these risks.

A description of these processes and narrative information now appear in the management report in the section entitled "Risk factors", as allowed by IFRS 7. Nonetheless, the accounting breakdowns are still presented in the financial statements.

# 4.1. Credit risk

Credit risk: A credit risk occurs when a counterparty is unable to honour its obligations and when the book value of these obligations in the bank's records is positive. The counterparty may be a bank, an industrial or commercial enterprise, a government and its various entities, an investment fund, or a natural person.

The exposure may be a loan, debt security, deed of property, performance exchange contract, performance bond or unused confirmed commitment. The risk also includes the settlement risk inherent in any transaction entailing an exchange of cash or physical goods outside a secure settlement system (see management report, "Risk factors in the Crédit Agricole S.A. Group").

The tables below show the exposure of the different categories of financial assets and of loans and advances to banks and customers and customer accounts based on various risk concentration criteria.

An entity's maximum exposure to credit risk is the gross book value, net of any offset amount and any recognised loss of value.

# **CONCENTRATION BY CUSTOMER TYPE**

Information on an analysis by type of counterparty now follows the lexical and correspondence rules defined by the FINREP regulatory financial reporting framework.



NOTES TO THE FINANCIAL STATEMENTS

# Financial assets by customer type

	Pay	yment arrear	s on non-impa	Net book value of impaired assets	Impairment of financial assets, individually and collectively tested	
(in millions of euros)	≤ 90 davs	> 90 days ≤ 180 days	> 180 days ≤ 1 year	> 1 year		
Equity instruments					6,491	2,281
Debt instruments	-	-	-	-	187	107
Central administrations						
Banks					93	34
Institutions other than banks					88	22
Large corporations					6	51
Retail customers						
Loans and advances	3,543	143	9	2	4,406	8,615
Central administrations	40	2			31	100
Banks	1,367				4	49
Institutions other than banks	37				140	99
Large corporations	77	2	7	1	1,524	4,760
Retail customers	2,022	139	2	1	2,707	3,607
TOTAL	3,543	143	9	2	11,084	11,003

Due from banks and loans and advances to customers by customer type: Doubtful and impairement (excluding Crédit Agricole internal transactions)

	31/12/2007							
(in millions of euros)	Gross	Doubtful debts	Impairment of doubtful debts	Bad debts	Impairment of bad debts	Total		
Central administrations and institutions other than banks	15,057	104	65	205	75	14,917		
Banks	88,092	27	24	43	43	88,025		
Large corporations	160,439	2,301	1,157	2,317	1,842	157,440		
Retail customers	133,669	2,312	1,018	3,271	1,893	130,758		
TOTAL *	397,257	4,744	2,264	5,836	3,853	391,140		
Net accrued interest						1,903		
Collective impairment						(2,159)		
Net book value						390,884		

Including €1 660 million in unimpaired restructured loans (performing customer loans).

NOTES TO THE FINANCIAL STATEMENTS

	31/12/2006						
(in millions of euros)	Gross	Doubtful debts	Impairment of doubtful debts	Bad debts	Impairment of bad debts	Total	
Central government and institutions other							
than banks	5,701	4		109	94	5,607	
Banks	82,151	151	115	147	147	81,889	
Large corporations	150,282	2,398	1,283	2,327	1,163	147,836	
Retail customers	98,133	2,183	1,212	2,129	1,682	95,239	
TOTAL	336,267	4,736	2,610	4,712	3,086	330,571	
Net accrued interest						2,426	
Collective impairment						(1,776)	
Net book value						331,221	

# Commitments given to customers by customer type

(in millions of euros)	31/12/2007	31/12/2006
Financing commitments given to customers		
Central government and institutions other than banks	8,561	5,183
Large corporations	112,767	91,308
Retail customers	38,699	27,924
TOTAL	160,027	124,415
Guarantee commitments given to customers		
Central government and institutions other than banks	4,081	208
Large corporations	77,095	79,112
Retail customers	6,725	26,524
TOTAL	87,901	105,844

# Customer accounts by customer type

(in millions of euros)	31/12/2007	31/12/2006
Central government and institutions other than banks	54,067	8,965
Large corporations	62,268	85,087
Retail customers	269,624	255,643
TOTAL	385,959	349,695
Accrued interest	1,294	1,116
Net book value	387,253	350,811



NOTES TO THE FINANCIAL STATEMENTS

# **BY GEOGRAPHICAL AREA**

Due from banks and loans and advances to customers by geographical area (excluding Crédit Agricole internal transactions)

	31/12/2007					
(in millions of euros)	Gross	o/w doubtful debts	Impairment of doubtful debts	o/w bad debts	Impairment of bad debts	Total
France (inc. overseas departments and territories)	173,676	2,270	692	2,522	1,896	171,088
Other EU countries	134,536	2,253	1,442	1,739	678	132,416
Rest of Europe	13,661	35	33	34	34	13,594
North America	25,023	11	5	1,073	870	24,148
Central and South America	12,973	54	17	136	102	12,854
Africa and Middle-East	14,568	105	72	305	247	14,249
Asia-Pacific (exc. Japan)	15,812	12	3	27	26	15,783
Japan	7,008	4				7,008
TOTAL *	397,257	4,744	2,264	5,836	3,853	391,140
Net accrued interest						1,903
Collective impairment						(2,159)
Net book value						390,884

Including €1,660 million in unimpaired restructured assets (performing customer loans).

	31/12/2006					
(in millions of euros)	Gross	o/w doubtful debts	Impairment of doubtful debts	o/w bad debts	Impairment of bad debts	Total
France (inc. overseas departments						
and territories)	152,674	2,499	917	2,583	1,977	149,780
Other EU countries	107,536	1,745	1,428	1,204	401	105,707
Rest of Europe	10,114	62	29	113	69	10,016
North America	25,500	157	26	140	76	25,398
Central and South America	8,418	146	123	169	128	8,167
Africa and Middle-East	13,546	108	81	332	297	13,168
Asia-Pacific (exc. Japan)	13,022	12	6	169	136	12,880
Japan	5,457	7		2	2	5,455
TOTAL	336,267	4,736	2,610	4,712	3,086	330,571
Net accrued interest						2,426
Collective impairment						(1,776)
Net book value						331,221

NOTES TO THE FINANCIAL STATEMENTS

# Commitments given to customers by geographical area

(in millions of euros)	31/12/2007	31/12/2006
Financing commitments given to customers		
France (incl. overseas departments and territories)	63,488	58,095
Other EU countries	46,951	25,301
Rest of Europe	8,495	4,733
North America	25,079	25,794
Central and South America	4,978	2,648
Africa and Middle-East	4,818	2,691
Asia-Pacific (exc. Japan)	5,208	4,078
Japan	1,010	1,075
TOTAL	160,027	124,415
Guarantee commitments given to customers		
France (incl. overseas departments and territories)	59,993	49,787
Other EU countries	12,716	40,082
Rest of Europe	2,356	1,626
North America	5,109	4,044
Central and South America	1,712	3,567
Africa and Middle-East	2,536	1,763
Asia-Pacific (exc. Japan)	3,263	4,697
Japan	216	278
TOTAL	87,901	105,844

# Customer accounts by geographical area

(in millions of euros)	31/12/2007	31/12/2006
France (incl. overseas departments and territories)	266,449	253,659
Other EU countries	51,848	41,569
Rest of Europe	9,906	8,018
North America	19,449	9,261
Central and South America	8,684	5,803
Africa and Middle-East	13,652	13,173
Asia-Pacific (exc. Japan)	8,581	10,975
Japan	7,308	6,832
Supranational organisations	82	405
TOTAL	385,959	349,695
Net accrued interest	1,294	1,116
Net book value	387,253	350,811

NOTES TO THE FINANCIAL STATEMENTS

#### Derivative financial instruments - Counterparty risk

	31/12/	2007	31/12/	2006
(in millions of euros)	Market value	Potential credit risk *	Market value	Potential credit risk *
Governments, OECD central banks and similar	1,846	553	792	508
OECD financial institutions and similar	86,369	73,897	83,975	74,004
Other counterparties	24,518	10,381	9,935	11,445
TOTAL	112,733	84,831	94,702	85,957
Risk on:				
interest rate, exchange rate and commodities	98,800	59,632	80,457	73,519
equity and index derivatives	13,829	25,956	14,146	12,525
Impact of netting agreements	79,247	36,936	82,237	53,282
TOTAL AFTER IMPACT OF NETTING AGREEMENTS	33,486	47,895	12,465	32,675

Contracts among members of the network are excluded as they carry no risk.

#### 4.2. Market Risk

Market risk is the risk of a negative impact on the income statement or balance sheet of adverse fluctuations in the value of financial instruments following changes in market parameters:

- interest rates: interest rate risk is the risk of a change in the fair value of a financial instrument or the future cash flows from a financial instrument due to a change in interest rates;
- exchange rates: currency risk is the risk of a change in the fair value of a financial instrument due to a change in exchange rates;
- prices: price risk is the risk of a change in the price or volatility of equities and commodities, baskets of equities and stock indices. The instruments most exposed to this risk are variable-income securities, equity derivatives and commodity derivatives. (see management report, "Risk factors in the Crédit Agricole S.A. Group").

Calculated in accordance with prudential standards (ESR).

NOTES TO THE FINANCIAL STATEMENTS

# DERIVATIVE FINANCIAL INSTRUMENTS: ANALYSIS BY REMAINING MATURITY

## Derivative hedging instruments – asset fair value

	31/12/2007							
	Exchange-traded			Ove	er-the-counte			
(in millions of euros)	Under 1 year	1-5 years	Over 5 years	Under 1 year	1-5 years	Over 5 years	Total Fair value	Total Fair value
Interest rate instruments	36	-	-	4,036	2,997	2,619	9,688	3,100
Futures	33						33	2
Interest rate swaps				4,018	2,750	2,181	8,949	2,700
Interest rate options				4		6	10	21
Caps, floors, collars				14	247	432	693	376
Other options	3						3	1
Currency and gold	-	-	-	154	87	88	329	282
Currency futures				154	87	88	329	280
Currency options							-	2
Other	-	-	-	44	77	41	162	205
Equity and index derivatives				44	77	41	162	205
Sub-total	36	-	-	4,234	3,161	2,748	10,179	3,587
Forward currency transactions				188	44	211	443	247
Net book value	36	-	-	4,422	3,205	2,959	10,622	3,834

# Derivative financial instruments - asset fair value

	31/12/2007							
	Exchange-traded			Ov	er-the-counte	r		
(in millions of euros)	Under 1 year	1-5 years	Over 5 years	Under 1 year	1-5 years	Over 5 years	Total Fair value	Total Fair value
Interest rate instruments	19	-	-	33,105	16,314	60,582	110,020	91,623
FRAs				192	35		227	35
Interest rate swaps				31,331	10,091	35,851	77,273	73,885
Interest rate options				20	1,209	6,106	7,335	17,616
Caps, floors, collars				1,299	3,660	6,162	11,121	59
Other options	19			263	1,319	12,463	14,064	28
Currency and gold	-	-	-	3,170	1,813	75	5,058	8,262
Currency futures				147	1,187	17	1,351	5,277
Currency options				3,023	626	58	3,707	2,985
Other	3,055	5,333	1,632	6,189	19,843	17,923	53,975	25,241
Equity and index derivatives	3,052	5,333	1,632	4,760	7,645	936	23,358	8,610
Commodities derivatives	3			1,068			1,071	1,009
Credit derivatives				298	11,876	16,979	29,153	1
Other				63	322	8	393	15,621
Sub-total	3,074	5,333	1,632	42,464	37,970	78,580	169,053	125,126
Forward currency transactions				2,474	3,890	2	6,366	307
Net book value	3,074	5,333	1,632	44,938	41,860	78,582	175,419	125,433



NOTES TO THE FINANCIAL STATEMENTS

# Derivative hedging instruments - Liabilities and shareholder's equity fair value

	31/12/2007							
	Exchange-traded			Ove	er-the-counte	r		
(in millions of euros)	Under 1 year	1-5 years	Over 5 years	Under 1 year	1-5 years	Over 5 years	Total Fair value	Total Fair value
Interest rate instruments	-	-	-	3,874	2,895	2,493	9,262	3,865
Interest rate swaps				3,865	2,890	2,466	9,221	3,726
Interest rate options				3		20	23	103
Caps, floors, collars				2	5	7	14	1
Other options				4			4	35
Currency and gold	-	-	-	1,089	553	110	1,752	277
Currency futures				1,089	553	110	1,752	274
Currency options							0	3
Other	-	-	-	1	-	-	1	11
Equity and index derivatives				1			1	11
Sub-total				4,964	3,448	2,603	11,015	4,153
Forward currency transactions				145	33	300	478	91
Net book value	-	-	-	5,109	3,481	2,903	11,493	4,244

## Derivative financial instruments - Liabilities and shareholder's equity fair value

			3	1/12/2007				31/12/2006
	Exchange-traded			Ove	er-the-counte	r		
(in millions of euros)	Under 1 year	1-5 years	Over 5 years	Under 1 year	1-5 years	Over 5 years	Total Fair value	Total Fair value
Interest rate instruments	5	-	-	34,985	18,732	59,609	113,331	90,333
FRAs					174		174	1
Interest rate swaps				32,486	12,158	33,664	78,308	71,139
Interest rate options				36	1,314	6,017	7,367	18,739
Caps, floors, collars				1,511	3,242	7,959	12,712	82
Other options	5			952	1,844	11,969	14,770	372
Currency and gold	-	-	-	395	5,549	233	6,177	8,140
Currency futures				178	1,324	8	1,510	5,475
Currency options				217	4,225	225	4,667	2,665
Other	2,730	4,395	1,221	6,543	18,468	13,576	46,933	21,168
Equity and index derivatives	2,730	4,395	1,221	4,195	5,207	1,468	19,216	5,695
Commodities derivatives				1,123			1,123	533
Credit derivatives				1,225	11,631	12,108	24,964	252
Other					1,630		1,630	14,688
Sub-total	2,735	4,395	1,221	41,923	42,749	73,418	166,441	119,641
Forward currency transactions				2,519	3,890		6,409	363
Net book value	2,735	4,395	1,221	44,442	46,639	73,418	172,850	120,004

NOTES TO THE FINANCIAL STATEMENTS

## **DERIVATIVE FINANCIAL INSTRUMENTS: TOTAL COMMITMENTS**

	31/12/2007	31/12/2006
(in millions of euros)	Total notional amount outstanding	
Interest rate instruments	10,792,851	10,062,566
Futures	262,141	33,692
FRAs	802,985	707,810
Interest rate swaps	5,961,638	5,943,121
Interest rate options	2,191,490	1,856,377
Caps, floors, collars	1,567,385	14,123
Other options (1)	7,212	1,507,443
Currency and gold	1,612,597	1,194,970
Currency futures	841,920	761,860
Currency options	770,677	433,110
Other	2,159,087	872,667
Equity and index derivatives	363,349	249,738
Precious metal derivatives	438	150
Commodities derivatives	40,372	39,202
Credit derivatives	1,754,641	581,859
Other	287	1,718
Sub-total	14,564,535	12,130,203
Forward currency transactions	1,137,513	568,953
NET BOOK VALUE	15,702,048	12,699,156

<sup>(1)</sup> In 2006, €1,449,910 million of the amount included under other options consisted of commitments relating to Cap-Floor-Collar derivatives.

# **CURRENCY RISK**

# Analysis of the consolidated balance sheet by currency

	31/12/	2007	31/12/	2006
(in millions of euros)	Assets	Liabilities and shareholders' equity	Assets	Liabilities and shareholders' equity
EUR	1,126,042	1,078,859	997,148	950,823
Other EU currencies	54,203	54,937	52,227	66,899
USD	156,529	210,559	131,310	168,934
JPY	26,604	27,694	26,334	25,119
Other currencies	50,845	42,174	53,514	48,758
TOTAL	1,414,223	1,414,223	1,260,533	1,260,533

NOTES TO THE FINANCIAL STATEMENTS

# 4.3. Liquidity and financing risk

Liquidity and financing risk is the risk of loss if the company is unable to meet its financial commitments in timely fashion and at reasonable prices when they reach maturity.

These commitments include obligations to depositors and suppliers, as well as commitments in respect of loans and investments (see management report, "Risk factors in the Crédit Agricole S.A. Group").

## BREAKDOWN OF DEBT SECURITIES IN ISSUE AND SUBORDINATED DEBT BY CURRENCY

		31/12/2007			31/12/2006	
(in millions of euros)	Bonds	Fixed-term subordinated debt	Perpetual subordinated debt	Bonds	Fixed-term subordinated debt	Perpetual subordinated debt
EUR	52,769	9,530	7,986	39,084	11,043	9,819
Fixed-rate	22,457	8,663	1,257	17,332	9,275	5,571
Floating rate	30,312	867	6,729	21,752	1,768	4,248
Other EU currencies	3,438	89	2,060	3,254	-	2,246
Fixed-rate	1,111		2,060	1,504		1,501
Floating rate	2,327	89		1,750		745
USD	3,822	616	1,359	1,809	535	2
Fixed-rate	3,787	577	340	291	531	2
Floating rate	35	39	1,019	1,518	4	
JPY	464	61	-	7	64	-
Fixed-rate	268	61		7	64	
Floating rate	196					
Other currencies	1,403	51	403	715	12	259
Fixed-rate	1,282		274	685	12	259
Floating rate	121	51	129	30		
TOTAL	61,896	10,347	11,808	44,869	11,654	12,326
Fixed-rate	28,905	9,301	3,931	19,819	9,882	7,333
Floating rate	32,991	1,046	7,877	25,050	1,772	4,993

(Total principal outstanding, excluding unallocated accrued interest)

# DUE FROM BANKS AND LOANS AND ADVANCES TO CUSTOMERS BY REMAINING MATURITY

		31/12/2007					
(in millions of euros)	Under 3 months	> 3 months to ≤ 1 year	> 1 year to ≤ 5 years	> 5 years	Total		
Loans and advances to banks (incl. Crédit Agricole internal transactions)	111,040	54,701	78,402	72,746	316,889		
Loans and advances to customers (o/w lease finance)	79,265	41,763	103,090	85,047	309,165		
TOTAL	190,305	96,464	181,492	157,793	626,054		
Accrued interest					3,262		
Impairment					(8,684)		
Net book value					620,632		

u

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

NOTES TO THE FINANCIAL STATEMENTS

(in millions of euros)	Under 3 months	> 3 months to ≤ 1 year	> 1 to ≤ 5 years	> 5 years	Total
Loans and advances to banks					
(incl. Crédit Agricole internal transactions)	100,927	52,805	73,175	63,704	290,611
Loans and advances to customers (o/w lease finance)	77,607	38,986	77,744	59,779	254,116
TOTAL	178,534	91,791	150,919	123,483	544,727
Accrued interest					3,556
Impairment					(7,931)
Net book value					540,352

## DUE TO BANKS AND CUSTOMER ACCOUNTS BY REMAINING MATURITY

	31/12/2007				
(in millions of euros)	Under 3 months	> 3 months to ≤ 1 year	> 1 to ≤ 5 years	> 5 years	Total
Due to banks (including Crédit Agricole internal transactions)	134,606	14,898	13,067	8,300	170,871
Customer accounts	299,869	32,514	34,661	18,915	385,959
TOTAL	434,475	47,412	47,728	27,215	556,830
Accrued interest					2,522
Net book value					559,352

	31/12/2006				
(in millions of euros)	Under 3 months	> 3 months to ≤ 1 year	> 1 to ≤ 5 years	> 5 years	Total
Due to banks (including Crédit Agricole internal transactions)	96,426	15,021	12,839	7,346	131,632
Customer accounts	263,505	36,791	27,907	21,492	349,695
TOTAL	359,931	51,812	40,746	28,838	481,327
Accrued interest					3,723
Net book value					485,050



NOTES TO THE FINANCIAL STATEMENTS

# **DEBT SECURITIES IN ISSUE AND SUBORDINATED DEBT**

		31/12/2007			
(in millions of euros)	≤ 3 months	> 3 months to ≤ 1 year	> 1 year to ≤ 5 years	> 5 years	Total
Debt securities in issue					
Interest bearing notes	121	120	36		277
Money market instruments		305	400	3,950	4,655
Negotiable debt securities:	62,016	23,225	10,350	11,645	107,236
Issued in France	35,059	11,632	2,932	11,645	61,268
Issued in other countries	26,957	11,593	7,418		45,968
Bonds	2,376	13,426	31,467	14,627	61,896
Other debt securities in issue	99	7	372	1,500	1,978
TOTAL	64,612	37,083	42,625	31,722	176,042
Accrued interest					1,646
Net book value					177,688
Subordinated debt					
Fixed-term subordinated debt	191	1,165	2,545	6,446	10,347
Perpetual subordinated debt				11,808	11,808
Mutual security deposits				88	88
Participating securities and loans				234	234
TOTAL	191	1,165	2,545	18,576	22,477
Accrued interest					360
Net book value					22,837

		31/12/2006				
(in millions of euros)	≤ 3 months	> 3 months to ≤ 1 year	> 1 year to ≤ 5 years	> 5 years	Total	
Debt securities in issue						
Interest bearing notes	108	69	22	24	223	
Money market instruments			705	3,950	4,655	
Negotiable debt securities:	64,794	30,341	10,480	4,581	110,196	
Issued in France	45,220	11,096	6,968	4,458	67,742	
Issued in other countries	19,574	19,245	3,512	123	42,454	
Bonds	2,065	7,747	26,018	9,039	44,869	
Other debt securities in issue	98		8	1,005	1,111	
TOTAL	67,065	38,157	37,233	18,599	161,054	
Accrued interest					1,770	
Net book value					162,824	
Subordinated debt						
Fixed-term subordinated debt	103	252	2,021	9,278	11,654	
Perpetual subordinated debt	2,190	30	76	10,030	12,326	
Mutual security deposits	74				74	
TOTAL	2,367	282	2,097	19,308	24,054	
Accrued interest					416	
Net book value					24,470	

NOTES TO THE FINANCIAL STATEMENTS

# 4.4. Derivative hedging instruments

Derivative financial instruments used in a hedging relationship are designated according to the intended purpose:

- fair value hedge;
- cash flow hedge;
- net foreign investment hedge.

Each hedging relationship is formally documented describing the strategy, item hedged and hedging instrument, and method of measuring effectiveness (see management report, "Risk Factors in the Crédit Agricole S.A. Group").

## **DERIVATIVE HEDGING INSTRUMENTS**

	31/12/20	07
	Market v	alue
(in millions of euros)	Positive	Negative
Fair value hedges	3,095	4,661
Interest rate	2,616	3,073
Equity	162	1
Currency	317	1,587
Credit		
Commodity		
other		
Cash flow hedges	7,527	6,832
Interest rate	7,072	6,189
Equity		
Currency	455	643
Credit		
Commodity		
Other		
Hedge of net investment in a foreign operation		
TOTAL DERIVATIVE HEDGING INSTRUMENTS	10,622	11,493

	31/12/200	06
	Market va	alue
(in millions of euros)	Positive	Negative
Micro hedges	1,514	1,035
fair value hedges	1,438	992
cash flow hedges	75	32
hedges of net foreign investments	1	11
Macro hedges (fair value)	2,319	3,207
Macro hedges (cash flow)	1	2
TOTAL DERIVATIVE HEDGING INSTRUMENTS	3,834	4,244

NOTES TO THE FINANCIAL STATEMENTS

# 4.5. Operational risk

**Operational risk** is the risk of loss resulting from shortcomings in internal procedures or information systems, human error or external events that are not linked to a credit, market or liquidity risk (see management report, "Risk Factors in the Crédit Agricole S.A. Group").

Note 5

# Notes to the income statement

# 5.1. Interest income and expense

(in millions of euros)	31/12/2007	31/12/2006
Loans and advances to banks	9,211	5,513
Crédit Agricole internal transactions	8,309	6,714
Loans and advances to customers	16,356	11,586
Accrued interest receivable on available-for-sale financial assets	5,712	5,190
Accrued interest receivable on held-to-maturity financial assets	1,065	1,068
Accrued interest receivable on hedging instruments (2)	2,372	15,313
Lease finance	1,070	997
Other interest and similar income	25	237
INTEREST INCOME (1)	44,120	46,618
Deposits by banks	(11,388)	(4,908)
Crédit Agricole internal transactions	(943)	(812)
Customer accounts	(12,022)	(8,824)
Available-for-sale financial assets	(9)	(198)
Held-to-maturity financial assets		
Debt securities in issue	(7,704)	(5,388)
Subordinated debt	(1,253)	(1,326)
Accrued interest payable on hedging instruments (2)	(2,690)	(14,976)
Lease finance	(203)	(289)
Other interest and similar expense		(246)
INTEREST EXPENSE	(36,212)	(36,967)

<sup>(1)</sup> Including  $\in$ 181 million in individually impaired loans in 2007 against  $\in$ 173 million in 2006.

<sup>(2)</sup> In 2006, income and expenses were not netted.

NOTES TO THE FINANCIAL STATEMENTS

#### 5.2. Net fee and commission income

	31/12/2007		;	31/12/2006		
(in millions of euros)	Income	Expense	Net	Income	Expense	Net
Interbank transactions	242	(134)	108	145	(139)	6
Crédit Agricole internal transactions	202	(691)	(489)	135	(705)	(570)
Customer transactions	1,545	(137)	1,408	1,707	(481)	1,226
Securities transactions	1,620	(577)	1,043	138	(194)	(56)
Foreign exchange transactions	67	(14)	53	29	(21)	8
Derivative instruments and other off-balance sheet items	1,316	(584)	732	759	(207)	552
Payment instruments and other banking and financial						
services	1,478	(1,647)	(169)	2,393	(1,559)	834
Mutual funds management, fiduciary and similar operations	3,470	(1,475)	1,995	3,311	(1,506)	1,805
NET FEE AND COMMISSION INCOME	9,940	(5,259)	4,681	8,617	(4,812)	3,805

# 5.3. Net gains (losses) on financial instruments at fair value through profit or loss

(in millions of euros)	31/12/2007	31/12/2006
Dividends received	304	173
Unrealised or realised gains or losses on assets/liabilities at fair value through profit or loss	3,049	3,056
Financial assets designated as at fair value through profit or loss	305	1,707
Net gains (losses) on currency transactions and similar financial instruments (excluding gains or losses on hedges of	1 044	004
net investments in foreign operations)	1,211	824
Gains or losses from hedge accounting	(42)	39
NET GAINS (LOSSES) ON FINANCIAL INSTRUMENTS AT FAIR VALUE THROUGH PROFIT OR LOSS	4,827	5,799

#### **NET GAIN OR LOSS FROM HEDGE ACCOUNTING**

	2007		
(in millions of euros)	Gains	Losses	Net
Fair value hedges	10,816	(11,092)	(276)
Change in fair value of hedged items attributable to hedged risks	2,348	(2,088)	260
Change in fair value of hedging derivatives (including sales of hedges)	8,468	(9,004)	(536)
Cash flow hedges	-	-	-
Change in fair value of hedging derivatives - ineffective portion			-
Hedge of a net investment in a foreign operation	911	(658)	253
Change in fair value of hedging derivatives - ineffective portion	911	(658)	253
Fair value hedge of the interest rate exposure of a portfolio of financial instruments	7,846	(7,865)	(19)
Change in fair value of hedged items	7,310	(7,530)	(220)
Change in fair value of hedging derivatives	536	(335)	201
Cash flow hedge of the interest rate exposure of a portfolio of financial instruments			
Change in fair value of hedging instrument - ineffective portion			
Discontinuation of hedge accounting in the case of a cash flow hedge			-
TOTAL GAINS OR LOSSES FROM HEDGE ACCOUNTING	19,573	(19,615)	(42)



NOTES TO THE FINANCIAL STATEMENTS

		2006		
(in millions of euros)	Gains	Losses	Net	
Fair value hedges	4,286	(4,633)	(347)	
Change in fair value of hedged items attributable to hedged risks	2,300	(1,907)	393	
Change in fair value of hedging derivatives (including sales of hedges)	1,986	(2,726)	(740)	
Cash flow hedges	-	-	-	
Change in fair value of hedging derivatives - ineffective portion			-	
Hedges of net foreign investments	446	(62)	384	
Change in fair value of hedging derivatives - ineffective portion	446	(62)	384	
Fair value hedge of interest rate risk for a portfolio of financial instruments	12,225	(12,222)	3	
Change in fair value of hedged items	6,167	(6,040)	127	
Change in fair value of hedging derivatives	6,058	(6,182)	(124)	
Cash flow hedge of interest rate risk for a portfolio of financial instruments				
Change in fair value of hedging instrument - ineffective portion				
Discontinuation of hedge accounting in the case of a cash flow hedge		(1)	(1)	
TOTAL GAINS OR LOSSES FROM HEDGE ACCOUNTING	16,957	(16,918)	39	

# 5.4. Net gains (losses) on available-for-sale financial assets

(in millions of euros)	31/12/2007	31/12/2006
Dividends received	899	503
Realised gains or losses on available-for-sale financial assets	3,227	1,647
Impairment losses on variable income securities	(326)	(249)
Gains or losses on disposal of held-to-maturity financial assets and on loans and receivables	63	4
NET GAINS (LOSSES) ON AVAILABLE-FOR-SALE FINANCIAL ASSETS	3,863	1,905

# 5.5. Net income and expenses related to other activities

(in millions of euros)	31/12/2007	31/12/2006
Gains or losses on properties not used in operations	84	(3)
Policyholders' with-profits entitlement	(4,148)	(5,104)
Other net income from insurance activities	9,771	13,282
Change in insurance technical reserves	(11,692)	(13,914)
Net income from investment properties	342	297
Other net income (expense)	1,132	469
INCOME (EXPENSES) ON OTHER ACTIVITIES	(4,511)	(4,973)

# **5.6.** General operating expenses

(in millions of euros)	31/12/2007	31/12/2006
Personnel costs	(7,306)	(5,890)
Taxes other than on income or payroll-related	(300)	(339)
External services and other expenses	(4,513)	(3,619)
OPERATING EXPENSES	(12,119)	(9,848)

NOTES TO THE FINANCIAL STATEMENTS

# 5.7. Depreciation, amortisation and impairment of property, plant & equipment and intangible assets

(in millions of euros)	31/12/2007	31/12/2006
Property plant and equipment and intangible assets		
Depreciation and amortisation	(599)	(507)
Impairment	0	0
TOTAL	(599)	(507)

# 5.8. Risk-related costs

(in millions of euros)	31/12/2007	31/12/2006
Charge to provisions and impairment	(3,181)	(1,967)
Available-for-sale financial assets	(37)	(3)
Loans and receivables	(2,834)	(1,560)
Held-to-maturity financial assets		
Other assets	(51)	(64)
Financing commitments	(79)	(62)
Risks and expenses	(180)	(278)
Write-backs of provisions and impairment	1,233	1,388
Available-for-sale financial assets	6	24
Loans and receivables	957	1,076
Held-to-maturity financial assets		
Other assets	13	11
Financing commitments	75	93
Risks and expenses	182	184
Net charge to impairment and provisions	(1,948)	(579)
Realised gains or losses on available-for-sale financial assets		(19)
Bad debts written off - not provided for	(83)	(134)
Recoveries on bad debts written off	195	188
Losses on held-to-maturity financial assets		
Discounts on restructured loans	(55)	(58)
Losses on financing commitments	(1)	
Other losses	(5)	(10)
Risk-related costs	(1,897)	(612)

# 5.9. Net income on other assets

(in millions of euros)	31/12/2007	31/12/2006
Property, plant & equipment and intangible assets	9	20
Gains	20	29
Losses	(11)	(9)
Consolidated equity investments	1,465	3
Gains	1,466	32
Losses	(1)	(29)
Net gains (losses) on other assets	1,474	23



NOTES TO THE FINANCIAL STATEMENTS

#### 5.10. Income tax

#### TAX EXPENSE

(in millions of euros)	31/12/2007	31/12/2006
Current tax charge	(1,673)	(1,266)
Deferred tax charge	1,416	(324)
Tax charge for the period	(257)	(1,590)

#### RECONCILIATION OF THEORETICAL TAX RATE(1) AND EFFECTIVE TAX RATE

#### At 31/12/2007

(in millions of euros)	Base	Tax rate	Tax
Income before tax, goodwill impairment and share of net income of associates	3,624	34.43%	(1,248)
Impact of permanent timing differences		3.49%	(126)
Impact of different rates on foreign subsidiaries		(5.56)%	201
Impact of losses for the year, utilisation of tax loss carryforwards and temporary			
differences		(3.08)%	112
Impact of tax rate on long-term capital gains		(18.40)%	667
Impact of other items		(3.79)%	138
Effective tax rate and tax charge		7.09%	(257)

<sup>(1)</sup> The theoretical tax rate is the tax rate applicable under ordinary law (including the additional social contribution) to taxable profits in France for the year ended 31 December 2007.

The effective tax rate is low because of the large amount of income taxable at a reduced rate in 2007 (mainly gains on the disposals of Intesa San Paolo, Banco del Desarrollo and CAAM SGR shares).

## At 31/12/2006\*

(in millions of euros)	Base	Tax rate	Tax
Income before tax, goodwill impairment and share of net income of associates	5,240	34.43%	(1,804)
Impact of permanent timing differences		3.36%	(176)
Impact of different rates on foreign subsidiaries		(2.98)%	156
Impact of losses for the year, utilisation of tax loss carryforwards and temporary			
differences		(2.16)%	113
Impact of tax rate on long-term capital gains		(0.40)%	21
Impact of other items		(1.91)%	100
Effective tax rate and tax charge		30.34%	(1,590)

<sup>\*</sup> Figures adjusted to reflect change of method described in Note 1.

NOTES TO THE FINANCIAL STATEMENTS

#### Note 6

## Segment reporting

#### **DEFINITION OF BUSINESS SEGMENTS**

Crédit Agricole S.A.'s activities are organised into seven business seaments:

- six business lines:
- French retail banking Regional Banks,
- French retail banking LCL branch network,
- International retail banking,
- Specialised financial services,
- Asset management, insurance and private banking,
- Corporate and investment banking.

#### PRESENTATION OF BUSINESS LINES

#### 1. French retail banking - Regional Banks

This business line comprises the Regional Banks and their subsidiaries.

The Regional Banks provide banking services for personal customers, farmers, business and corporate customers and local authorities, with a very strong regional presence.

The Regional Banks provide a full range of banking and financial products and services, including mutual funds (money market, bonds, equity), life insurance, lending (particularly mortgage loans and consumer finance), and payment systems. In addition to life insurance, they also provide a broad range of property & casualty and death & disability insurance.

#### 2. French retail banking - LCL Branch Network

This business line comprises the Crédit Lyonnais branch network in France, which has a strong focus on urban areas and a segmented customer approach (personal customers, small businesses and SMEs).

LCL offers a full range of banking products and services, together with asset management, insurance and wealth management.

#### 3. International retail banking

International retail banking encompasses foreign subsidiaries and investments -fully consolidated or accounted for by the equity method- that are mainly involved in retail banking.

These subsidiaries and investments are mostly in Europe (Emporiki Bank in Greece, Cariparma in Italy, Lukas Bank in Poland, Banco Espirito Santo in Portugal, Bankoa in Spain, Crédit Agricole Belge in Belgium, Index Bank in Ukraine, Meridian Bank in Serbia) and, to a lesser extent, in the Middle East and Africa (Crédit du Maroc, Crédit Agricole Egypt, Union Gabonaise de Banque, Crédit Lyonnais in Cameroon, Société Ivoirienne de Banque, etc.). This business line does not include the foreign subsidiaries of the Group's consumer finance and lease finance subsidiaries (subsidiaries of Sofinco and CA-Leasing, and EFL in Poland, etc.), which are part of the specialised financial services business line.

#### 4. Specialised financial services

Specialised financial services comprises the Group subsidiaries that provide banking products and services to personal, small business, corporate and local authority customers in France and abroad. They include:

- consumer finance: Sofinco and Finaref in France and subsidiaries or partnerships abroad (Agos Itafinco, Credit-Plus, Lukas, Ribank, Credibom, Dan Aktiv, Emporiki, Credicom, FGAFS);
- specialised financing for companies such as factoring (Eurofactor France and its international subsidiaries) and lease finance (CA-Leasing group, EFL).

#### 5. Asset management, insurance and private banking

This business line encompasses:

- the asset management activities conducted by the Crédit Agricole Asset Management group (CAAM) and BFT, principally in traditional fund management and discretionary management accounts, by CPR Asset Management, CA-AIPG in specialised investment, and by CREELIA in employee share savings;
- securities and investor services: Caceis Bank for custody and Caceis Fastnet for fund administration:
- personal insurance (Predica and Médicale de France in France, BES Vida in Portugal);
- property & casualty insurance (Pacifica and Finaref Assurances in France, BES Seguros in Portugal);
- private banking activities conducted mainly by Banque de Gestion Privée Indosuez (BGPI) and by Calyon subsidiaries (CA Suisse, CA Luxembourg, Crédit Foncier de Monaco, etc.).

## 6. Corporate and Investment Banking

Calyon's operations are divided into two main activities:

- capital markets and investment banking, encompassing all capital markets activities, equity and futures brokerage, primary equity markets and mergers & acquisitions;
- financing activities, encompassing traditional commercial banking and structured finance: project, asset, property and hotel finance, as well as management of Calyon's portfolio of impaired assets.

<sup>&</sup>quot;Proprietary asset management and other activities".



NOTES TO THE FINANCIAL STATEMENTS

#### 7. Proprietary asset management and other activities

This business line encompasses mainly Crédit Agricole S.A.'s central body function for the Crédit Agricole network, asset and liability management and management of debt connected with acquisitions of subsidiaries or equity investments.

It also includes the Crédit Agricole Group's private equity business and the results of various other Group companies (Uni-Édition, resource pooling companies, property companies holding properties used in operations by several different business lines, etc.) and dividends and other Crédit Agricole S.A. income and expense from equity investments and other non-consolidated interests (excluding international retail banking).

It further encompasses results of work-out activities or activities that were not transferred to a business line as part of the Group's restructuring.

Lastly, this business line also comprises the net impact of group tax relief for the Crédit Agricole S.A. and Crédit Lyonnais groups, as well as differences between the "standard" tax rates for each business line and the actual tax rates applied to each subsidiary.

## 6.1. Segment information by business line

Transactions between the business lines are effected at arm's length.

Business line assets are calculated on the basis of accounting items comprising the balance sheet for each business line.

Business line liabilities equating to allocated capital are based on a standardised capital allocation calculation by business line.

				31/1	2/2007			
	French retai Regional		- International	Specialised financial	Asset ma- nagement, insurance and private	Corporate and in-	Proprie- tary asset mana- gement and other	
(in millions of euros)	Banks	LCL	retail banking	services	banking	vestment banking	activities	Total
Net banking income		3,664	2,650	2,977	4,306	2,781	390	16,768
Operating expenses		(2,706)	(1,763)	(1,577)	(1,803)	(3,537)	(1,332)	(12,718)
Gross operating income		958	887	1,400	2,503	(756)	(942)	4,050
Risk-related costs		(127)	(292)	(491)	4	(957)	(34)	(1,897)
Share of net income of affiliates	865		168	8	8	135	85	1,269
Net income on other assets			117	28	229	(1)	1,101	1,474
Change in value of goodwill			(65)		(14)			(79)
Pre-tax income	865	831	815	945	2,730	(1,579)	210	4,817
Corporate income tax	(87)	(249)	(195)	(310)	(782)	767	599	(257)
Gains (losses) on discontinued operations			(4)					(4)
Net income	778	582	616	635	1,948	(812)	809	4,556
Minority interests		29	156	40	49	92	146	512
Net income Group share	778	553	460	595	1,899	(904)	663	4,044
Business line assets								
- of which investments in affiliates	11,694		1,202	33		656	855	14,440
- of which goodwill arising during the period		5,263	4,377	2,956	4,189	1,743	101	18,629
TOTAL ASSETS	11,694	99,557	73,388	86,591	303,314	807,817	31,862	1,414,223
Allocated capital	4,433	2,962	3,406	3,338	7,788	9,957	-	31,884

NOTES TO THE FINANCIAL STATEMENTS

#### Allocated capital by business line:

- French retail banking: 6% of risk-weighted assets LCL branch network and Regional Banks (for 25% of outstandings);
- international retail banking: 6% of risk-weighted assets plus 50% of the value of companies accounted for by the equity method and investments in foreign financial institutions;
- specialised financial services: 6% of risk-weighted assets plus 50% of the value of companies accounted for by the equity method and investments in foreign financial institutions;
- corporate and investment banking: 6% of risk-weighted assets (financing and markets) plus 50% of the value of companies accounted for by the equity method and investments in foreign financial institutions;
- asset management and private banking: the higher of i) the capital requirement based on 6% of risk-weighted assets and ii) an amount equal to three months of operating costs, plus 50% of the value of companies accounted for by the equity method and investments in foreign financial institutions;
- insurance: allocated capital reflects the statutory requirements specific to this activity (i.e. 100% of the minimum solvency margin).

				31/1	2/2006			
(in millions of euros)	French retai Regional Banks	l banking LCL	- International retail banking	Specialised financial services	Asset ma- nagement, insurance and private banking	Corporate and investment banking	Proprietary asset management and other activities	Total
Net banking income	Daliks	3.652	824	2,637	3.873	5.456	(255)	16,187
Operating expenses		(2,495)	(625)	(1,389)	(1,680)	(3,321)	(845)	(10,355)
Gross operating income		1.157	199	1,248	2.193	2.135	(1,100)	5.832
Risk-related costs		(151)	(73)	(421)	(7)	10	30	(612)
Share of net income of affiliates	848	(101)	522	7	46	160	88	1.671
Net income on other assets	040		OLL	4	3	(17)	33	23
Change in value of goodwill				(63)	(3)	(,	3	(63)
Pre-tax income	848	1.006	648	775	2,232	2,288	(946)	6,851
Corporate income tax	(89)	(302)	(76)	(280)	(657)	(577)	391	(1,590)
Gains (losses) on discontinued operations	(***)	(3.5.)	(3)	( **/	(***)	( )		(3)
Net income	759	704	569	495	1,575	1,711	(555)	5,258
Minority interests		24	40	32	28	66	208	398
Net income Group share	759	680	529	463	1,547	1,645	(763)	4,860
Business line assets								
- of which investments in affiliates	10,769		5,052	48	47	592	740	17,248
of which goodwill arising during the period		5,263	1,897	2,869	4,181	1,729	4	15,943
TOTAL ASSETS	10,769	95,171	37,419	75,072	271,877	750,822	19,403	1,260,533
Allocated capital	3,921	2,713	3,777	2,531	7,204	8,246	-	28,392

NOTES TO THE FINANCIAL STATEMENTS

# 6.2. Geographical analysis

The geographical analysis of business line assets and results is based on the place where operations are booked for accounting purposes.

	;	31/12/2007		;	31/12/2006	
(in millions of euros)	Net income Group share	o/w net banking income	Assets	Net income Group share	o/w net banking income	Assets
France (including overseas departments and territories)	2,046	8,862	1,362,456	2,418	10,439	1,216,117
Other EU countries	1,048	5,046	230,977	1,277	3,054	175,572
Rest of Europe	113	571	26,386	130	471	24,708
North America	136	876	86,560	522	1,352	70,621
Central and South America	69	123	1,397	51	95	3,227
Africa and Middle-East	255	503	16,497	249	420	14,533
Asia-Pacific (excl. Japan)	323	1,194	47,901	160	802	51,292
Japan	54	249	25,028	53	192	24,696
Intragroup transactions		(656)	(382,979)		(638)	(320,233)
TOTAL	4,044	16,768	1,414,223	4,860	16,187	1,260,533

# 6.3. Insurance activities

# **GROSS INCOME FROM INSURANCE ACTIVITIES**

The information given below has been provided by the insurance companies Predica and Pacifica.

	;	31/12/2007		;	31/12/2006	
Insurance activities (in millions of euros)	Life	Non-life	Total	Life	Non-life	Total
Premiums written	18,616	2,051	20,667	22,588	1,700	24,288
Change in unearned premiums	-	(60)	(60)		(51)	(51)
Earned premiums	18,616	1,991	20,607	22,588	1,649	24,237
Investment income net of management expenses	6,571	80	6,651	5,652	69	5,721
Gains (losses) on disposal of investments net of impairment and amortisation write-backs	1,744	42	1,786	1,048	23	1,071
Change in fair value of financial instruments at fair value through profit or loss	1,203	15	1,218	1,700	15	1,715
Change in impairment of financial instruments	(97)	-	(97)	(72)	2	(70)
Investment income net of expenses, excluding financing costs	9,421	137	9,558	8,328	109	8,437
Total income from ordinary operations	28,037	2,128	30,165	30,916	1,758	32,674
Claims paid	(26,037)	(1,373)	(27,410)	(28,849)	(1,102)	(29,951)
Net expense or income on business ceded to reinsurers	38	(53)	(15)	4	(71)	(67)
Contract acquisition costs (inc. fees)	(669)	(369)	(1,038)	(726)	(324)	(1,050)
Amortisation of investment securities and similar	-	-	-			-
Administration expenses	(228)	(89)	(317)	(251)	(71)	(322)
Other operating income and expenses	-	(59)	(59)	-	(63)	(63)
Total other operating income and expenses	(26,896)	(1,943)	(28,839)	(29,822)	(1,631)	(31,453)
OPERATING INCOME	1,141	185	1,326	1,094	127	1,221
Financing costs	(23)	-	(23)	(258)	-	(258)
Corporate income tax	(354)	(39)	(393)	(215)	(28)	(243)
NET INCOME	764	146	910	621	99	720
Minority interests			-			-
NET INCOME - GROUP SHARE	764	146	910	621	99	720

NOTES TO THE FINANCIAL STATEMENTS

## **INSURANCE COMPANY INVESTMENTS**

The information given below has been provided by the insurance companies Predica and Pacifica.

	31/12/2007				31/12/2006	
(în millions of euros)	Gross value	Net value	Realisable value	Gross value	Net value	Realisable value
1 Property investments (incl. assets in progress)	3,228	3,213	3,681	3,587	3,577	3,979
2 Equities and other variable-income securities other than mutual funds	12,975	12,830	16,054	11,164	10,863	14,916
3 Mutual funds other than those in category 4. below	3,368	3,368	3,577	19,532	19,532	24,026
4 Mutual funds invested exclusively in fixed-income securities	1,806	1,806	1,891	6,398	6,398	7,353
5 Bonds and other fixed-income securities	115,381	115,756	114,035	104,505	105,064	107,277
6 Mortgage loans	-	-	-	2	2	2
7 Other loans and similar items	353	353	353	319	319	319
8 Deposits with cedants	1	1	1	1,175	1,240	1,301
9 Other deposits, cash collateral deposits and other investments	-	-	-	2	2	2
10 Assets backing unit-linked business	29,161	29,161	29,161	23,659	23,659	23,659
TOTAL	166,273	166,488	168,753	170,343	170,656	182,834
Consolidation adjustments						
Net book value		166,488			170,656	

# 6.4. French retail banking - Regional banks

## OPERATIONS AND CONTRIBUTION OF THE REGIONAL BANKS AND THEIR SUBSIDIARIES

(in millions of euros)	31/12/2007	31/12/2006
Adjusted net banking income (1)	11,960	12,093
Operating expenses	(7,005)	(6,922)
Gross operating income	4,955	5,171
Risk-related costs	(984)	(841)
Operating income	3,971	4,330
Other items	7	1
Tax	(1,339)	(1,444)
Adjusted aggregate net income of consolidated Regional Banks	2,639	2,887
Aggregate net income of subsidiaries of consolidated Regional Banks	124	104
Consolidation restatements and eliminations		
Consolidated net income of affiliates (100%)	2,763	2,992
Consolidated net income of affiliates (25%)	691	748
Consolidation restatements and eliminations	(13)	(12)
Gain on increase in share of Regional Banks' retained earnings	48	(7)
Gain on increase in share of Regional Banks' net income (2)	139	119
Share of net income of affiliates	865	848

<sup>(1)</sup> Aggregate net banking income of Regional Banks adjusted for SAS Rue La Boétie dividends received by the Regional Banks and interest on T3CJs issued by Crédit Agricole S.A.

<sup>(2)</sup> Difference between dividends actually paid by the Regional Banks to Crédit Agricole S.A. and dividends calculated on the basis of Crédit Agricole S.A.'s percentage ownership of the Regional Banks.

NOTES TO THE FINANCIAL STATEMENTS

Note 7

Notes to the balance sheet at 31 December 2007

# 7.1. Cash due from central banks

	31/12/2	31/12/2007		31/12/2006		
(in millions of euros)	Assets	Liabilities	Assets	Liabilities		
Cash	1,479		1,184			
Due to central banks	17,959	391	5,002	89		
TOTAL	19,438	391	6,186	89		
Accrued interest	17	7	8			
Net book value	19,455	398	6,194	89		

# 7.2. Financial assets and liabilities at fair value through profit or loss

# FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS

(in millions of euros)	31/12/2007	31/12/2006
Financial assets held for trading	426,560	391,903
Financial assets designated as at fair value	32,405	25,949
Fair value on balance sheet	458,965	417,852
Of which lent securities	4,097	4,727

#### FINANCIAL ASSETS HELD FOR TRADING

(in millions of euros)	31/12/2007	31/12/2006
Loans and advances to banks		
Loans and advances to customers	3,215	
Securities bought under repurchase agreements	94,787	98,672
Securities held for trading	153,139	167,798
Treasury bills and similar items	38,538	33,865
Bonds and other fixed-income securities	85,569	98,529
- Listed securities	74,496	82,713
- Unlisted securities	11,073	15,816
Equities and other variable-income securities	29,032	35,404
- Listed securities	27,185	34,788
- Unlisted securities	1,847	616
Derivative instruments	175,419	125,433
Fair value on balance sheet	426,560	391,903

Securities bought under repurchase agreements include amounts that the entity is authorised to provide as collateral.

NOTES TO THE FINANCIAL STATEMENTS

#### FINANCIAL ASSETS DESIGNATED AS AT FAIR VALUE

(in millions of euros)	31/12/2007	31/12/2006
Assets backing unit-linked business	29,161	23,659
Securities held for trading	3,244	2,290
Treasury bills and similar items		16
Bonds and other fixed-income securities	2,524	1,549
- Listed securities	1,450	866
- Unlisted securities	1,074	683
Equities and other variable-income securities	720	725
- Listed securities	20	20
- Unlisted securities	700	705
Fair value on balance sheet	32,405	25,949

Securities bought under repurchase agreements include amounts that the entity is authorised to provide as collateral.

#### FINANCIAL LIABILITIES HELD FOR TRADING

(in millions of euros)	31/12/2007	31/12/2006
Securities sold short	26,454	39,829
Debt securities in issue	26,214	28,073
Securities sold under repurchase agreements	106,511	109,378
Amounts due to banks	542	
Derivative financial instruments	172,850	120,004
Fair value on balance sheet	332,571	297,284

## DERIVATIVE FINANCIAL INSTRUMENTS HELD FOR TRADING

Detailed information is provided in Note 4.2 relative on market risks, particularly for interest rates.

# 7.3. Derivative hedging instruments

Detailed information is provided in Note 4.4 on cash flow and fair value hedging, particularly for interest rates and exchange rates.

NOTES TO THE FINANCIAL STATEMENTS

# 7.4. Available-for-sale financial assets

(in millions of euros)	31/12/2007	31/12/2006
Treasury bills and similar items	41,725	51,829
Bonds and other fixed-income securities	86,664	98,570
Listed securities	80,269	79,882
Unlisted securities	6,395	18,688
Equities and other variable-income securities	39,123	21,117
Listed securities	35,621	17,294
Unlisted securities	3,502	3,823
Total available-for-sale securities	167,512	171,516
Total available-for-sale receivables	106	24
Accrued interest	2,073	1,990
Fair value on balance sheet (1)	169,691	173,530

<sup>(1)</sup> Of which (€ 2,382) million in impairment of available-for-sale securities and receivables.

# GAINS AND LOSSES ON AVAILABLE FOR SALE FINANCIAL ASSETS

		31/12/2007		
(in millions of euros)	Fair value	Unrealised gains	Unrealised losses	Fair value
Treasury bills and similar items	41,725	153	(76)	51,829
Bonds and other fixed-income securities	86,663	2,413	(1,946)	98,570
Equities and other variable-income securities	31,446	4,082	(6)	15,625
Non-consolidated investments	7,678	1,930	(1)	5,492
Available-for-sale receivables	106			24
Accrued interest	2,073			1,990
Fair value on balance sheet	169,691	8,578	(2,029)	173,530
Deferred taxes		(1,265)	678	
Total unrealised gains and losses net of tax		7,313	(1,351)	

**(**(

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

NOTES TO THE FINANCIAL STATEMENTS

# 7.5. Due from banks and loans and advances to customers

# **DUE FROM BANKS**

(in millions of euros)	31/12/2007	31/12/2006
Banks		
Loans and advances	54,918	47,349
of which performing current accounts in debit	22,923	20,286
of which performing overnight accounts and advances	10,016	1,391
Pledged securities	3,203	451
Securities bought under repurchase agreements	28,469	33,761
Subordinated loans	405	432
Securities not traded in an active market	935	147
Other loans and advances	162	11
Total	88,092	82,151
Accrued interest	460	1,234
Impairment	112	309
Net book value	88,440	83,076
Crédit Agricole internal transactions		
Current accounts	7,401	3,686
Time deposits and advances	221,367	204,729
Subordinated loans	30	45
Securities not traded in an active market		
Total	228,798	208,460
Accrued interest	950	671
Impairment		
Net book value	229,748	209,131
Net book value on balance sheet	318,188	292,207



NOTES TO THE FINANCIAL STATEMENTS

# LOANS AND ADVANCES TO CUSTOMERS

(in millions of euros)	31/12/2007	31/12/2006
Customer items		
Bills discounted	10,812	9,482
Other loans	225,288	190,779
Securities bought under repurchase agreements	14,158	20,119
Subordinated loans	505	527
Securities not traded in an active market	4,693	4,254
Insurance receivables	2,392	2,505
Reinsurance receivables	237	136
Short-term advances	420	255
Current accounts in debit	35,465	11,587
Total	293,970	239,644
Accrued interest	1,520	1,305
Impairment	8,386	7,434
Net book value	287,104	233,515
Lease finance		
Property leasing	5,549	5,576
Equipment leasing, rental contracts with purchase option and similar transactions	9,646	8,896
Total	15,195	14,472
Accrued interest	331	346
Impairment	186	188
Net book value	15,340	14,630
TOTAL	302,444	248,145

# 7.6. Impairment deducted from financial assets

(in millions of euros)	31/12/2006	Changes in scope	Charges	Write-backs	Translation adjustments	Other movements	31/12/2007
Interbank loans	309		11	(200)	(1)	(7)	112
Customer loans	7,434	400	2,856	(2,322)	(21)	39	8,386
of which collective impairment	1,776	102	439	(174)	2	14	2,159
Lease finance	188	12	129	(147)		4	186
Held-to-maturity securities	-						0
Assets available for sale	2,856	19	363	(526)	(29)	(301)	2,382
Other financial assets	221	1	38	(32)		16	244
TOTAL	11,008	432	3,397	(3,227)	(51)	(249)	11,310

NOTES TO THE FINANCIAL STATEMENTS

(in millions of euros)	31/12/2005	Changes in scope	Charges	Write-backs	Translation adjustments	Other movements	31/12/2006
Interbank loans	469	2	17	(91)		(88)	309
Customer loans	6,789	1,273	1,594	(1,929)	(45)	(248)	7,434
of which collective impairment	1,582	7	221	(153)	(2)	121	1,776
Lease finance (1)	475	10	117	(119)	1	(296)	188
Held-to-maturity securities							0
Assets available for sale (2)	2,074	111	251	(279)	(19)	718	2,856
Other financial assets	104		63	(12)	(1)	67	221
TOTAL	9,911	1,396	2,042	(2,430)	(64)	153	11,008

<sup>(1)</sup> Other movements include € 289 million due to a change in presentation of compensation for termination of finance leases.

# 7.7. Due to customers and banks

#### **DUE TO BANKS**

(in millions of euros)	31/12/2007	31/12/2006
Banks		
Deposits	111,249	82,782
of which current accounts in credit	13,243	12,413
of which overnight deposits and accounts	8,425	17,989
Pledged assets	11,576	7,091
Securities sold under repurchase agreements	28,158	23,953
Total	150,983	113,826
Accrued interest	1,000	2,391
Net book value	151,983	116,217
Crédit Agricole internal transactions		
Current accounts in credit	3,315	7,543
Time accounts and deposits	16,573	10,263
Total	19,888	17,806
Accrued interest	228	216
Net book value	20,116	18,022
Total	172,099	134,239

<sup>(2)</sup> Other movements include € 643 million due to reclassification of prolonged impairment for a mutual fund recognised under "trading securities" in 2005.

NOTES TO THE FINANCIAL STATEMENTS

# **CUSTOMER ACCOUNTS**

(in millions of euros)	31/12/2007	31/12/2006
Current accounts in credit	71,612	54,580
Special savings accounts	197,990	199,145
Other accounts	97,645	83,822
Securities sold under repurchase agreements	15,817	9,639
Direct insurance liabilities	2,483	2,156
Reinsurance liabilities	412	350
Cash deposits received from cedants and retrocessionaires against technical insurance commitments	-	3
Total	385,959	349,695
Accrued interest	1,294	1,116
Net book value	387,253	350,811

# 7.8. Held-to-maturity financial assets

(in millions of euros)	31/12/2007	31/12/2006
Treasury bills and similar items	19,619	16,661
Bonds and other fixed-income securities	1,100	999
Total	20,719	17,660
Accrued interest	417	347
Net book value	21,136	18,007

# 7.9. Debt securities in issue and subordinated debt

(in millions of euros)	31/12/2007	31/12/2006
Debt securities in issue		
Interest bearing notes	277	223
Money market instruments	4,655	4,655
Negotiable debt securities:	107,236	110,196
Issued in France	61,268	67,742
Issued in other countries	45,968	42,454
Bonds	61,896	44,869
Other debt securities in issue	1,978	1,111
Total	176,042	161,054
Accrued interest	1,646	1,770
Net book value	177,688	162,824
Subordinated debt		
Fixed-term subordinated debt	10,347	11,654
Perpetual subordinated debt	11,808	12,326
Mutual security deposits	88	74
Participating securities and loans*	234	
Total	22,477	24,054
Accrued interest	360	416
Net book value	22,837	24,470

<sup>\*</sup> Previously included in subordinated debt.

NOTES TO THE FINANCIAL STATEMENTS

At 31 December 2007, deeply subordinated notes outstanding amounted to €4,319 million (€2,206 million at 31 December 2006); T3CJ securities outstanding amounted to €1,839 million, the same as at 31 December 2006.

#### 7.10. Deferred tax assets and liabilities

Deferred tax liabilities (in millions of euros)	31/12/2007	31/12/2006
Assets available for sale	457	410
Cash flow hedges	142	12
Other timing differences	716	640
Other deferred tax liabilities	4,844	5,007
Effect of set-off by tax entity	(5,893)	(5,843)
TOTAL	266	226

Deferred tax assets (in millions of euros)	31/12/2007	31/12/2006
Non-deductible reserves for risks and expenses	1,386	1,035
Non-deductible accrued expenses	212	215
Cash flow hedges	203	93
Other deferred tax assets	6,477	5,542
Effect of set-off by tax entity	(5,893)	(5,843)
TOTAL	2,385	1,042

Deferred tax assets are netted on the balance sheet by taxable entity.

# 7.11. Accruals, prepayments and sundry assets and liabilities

# PREPAYMENTS, ACCRUED INCOME AND SUNDRY ASSETS

(in millions of euros)	31/12/2007	31/12/2006
Sundry assets	47,982	34,566
Inventory accounts and miscellaneous	20	13
Collective management of "Sustainable development passbook" securities	2,337	2,052
Miscellaneous debtors	29,422	25,992
Settlement accounts	15,213	5,013
Due from shareholders - unpaid capital	2	2
Other insurance assets	487	216
Reinsurers' share of technical reserves	501	1,278
Prepayments and accrued income	18,918	21,347
Items in course of transmission to other banks	10,734	9,594
Adjustment and suspense accounts	2,056	7,993
Accrued income	1,772	2,287
Prepayments	443	468
Other	3,913	1,005
Net book value	66,900	55,913

**>>** 

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

NOTES TO THE FINANCIAL STATEMENTS

## ACCRUALS, DEFERRED INCOME AND SUNDRY LIABILITIES

(in millions of euros)	31/12/2007	31/12/2006
Sundry liabilities (1)	38,581	27,937
Settlement accounts	15,049	5,355
Miscellaneous creditors	11,391	13,982
Liabilities related to trading securities	237	81
Other	11,904	8,519
Sundry liabilities	18,927	26,855
Items in course of transmission to other banks (2)	9,256	8,948
Adjustment and suspense accounts	2,629	8,661
Deferred income	2,178	2,878
Accrued expenses	4,333	5,842
Other	531	526
Net book value	57,508	54,792

<sup>(1)</sup> Amounts include accrued interest.

# 7.12. Non-current assets held for sale and associated liabilities

(in millions of euros)	31/12/2007	31/12/2006
Non-current assets held for sale	196	677
Liabilities associated with non-current assets held for sale	97	655

Most of these items relate to Phoenix Metrolife in 2006 and Emporiki Germany in 2007.

# 7.13. Investments in equity affiliates

Details are given in Note 3.3, under Scope of consolidation.

# 7.14. Investment property

(in millions of euros)  Investment property	31/12/2006	Changes in scope	Increases (Acquisitions)	Decreases (Disposals and redemptions)	Translation adjustments	Other movements	Balance at 31/12/2007
Gross value	3,062	11	6	(230)	-	18	2,867
Depreciation and impairment	(91)	(2)	(12)	12	-	5	(88)
Net book value	2,971	9	(6)	(218)	-	23	2,779

Including investment property let to third parties.

(in millions of euros)  Investment property	01.01.2006	Changes in scope	Increases (acquisitions)	Decreases (disposals and redemptions)	Translation adjustments	Other movements	Balance at 31/12/2006
Gross value	3,466	114	36	(239)	(8)	(307)	3,062
Depreciation and impairment	(188)	23	(10)	20	6	58	(91)
Net book value	3,278	137	26	(219)	(2)	(249)	2,971

Including investment property let to third parties.

<sup>(2)</sup> Amounts shown net.

NOTES TO THE FINANCIAL STATEMENTS

# 7.15. Property, plant & equipment and intangible assets (excluding goodwill)

(in millions of euros)	31/12/2006	Changes in scope	Increases (acquisitions, business combinations)	Decreases (disposals and redemptions)	Translation adjustments	Other movements	Balance at 31/12/2007
Property, plant & equipmen	nt						
Gross value	6,686	757	1,051	(848)	(41)	306	7,911
Accrued interest (1)							-
Depreciation and impairment (2)	(2,755)	(349)	(567)	486	22	(175)	(3,338)
Net book value	3,931	408	484	(362)	(19)	131	4,573
Intangible assets							
Gross value	1,901	343	445	(208)	(7)	68	2,542
Amortisation and impairment	(1,090)	(44)	(245)	95	4	(92)	(1,372)
Net book value	811	299	200	(113)	(3)	(24)	1,170

<sup>(1)</sup> Accrued rents on assets let to third parties.

<sup>(2)</sup> Including amortisation on rented assets.

(in millions of euros)	31/12/2005	Changes in scope	Increases (acquisitions, business combinations)	Decreases (disposals and redemptions)	Translation adjustments	Other movements	Balance at 31/12/2006
Property, plant & equipme	ent						
Gross value	4,543	1,594	487	(708)	(47)	817	6,686
Accrued interest (1)	1					(1)	-
Depreciation and impairment (2)	(2,084)	(494)	(331)	419	26	(291)	(2,755)
Net book value	2,460	1,100	156	(289)	(21)	525	3,931
Intangible assets							
Gross value	1,357	215	388	(97)	(5)	43	1,901
Amortisation and impairment	(846)	(59)	(194)	37	3	(31)	(1,090)
Net book value	511	156	194	(60)	(2)	12	811

<sup>(1)</sup> Accrued rents on assets let to third parties.

# 7.16. Goodwill

An analysis of this item is provided in Note 3.6, under Scope of consolidation.

<sup>(2)</sup> Including amortisation on rented assets.

**>>** 

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

NOTES TO THE FINANCIAL STATEMENTS

# 7.17. Insurance company technical reserves

The information below was provided by the insurance companies Predica and Pacifica.

	31/12/2007			;		
(in millions of euros)	Life	Non-life	Total	Life	Non-life	Total
Insurance contracts	55,104	394	55,498	38,855	351	39,206
Investment contracts with discretionary participation features	117,611	-	117,611	120,714	-	120,714
Investment contracts without discretionary participation features	3,213	-	3,213	3,582	-	3,582
Provision for future participation benefits and allowances	10,369	-	10,369	12,790	-	12,790
Other technical reserves (claims, other, etc.)	785	1,660	2,445	1,800	1,364	3,164
TOTAL TECHNICAL RESERVES	187,082	2,054	189,136	177,741	1,715	179,456
Reinsurers' share of technical reserves	(182)	(169)	(351)	(1,071)	(140)	(1,211)
NET TECHNICAL RESERVES	186,900	1,885	188,785	176,670	1,575	178,245

# 7.18. Provisions

(in millions of euros)	31/12/2006	Change in scope	Charges	Write- backs, amounts used	Write- backs, amounts released	Translation adjustments	Other movements	31/12/2007
Home purchase savings plans	547				(137)			410
Financing commitment execution risks	286		79	(9)	(74)	(1)	(19)	262
Operational risk (1)	93		39	(11)	(16)		(18)	87
Employee retirement and similar benefits (2)	1,531	293	707	(181)	(85)	(13)	4	2,256
Litigation	837	78	340	(288)	(84)	(4)	23	902
Equity investments	25	3	6		(7)		1	28
Restructuring	68	(1)	1	(7)			(43)	18
Other risks (3)	767	77	369	(76)	(225)	(2)	84	994
RESERVES	4,154	450	1,541	(572)	(628)	(20)	32	4,957

<sup>(1)</sup> The main contributors are specialised financial services, asset management and LCL.

<sup>(2) &</sup>quot;Employee retirement and similar benefits" includes post-employment benefits for defined-contribution plans as detailed in Note 8.4 and provisions for obligations to employees arising from the LCL competitiveness plan.

<sup>(3)</sup> This line includes provisions for sundry risks, primarily in connection with LCL's new master plan in real estate in Ile-de-France.

NOTES TO THE FINANCIAL STATEMENTS

(in millions of euros)	31/12/2005	Changes in scope	Charges	Write- backs, amounts used	Write- backs, amounts released	Translation adjustments	Other movements	31/12/2006
Home purchase savings plans	955				(408)			547
Financing commitment execution risks	315		62	(11)	(94)	(2)	16	286
Operational risk (1)	56	20	34	(13)	(18)		14	93
Employee retirement and similar benefits (2)	788	886	144	(196)	(24)	(8)	(59)	1,531
Litigation	840	58	177	(76)	(87)	(5)	(70)	837
Participations	28		18		(8)		(13)	25
Equity investments	60		2	(11)	(24)		41	68
Restructuring	221						(221)	-
Other risks	1,028	41	196	(147)	(213)	(5)	(133)	767
RESERVES	4,291	1,005	633	(454)	(876)	(20)	(425)	4,154

<sup>(1)</sup> The main contributors are specialised financial services, asset management and LCL.

## PROVISION FOR HOME PURCHASE SAVINGS PLANS

## Deposits in home purchase savings plans and accounts during the saving phase

(in millions of euros)	31/12/2007	31/12/2006
Home purchase savings plans		
Under 4 years old		6,415
Between 4 and 10 years old	40,693	35,019
Over 10 years old	30,240	31,670
Total home purchasing savings plans	70,933	73,104
Home purchase savings accounts	15,120	15,520
TOTAL DEPOSITS COLLECTED IN HOME PURCHASE SAVINGS SCHEMES	86,053	88,624

Age is determined in accordance with CNC Notice 2006-02 of 31 March 2006.

Customer deposits outstanding are based on book value at the end of November 2007 and do not include government subsidy.

## Outstanding loans granted to holders of home purchase savings plans and accounts

(in millions of euros)	31/12/2007	31/12/2006
Home purchase savings plans	153	222
Home purchase savings accounts	324	348
TOTAL LOANS GRANTED UNDER HOME PURCHASE SAVINGS SCHEMES	477	570

<sup>(2) &</sup>quot;Employee retirement and similar benefits" includes post-employment benefits for defined-contribution plans as detailed in Note 8.4, as well as provisions for long-service awards, time savings accounts and early retirement benefits at LCL.

**>>** 

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors of Crédit Agricole S.A. at its meeting of 4 March 2008

NOTES TO THE FINANCIAL STATEMENTS

#### Provisions for home purchase savings plans and accounts

(in millions of euros)	31/12/2007	31/12/2006
Home purchase savings plans		
Under 4 years old		5
Between 4 and 10 years old	11	66
Over 10 years old	155	285
Total home purchasing savings plans	166	356
Home purchase savings accounts	244	191
TOTAL RESERVES AGAINST HOME PURCHASE SAVINGS SCHEMES	410	547

Age is determined in accordance with CNC Notice 2006-02 of 31 March 2006.

In the Crédit Agricole Group's internal financial organisation, 100% of deposits in home purchase savings plans and accounts collected by the Regional Banks are included in Crédit Agricole S.A.'s liabilities and the savings deposits shown in the tables below therefore take all of these amounts into account. Conversely, Crédit

Agricole S.A. has exposure only to a portion of those deposits (close to 42% at-end 2007); the balance is carried by the Regional Banks: Only the amount of the actual exposure is provisioned in Crédit Agricole S.A.'s accounts. Consequently, the ratio between the provision booked and the outstanding amounts shown on the Crédit Agricole S.A. Group's balance sheet is not representative of the level of provisioning for home purchase savings plans.

# 7.19. Shareholders' equity

#### **OWNERSHIP STRUCTURE AT 31 DECEMBER 2007**

To the Crédit Agricole S.A.'s knowledge, ownership of share capital and voting rights as of 31 December 2007 was as follows:

Shareholders	Number of shares	% of share capital	% of voting rights
SAS Rue La Boetie	903,090,102	54.09%	54.50%
Treasury shares	12,552,962	0.75%	-
Employees (ESOP)	103,761,579	6.21%	6.26%
Institutional investors	520,433,879	31.17%	31.40%
Retail investors	129,918,350	7.78%	7.84%
TOTAL	1,669,756,872	100.00%	100.00%

SAS Rue La Boétie is wholly-owned by the Crédit Agricole Regional Banks.

The treasury shares are held as part of the share buyback programme designed to cover stock options, which are recognised on Crédit Agricole S.A.'s balance sheet, or within an agreement to provide liquidity for the shares on the stock market.

The par value of the shares is €3. All the shares are fully paid up.

To the company's knowledge, no other shareholder owns 5% or more of the share capital or voting rights, either directly or indirectly.

During 2007, two capital increases were carried out:

the first was a share issue with preferential subscription rights retained, floated in January 2007. 149,732,230 new shares were issued. They were admitted to trading on Euronext Paris as from 6 February 2007 and have the same characteristics as the existing shares; they are eligible for the dividend as from 1 January 2006; the second was a share issue reserved for Crédit Agricole Group employees, floated from 10 to 21 September 2007. A total of 22,702,341 new shares were created as of 5 December 2007, the settlement-delivery date.

On 31 December 2007, Crédit Agricole S.A.'s share capital comprised 1,669,756,872 shares (compared with 1,497,322,301 shares on 31 December 2006).

NOTES TO THE FINANCIAL STATEMENTS

#### PREFERRED SHARES

Issuer	Date of issue	Amount of issue (in millions of dollars)	Amount of issue (in millions of euros)	31/12/2007 (in millions of euros)	31/12/2006 (in millons of euros)
CA Preferred Funding LLC	January-03	1,500		1,019	1,139
CA Preferred Funding LLC	July-03	550		374	418
CA Preferred Funding LLC	December-03		550	550	550
Crédit Lyonnais Preferred capital 1 LLC	April-02		750	750	750
		2,050	1,300	2,693	2,857

#### **EARNINGS PER SHARE**

	31/12/2007	31/12/2006
Net income used to calculate earnings per share (in millions of euros)	4,044	4,860
Weighted average number of ordinary shares in issue during the year	1,614,183,714	1,470,184,317
Number of potentially dilutive shares	1.000	0.984
Weighted average number of ordinary shares used to calculate adjusted earnings per share	1,614,183,714	1,494,089,753
BASIC EARNINGS PER SHARE (IN EUROS)	2.505	3.306
DILUTED EARNINGS PER SHARE (IN EUROS)	2.505	3.253

#### **DIVIDENDS**

The Board of Directors of Crédit Agricole S.A. is proposing a 2007 dividend of €1.20 per share, subject to approval at the annual General Meeting.

Two dividend payment options will be proposed to the shareholders:

- full payment in cash; or
- payment of 80% of the dividend in shares and the remaining 20% in cash.

#### Dividends

(in euros)	2007 proposed	2006	2005	2004	2003
Net dividend per share	1.20	1.15	0.94	0.66	0.55
Gross dividend	1.20	1.15	0.94	0.81	0.83

#### Dividend paid during the Year

The amount of dividends paid can be found in the statement of changes in shareholders' equity. It totalled €1,880 million 2007.

# APPROPRIATION OF NET INCOME AND PROPOSED DIVIDEND FOR 2007

The proposed appropriation of net income and dividend for 2007 are set out in the resolutions to be presented by the Board of Directors at Crédit Agricole S.A.'s annual general meeting on 21 May 2008.

The proposed resolution reads as follows:

Voting in accordance with the quorum and majority requirements to transact ordinary business, the shareholders hereby note that the net income for the 2007 financial year amounted to  $\[ \le \]$ 4,895,676,609.65. Based on prior-year retained earnings of  $\[ \le \]$ 2,253,079,831.75, the total distributable sum is  $\[ \le \]$ 7,148,756,441.40.

The shareholders, based on the proposal made by the Board of Directors, resolve to appropriate this distributable sum as follows:

- 1. €23,434,444.49 to the legal reserve;
- 2. €2,003,708,246.40 to dividends, i.e. a dividend of €1.20 per share with an entitlement to dividends payable with respect to the 2007 financial year;
- 3. €5,121,613,750.51 to retained earnings.

The shares listed on Euronext Paris will go ex-dividend on 27 May 2008 and cash dividends will be paid from 23 June 2008.

Should Crédit Agricole S.A. hold any treasury shares as of the dividend payment date, the dividends on such shares shall be transferred to retained earnings, it being specified that all powers are granted to the Board of Directors to effect this transfer.

NOTES TO THE FINANCIAL STATEMENTS

In accordance with the provisions of Article 243 bis of the *Code Général des Impôts*, it is specified that the dividend is eligible for the 40% allowance cited in paragraph 3, subparagraph 2 of Article 158 of the *Code Général des Impôts*, applicable exclusively to shareholders who are natural persons.

The dividends paid with respect to the three previous financial years are set forth in the table below.

Year	Dividend	Tax credit (1)	Total
2004			
Interim dividend (2)	€0.30	€0.15	€0.45
Final dividend (3)	€0.36		€0.36
2005	€0.94		€0.94
2006	€1.15		€1.15

- (1) The tax credit indicated is 50%, but in certain cases the rate is different.
- (2) Paid in 2004.
- (3) Paid in 2005, eligible for the 50% allowance.

# Note 8 | Employee benefits and other compensation

# 8.1. Analysis of personnel costs

(in millions of euros)	31/12/2007	31/12/2006
Salaries (1)	(5,362)	(3,991)
Contributions to defined-contribution pension plans	(316)	(342)
Contributions to defined-benefit pension plans	(83)	(75)
Other social security expenses	(1,078)	(977)
Incentive schemes and profit-sharing	(232)	(263)
Payroll-related tax	(235)	(242)
TOTAL PERSONNEL COSTS	(7,306)	(5,890)

Including €146 million for retirement benefits.
 Including €41 million in charges for stock option plans.

# 8.2. Employees (at end of period)

	31/12/2007	31/12/2006
France	41,039	41,050
Outside France	45,827	36,013
TOTAL	86,866	77,063

NOTES TO THE FINANCIAL STATEMENTS

# 8.3. Post-employment benefits, defined contribution plans

French employers contribute to a variety of compulsory pension schemes. The funds are managed by independent organisations and the employers have no legal or implied obligation to pay additional contributions should the funds not have sufficient assets to pay the benefits corresponding to current and past service

rendered by employees. Consequently, the Crédit Agricole S.A. Group companies have no liability in this respect other than the contributions payable.

Within the Group, there are several compulsory defined contribution plans, the main ones being AGIRC/ARRCO, which are French supplementary retirement plans, and some supplementary plans in place notably within UES Crédit Agricole S.A.

#### **ANALYSIS OF SUPPLEMENTARY RETIREMENT PLANS IN FRANCE**

Business line	Entity	Compulsory supplementary retirement plan	Number of employees covered - estimate at 31/12/2007
Central support functions	UES Crédit Agricole S.A.	Agriculture industry plan 1.24%	3,192
Corporate and investment banking	Calyon	"Article 83" type plan	4,392
	BGPI	"Article 83" type plan	443
Investor services	Caceis	"Article 83" type plan	
Insurance	Predica	Agriculture industry plan	977
	Pacifica	Agriculture industry plan	726

(Number of employees on the payroll at 31 December 2007)

## 8.4. Post-employment obligations, defined benefit plans

#### **CHANGE IN ACTUARIAL LIABILITY**

(in millions of euros)	31/12/2007	31/12/2006
Actuarial liability at 31/12/n-1	1,621	1,513
Foreign exchange difference	(49)	-
Current service cost (1)	559	75
Interest cost	62	58
Employee contributions	6	7
Plan revision / curtailment / settlement	2	13
Acquisitions, divestments (change in scope of consolidation)	14	19
Early retirement allowances	(1)	1
Benefits paid (obligatory)	(252)	(151)
Actuarial gains (losses) (2)	360	86
Actuarial liability at 31/12/n	2,322	1,621

<sup>(1)</sup> Including €437 million for LCL competitiveness plan.

<sup>(2)</sup> Certain pension schemes are covered by mutual contracts among all Crédit Agricole Group entities. A change in allocation was effected in 2007 for amassed contributions, obligations and funds. This method is based on the financial data of the relevant populations, rather than on the number of full-time equivalents, as was previously the case. Hence, the impact is fully offset throughout the complete scope of the Crédit Agricole Group.



NOTES TO THE FINANCIAL STATEMENTS

#### BREAKDOWN OF NET CHARGE RECOGNISED IN THE INCOME STATEMENT

(in millions of euros)	31/12/2007	31/12/2006
Current service cost	559	75
Interest cost	62	58
Expected return on assets during the period	(50)	(45)
Amortisation of past service cost	-	2
Amortisation of actuarial gains (losses)	57	58
Gains (losses) on plan curtailment/settlement	-	9
Gains (losses) on asset ceiling	-	-
Net charge recognised in the income statement	628	157

## CHANGE IN FAIR VALUE OF PLAN ASSETS AND REIMBURSEMENT RIGHTS

(in millions of euros)	31/12/2007	31/12/2006
Fair value of assets/reimbursement rights at 31/12/n-1	860	859
Foreign exchange difference	(36)	-
Expected return on assets	44	41
Actuarial gain (losses) on plan assets (2)	177	31
Employer's contributions	39	23
Employee contributions	6	7
Plan revision / curtailment / settlement	7	-
Acquisitions, divestments (change in scope of consolidation)	18	-
Early retirement allowances	-	1
Benefits paid	(93)	(102)
Fair value of assets/reimbursement rights at 31/12/n	1,022	860

<sup>(2)</sup> Certain pension schemes are covered by mutual contracts among all Crédit Agricole Group entities. A change in allocation was effected in 2007 for amassed contributions, obligations and funds. This method is based on the financial data of the relevant populations, rather than on the number of full-time equivalents, as was previously the case. Hence, the impact is fully offset throughout the complete scope of the Crédit Agricole Group.

## **NET POSITION**

(in millions of euros)	31/12/2007	31/12/2006
Closing actuarial liability	2,322	1,621
Unrecognised past service cost		
Gains (losses) on asset ceiling		
Closing actuarial liability	2,322	1,621
Closing fair value of assets/reimbursement rights	1,022	860
Closing net position (liability) asset	1,300	761

Information on annualised return on plan assets	31/12/2007	31/12/2006
Breakdown of assets		
% bonds	70.5%	71.3%
% equities	19.6%	19.2%
% other	9.9%	9.5%

NOTES TO THE FINANCIAL STATEMENTS

Defined benefit plans: key actuarial assumptions	31/12/2007	31/12/2006
Discount rate	2.25% to 4.99%	2.25% to 4.38%
Expected return on plan assets and reimbursement rights	4%	4%
Actual return on plan assets and reimbursement rights	4.15%	4.05%
Expected salary increase	2% to 3.5%	2% to 4%
Increase in healthcare costs	4.50%	4.50%

# 8.5. Other employee benefits

Among the various collective bonus plans within the Group, Crédit Agricole S.A. Rémunération Variable Collective (RVC) is a global plan encompassing the discretionary incentive scheme and the compulsory profit-sharing scheme. The amount is calculated in accordance based on the company's performance as measured by Crédit Agricole S.A.'s earnings per share (EPS).

A given level of EPS will give rise to an entitlement equal to a given percentage of the total payroll.

The amount of the profit-sharing component is calculated in accordance with the standard legal formula and is deducted from the total RVC to obtain the amount of the discretionary incentive entitlement.

Other compensation: in France, the Group's main entities pay long-service awards. The amounts vary according to practices and collective bargaining agreements in place. They can reach up to 1.5 times gross monthly salary in some subsidiaries.

# 8.6. Share-based payments

The Board of Directors has implemented various stock option plans using the authorities granted by extraordinary resolution of the shareholders on 22 May 2002, 21 May 2003 and 17 May 2006.

At 31 December 2006, the Board of Directors had implemented seven stock option plans.

In 2007, another new plan was created.

#### 2003 STOCK OPTION PLAN

On 15 April 2003, the Board of Directors of Crédit Agricole S.A. created a stock option plan for executive officers and certain senior managers of Crédit Agricole S.A. and its subsidiaries, using the authority granted at the AGM held on 22 May 2002. The number of shares that may potentially be issued under this plan is 4,231,847 at a price of €14.59 each, which is equal to the average of the prices quoted during the twenty trading sessions preceding the date of the Board meeting, with no discount.

Furthermore, using the authority granted at the AGM held on 21 May 2003, Crédit Agricole S.A. also harmonised the various stock option plans existing within the Group by converting the stock option plans granted by certain of its subsidiaries (Crédit Agricole Indosuez, Crédit Agricole Asset Management and Crédit Lyonnais Asset Management) into Crédit Agricole S.A. options. Accordingly, option holders in the three subsidiaries referred to above received Crédit Agricole S.A. stock options plus a cash payment equal to the capital gains generated at 31 December 2003. The number of shares that may potentially be issued under these plans is 6,257,460 at a price of €18.09, which is equal to the average of the prices quoted during the twenty trading sessions preceding the date of the Board meeting, with no discount.

#### 2004 STOCK OPTION PLAN

On 23 June 2004, the Board of Directors created a stock option plan for executive officers and certain senior managers of Crédit Agricole S.A. and its subsidiaries, using the authority granted by extraordinary resolution of the shareholders at the AGM held on 21 May 2003. In addition, some of these options resulted from the conversion of stock option plans granted by the subsidiary BFT as part of the continued harmonisation of stock option plans within the Group. The total number of shares that may potentially be issued under this plan is 10,861,220 at a price of €20.48, which is equal to the average price quoted during the twenty trading sessions preceding the date of the Board meeting, with no discount.

# 2005 STOCK OPTION PLAN

On 25 January 2005, the Board of Directors converted the existing plan at subsidiary CL Suisse by granting 25,296 Crédit Agricole S.A. options to the beneficiaries using the authority granted by extraordinary resolution of the shareholders on 21 May 2003. The exercise price is €22.57, which is equal to the average price quoted during the twenty trading sessions preceding the date of the Board meeting, with no discount. On 19 July 2005 and 16 November 2005, the Board of Directors granted options to two new employees. The first received 5,000 options at an exercise price of €20.99 and the second received 15,000 options at an exercise price of €24.47, which is equal to the average price quoted during the twenty trading sessions preceding the date of each Board meeting, with no discount

#### 2006 STOCK OPTION PLAN

Pursuant to the authorisation granted by the extraordinary General Meeting of 17 May 2006, the Board of Directors of Crédit Agricole S.A. set the terms and conditions for granting a stock option plan and granted the necessary powers to its Chairman to carry out this plan.

NOTES TO THE FINANCIAL STATEMENTS

The Board of Directors created a stock option plan for executive officers and certain senior managers of Crédit Agricole S.A. and its subsidiaries, for 12,029,500 options at a price of €33.61 per share, for 1,745 beneficiaries.

#### 2007 STOCK OPTION PLAN

Pursuant to the authorisation granted by the extraordinary General Meeting of 17 May 2006, at its meeting of 17 July 2007, the Board of Directors of Crédit Agricole S.A. created a stock option plan for six employees who had joined the group, at the exercise price of €29.99 per share, which is equal to the average price quoted during the twenty trading sessions preceding the date of each Board meeting, with no discount.

Following the capital transactions of November 2003 and January 2007, the Board of Directors of Crédit Agricole S.A. adjusted the number of options and the exercise price under the plans.

As the exercise period for the April and December 2003 was open, in accordance with the resolutions adopted by the Board of Directors, it was decided to adjust the number of options and exercise price under these two plans to take into account the November 2003 and January 2007 capital transactions.

The following tables show the attributes and general terms of the plans in place at 31 December 2007:

#### **DESCRIPTION OF CRÉDIT AGRICOLE S.A. STOCK OPTION PLANS**

Crédit Agricole S.A. stock option plans	200	03	2004		2005		2006	2007	Total
Date of AGM that authorised									
the plan	22/05/2002	21/05/2003	21/05/2003	21/05/2003	21/05/2003	21/05/2003	17/05/2006	17/05/2006	
Date of Board meeting	15/04/2003	17/12/2003	23/06/2004	25/01/2005	19/07/2005	16/11/2005	18/07/2006	17/07/2007	
Option grant date	15/04/2003	17/12/2003	05/07/2004	25/01/2005	19/07/2005	16/11/2005	06/10/2006	17/07/2007	
Term of plan	7 years								
Lock-up period	4 years								
First exercise date	15/04/2007	17/12/2007	05/07/2008	25/01/2009	19/07/2009	16/11/2009	06/10/2010	17/07/2011	
Expiry date	15/04/2010	17/12/2010	05/07/2011	25/01/2012	19/07/2012	16/11/2012	05/10/2013	16/07/2014	
Number of beneficiaries	428	288	1,488	17	1	1	1,745	6	
Number of options granted	4,294,616	6,350,020	10,860,220	25,296	5,000	15,000	12,029,500	127,500	33,707,152
Exercise price	€14.38	€17.83	€20.48	€22.57	€20.99	€24.57	€33.61	€29.99	
Performance conditions	No								
Conditions in case of departure from Group									
Resignation	Forfeit								
Dismissal	Forfeit								
Retirement	Retain								
Death	Retain (1)								
Number of options									
Granted to executive officers	40,758		140,000				170,000		
Granted to the ten largest grantees	443,243	2,389,385	515,000		41,725		790,000	127,500	
Exercised in 2007	2,056,119	156,415	2,000						2,214,534
Forfeited and exercised since inception	2,474,413	904,525	525,140	2,321			179,000		4,085,399
Number of options outstanding at 31 December 2007	1,820,203	5,445,495	10,335,080	22,975	5,000	15,000	11,850,500	127,500	29,621,753
Fair value (as a % of grant price)	31.90%	21.80%	18.00%	18.30%	18.30%	18.30%	28.60%	22.70%	
Valuation method used	Black & Scholes								

<sup>(1)</sup> If heirs and successors exercise within 6 months of death.

NOTES TO THE FINANCIAL STATEMENTS

# HISTORICAL DATA ON CRÉDIT AGRICOLE S.A. STOCK OPTIONS PLANS

Crédit Agricole S.A.									
stock option plans	200	3	2004		2005		2006	2007	Total
	15/04/2003	17/12/2003	05/07/2004	25/01/2005	19/07/2005	16/11/2005	06/10/2006	17/07/2007	
Number of options									
Outstanding at 31 December 2006	4,031,897	6,068,326	10,491,080	22,975	5,000	15,000	12,009,500		32,643,778
Granted in 2007								127,500	127,500
Forfeited in 2007	155,575	466,416	154,000				159,000		934,991
Exercised in 2007	2,056,119	156,415	2,000						2,214,534
Outstanding at 31 December 2007	1,820,203	5,445,495	10,335,080	22,975	5,000	15,000	11,850,500	127,500	29,621,753

## Coverage of Crédit Agricole S.A. stock option plans

The 2004 stock option plan (maturity: 2011) and the 2006 stock option plan (maturity: 2013) are covered through Crédit Agricole S.A. options to buy its own shares.

The other stock option plans are covered by own shares held directly by Crédit Agricole S.A.

#### Key assumptions used to value the stock option plans

Crédit Agricole S.A. values the options granted and recognises an expense determined on the date of grant based on the market value of the options on that date. The only assumptions that may be revised during the vesting period giving rise to an adjustment to the expense are those relating to the beneficiaries (options forfeited on resignation or dismissal).

#### **PLANS**

Date of grant	15/04/2003	17/12/2003	05/07/2004	25/01/2005	19/07/2005	16/11/2005	06/10/2006	17/07/2007
Estimated life	5 years	5 years	5 years		5 years		7 years	7 years
Rate of forfeiture	5%	5%	5%		5%		1.25%	1.25%
Estimated dividend rate	3.46%	3.01%	3.34%		3.22%		3.03%	4.20%
Volatility on the date of grant	40%	27%	25%		25.00%		28%	28%

The Black & Scholes model has been used for all Crédit Agricole S.A. stock option plans.

# Share subscription plans proposed to employees as part of the employee share ownership plan

The amount of the 2007 employee share issue was €500 million for 68,039 applicants and an average subscription amount of €7,345 after the discount. The shares were subscribed for at €22.01 (€23.38 in the USA). This price is equal to the average opening price for the Crédit Agricole S.A. shares quoted during the twenty trading sessions from 24 September to 19 October 2007, to which a discount of 20% was applied (15% for the USA).

The discount was based on calculations using the method recommended by the CNC notice of 21 December 2004. The value of the discount granted was measured using a strategy that entailed selling non-transferable shares forward and buying the same number of shares on the spot market, financed by borrowing.

The average rate used to assess the cost of this financing was 6.38% (the risk-free rate plus an average spread).

The calculation shows the value of the benefit to be 33% of the discount. The charge recognised in the income statement for the year ended 31 December 2007 is €15 million.

# 8.7. Executive officers' compensation

Executive officers refers to all members of the Executive Committee, namely the Chief Executive Officer and Deputy Chief Executive Officers of Crédit Agricole S.A., the Chief Executive Officers of the main subsidiaries and the heads of the Group's core business activities.

Compensation and benefits paid to the members of the Executive Committee in 2007 were as follows:

- short-term benefits: €27 million including fixed and variable compensation, social charges and benefits in kind;
- post-employments benefits: €13 million in end-of-career and pension rights under the supplementary plan in place for the Group's senior executives;

NOTES TO THE FINANCIAL STATEMENTS

- other long-term benefits: the amount of long-service awards granted was not material;
- employment contract termination indemnities: not material.

Total Directors' fees paid to members of the Crédit Agricole S.A. Board of Directors in 2007 in consideration for serving as Directors of Crédit Agricole S.A. amounted to €816,100.

These sums include compensation and benefits paid to the Chief Executive Officer and Deputy Chief Executive Officers of Crédit Agricole S.A. shown in the section on "Corporate governance and internal control" of the registration document.

Note 9

# Financing and guarantee commitments

# **Guarantees and commitments given**

(in millions of euros)	31/12/2007	31/12/2006
Commitments given		
Financing commitments	171,332	245,387
Banks	11,305	120,972
Customers	160,027	124,415
Confirmed credit lines	155,164	119,993
- Confirmed documentary credits	12,417	7,738
- Other confirmed credit lines	142,747	112,255
Other	4,863	4,422
Guarantee commitments	100,463	116,429
Banks	12,562	10,585
- Confirmed credit lines	2,464	2,080
- Other	10,098	8,505
Customers	87,901	105,844
- Property guarantees	2,552	26,493
- Financial guarantees	12,804	10,745
- Loan repayment guarantees	72,545	68,606
Commitments received		
Financing commitments	14,113	10,406
Banks	3,470	7,280
Customers	10,643	3,126
Guarantee commitments	160,867	79,422
Banks	31,259	37,006
Customers	129,608	42,416
- Guarantees received from government bodies or similar	11,936	9,017
- Other	117,672	33,399

NOTES TO THE FINANCIAL STATEMENTS

# Assets pledged as collateral for liabilities

(in millions of euros)	31/12/2007	31/12/2006
Liabilities (Securities lent, securities sold under repurchase agreements, deposits on market transactions)	173,633	157,508

# Guarantees held and available to the entity

Guarantees held by the Group and that it is authorised to sell or pledge as collateral are not material and the use of such guarantees is not covered by a formal policy that is systematically applied because it is marginal when related to the Crédit Agricole S.A. Group's overall business.

# Note 10

# Fair value of financial instruments

The fair value of a financial instrument is the amount for which that instrument asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction.

The fair values shown below are estimates made on the reporting date. They are subject to change in subsequent periods due to developments in market conditions or other factors.

The calculations represent best estimates. They are based on a number of valuation models and assumptions. To the extent that these models contain uncertainties, the fair values shown may not be achieved upon actual sale or immediate settlement of the financial instruments concerned.

In practice, and in line with the going-concern principle, not all these financial instruments would necessarily be settled immediately at the values estimated below.

# Fair value of assets and liabilities measured at cost

	31/12/2	007	31/12/2006		
(in millions of euros)	Carrying value	Estimated market value	Carrying value	Estimated market value	
ASSETS					
Due from banks	318,188	316,430	292,207	291,705	
Loans and advances to customers	302,444	301,656	248,145	247,985	
Held-to-maturity financial assets	21,136	21,428	18,007	18,960	
Investment property	2,779	4,567	2,971	4,638	
LIABILITIES					
Due to banks	172,099	172,402	134,239	133,610	
Customer accounts	387,253	387,039	350,811	350,629	
Debt securities in issue	177,688	177,675	162,824	162,849	
Subordinated debt	22,837	22,926	24,470	24,743	

NOTES TO THE FINANCIAL STATEMENTS

For financial instruments that are traded in an active market (i.e. prices are quoted and disseminated), the best estimate of fair value is their market price.

In the absence of a market and of reliable data, fair value is determined using an appropriate method that is consistent with the valuation methods used in financial markets: market value of a comparable instrument, discounted future cash flows, or valuation models.

Where it is necessary to assess fair value, the discounted cash flow method is the most commonly used.

Investment properties are valued by expert appraisers.

In some cases, market values are close to book values. This is particularly the case for:

- assets or liabilities at floating rates where changes in interest rates have no significant influence on fair value as the rates on these instruments are frequently adjusted to market rates;
- short-term assets or liabilities where the redemption value is considered to be close to the market value;
- regulated instruments (e.g. regulated savings accounts) where prices are fixed by the government;
- sight liabilities.

# Fair value of assets and liabilities measured based on non-observable data

		31/12/2007						
(in millions of euros)	Carrying value (if not the same as fair value)	Fair value recognised or provided in the financial statements	Portion measured using valuation methods not based on market data *	Change in period of fair value measured using valuation methods not based on market data *				
Financial assets held for trading		426,560	14,506	(3,179)				
Financial assets designated as at fair value through profit or loss		32,405						
Available-for-sale financial instruments		169,691	2,481					
Loans and receivables	620,632	618,086						
Financial liabilities held for trading		332,571	272					
Financial liabilities designated as at fair value through profit or loss								

These valuation methods are described in the Management Report under "Risk Factors".

As described in Note 2, the fair value of certain financial instruments is calculated using valuation methods not based on observable market data. At 31 December 2007, these included mainly:

- CDO units with underlying US residential mortgages;
- the fair value of hedges on certain of the above CDOs with underlying US mortgages;
- to a lesser extent, the fair value of other fixed-income, equity and credit derivatives.

The negative €3,179 million change in fair value over 2007 mainly reflects the effect of impairment recognised on the CDO units and associated hedges.

At 31 December 2006, market data were available for valuing CDO units and associated hedges.

NOTES TO THE FINANCIAL STATEMENTS

	31/12/2006						
(in millions of euros)	Carrying value (if not the same as fair value)	Fair value recognised or provided in the financial statements	Portion measured using valuation methods not based on market data *				
Financial assets held for trading		391,903	1,329				
Financial assets designated as at fair value through profit or loss		25,949					
Financial assets available for sale		173,530	2,055				
Loans and receivables	540,352	539,690					
Other financial assets							
Financial liabilities held for trading		297,284	199				
Financial liabilities designated as at fair value through profit or loss							
Other financial liabilities							

<sup>\*</sup> These valuation methods are described in the management report under "Risk factors".

# Estimated impact of inclusion of margin at inception (day one p&l)

(in millions of euros)	2007	2006
Deferred profit at 1 January	444	399
Profit generated by new transactions during the year	292	218
Recognised in net income for the period		
Amortisation and cancelled/reimbursed/matured transactions	(211)	(166)
Effect of variables or products reclassified as observable during the year	(75)	(7)
Deferred profit at 31 December	450	444



NOTES TO THE FINANCIAL STATEMENTS

Note 11

# Subsequent events

# Calyon and Société Générale merge their brokerage activities

On 2 January 2008, Calyon and Société Générale completed the merger of the derivatives brokerage of their respective subsidiaries, Calyon Financial and Fimat. The merger was announced on 8 August 2007.

This made effective the operational launch of Newedge, a company owned 50/50 by Calyon and Société Générale.

The transaction will be recognised in the first quarter of 2008.

# Disposal of equity stake in Suez

Crédit Agricole S.A. announced that on 14 January 2008 it had completed the sale of its 2.07% direct shareholding in Suez, i.e. 27,014,040 shares, at the price of €45 per share, for a total of €1,215 million.

24,558,219 shares (1.88% of Suez's capital) were sold through a placement to institutional investors. Crédit Agricole S.A. also granted to the Joint Lead Managers an over-allotment option for 2,455,821 shares of Suez (or 10% of the total placement) which was exercised on 15 January 2008.

The disposal proceeds will be recognised in the income statement in the first quarter of 2008.

# **Acquisition of 15% of Bankinter**

On 21 February 2008, the Bank of Spain announced the authorisation for Crédit Agricole S.A. to take a significant stake in Bankinter. This decision enabled Crédit Agricole S.A. to complete the acquisition of 14.66% of Bankinter for a total of €809 million, initiated on 19 November 2007 under the terms of an agreement with a group of investors represented by Ramchand Bhavnani. This stake is in addition to the 4.75 % bought in the market by Crédit Agricole S.A.

# Acquisition of 49% of Agos S.p.A. from Intesa Sanpaolo

On 27 December 2007, Intesa Sanpaolo and Crédit Agricole S.A. announced that they had agreed to the sale to Crédit Agricole S.A. of Intesa Sanpaolo's 49% interest in Agos S.p.A., their Italian joint venture in consumer finance. Agos S.p.A. will continue to operate as a subsidiary of Sofinco.

The transaction is to be completed in 2008, after securing all the required approvals.

NOTES TO THE FINANCIAL STATEMENTS

Note 12 | Scope of consolidation at 31 December 2007

Crédit Agricole SA Group - Scope of consolidation				% со	ntrol	% interest		
	(a)	Country	Method 31-Dec-07	31-Dec-07	31-Dec-06	31-Dec-07	31-Dec-0	
French retail banking								
Banks and financial institutions								
Banque Chalus		France	Equity	25.3	25.0	25.3	25	
Banque Thémis		France	Full	100.0	100.0	94.8	94	
Caisse Régionale Alpes Provence		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Alsace Vosges		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Aquitaine		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Atlantique Vendée		France	Equity	25.1	25.1	25.1	25	
Caisse Régionale Brie Picardie		France	Equity	25.2	25.0	25.2	25	
Caisse Régionale Centre Est		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Centre France		France	Equity	25.3	25.0	25.3	25	
Caisse Régionale Centre Loire		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Centre Ouest		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Champagne Bourgogne		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Charente Maritime - Deux Sèvres		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Charente-Périgord		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Côtes d'Armor		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale de l'Anjou et du Maine		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale des Savoie		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Finistère		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Franche Comte		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Gard	(Out)(4)	France	Equity		25.0		25	
Caisse Régionale Guadeloupe		France	Equity	27.2	27.2	27.2	27	
Caisse Régionale Ille et Vilaine		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Languedoc	(In)	France	Equity	25.0		25.0		
Caisse Régionale Loire - Haute Loire		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Lorraine		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Martinique		France	Equity	28.2	28.1	28.2	28	
Caisse Régionale Midi	(Out) <sup>(4)</sup>	France	Equity		25.0		25	
Caisse Régionale Morbihan		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Nord de France		France	Equity	25.3	25.5	25.3	25	
Caisse Régionale Nord Midi Pyrénées		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Nord-Est		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Normandie		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Normandie Seine		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Oise	(Out) <sup>(4)</sup>	France	Equity		25.0		25	
Caisse Régionale Paris et Île de France		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Provence - Côte d'Azur		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Pyrénées Gascogne		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Réunion		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Sud Méditerranée		France	Equity	25.0	25.0	25.0	25	
Caisse Régionale Sud Rhône Alpes		France	Equity	25.0	25.0	25.0	25	

Crádit Agricolo SA Group			Mothod	% co	ntrol	% interest		
Crédit Agricole SA Group - Scope of consolidation	(a)	Country	Method 31-Dec-07	31-Dec-07	31-Dec-06	31-Dec-07	31-Dec-06	
Caisse Régionale Toulouse Midi Toulousain		France	Equity	25.0	25.0	25.0	25.0	
Caisse Régionale Touraine Poitou		France	Equity	25.0	25.0	25.0	25.0	
Caisse Régionale Val de France		France	Equity	25.0	25.0	25.0	25.0	
Cofam		France	Equity	25.0	25.0	25.0	25.0	
Interfimo		France	Full	99.0	99.0	93.8	93.8	
LCL		France	Full	94.8	94.8	94.8	94.8	
Mercagentes		Spain	Equity	25.0	25.0	20.6	20.6	
Sircam		France	Equity	25.0	25.0	25.0	25.0	
Lease finance companies								
Locam		France	Equity	25.0	25.0	25.0	25.0	
Slibail Autos	(Out) <sup>(4)</sup>	France	Full		100.0		94.8	
Investment companies								
Bercy Participations		France	Equity	25.0	25.0	25.0	25.0	
CA Centre France Développement		France	Equity	25.3	25.0	21.0	20.8	
CACF Immobilier		France	Equity	25.3	25.0	25.3	25.0	
CADS Développement		France	Equity	25.0	25.0	25.0	25.0	
Calixte Investissement		France	Equity	25.0	25.0	25.0	25.0	
Cofinep		France	Equity	25.0	25.0	25.0	25.0	
Crédit Agricole Centre Est Immobilier		France	Equity	25.0	25.0	25.0	25.0	
L'Esprit Cantal	(Out) <sup>(3)</sup>	France	Equity		25.0		25.0	
Nord Est Agro Partenaires		France	Equity	25.0	25.0	25.0	25.0	
Nord Est Champagne Partenaires		France	Equity	25.0	25.0	25.0	25.0	
Participex		France	Equity	32.2	33.9	28.4	28.4	
Prestimmo		France	Equity	25.0	25.0	25.0	25.0	
Sepi		France	Equity	25.0	25.0	25.0	25.0	
Sequana	(In)	France	Equity	25.0		25.0		
Socadif		France	Equity	25.0	25.0	22.8	22.8	
Vauban Finance		France	Equity	25.0	25.0	25.2	25.2	
Insurance								
Assurances du CA Nord-Pas de Calais		France	Equity	45.3	45.5	39.6	39.7	
Crédit Agricole Reinsurance S.A.		Luxembourg	Full *	100.0	100.0	100.0	94.8	
Other								
Adret Gestion		France	Equity	25.0	25.0	25.0	25.0	
Alli Domes		France	Equity	25.3	25.0	25.3	25.0	
Alsace Elite		France	Equity	25.0	25.0	23.7	23.7	
C.L. Verwaltungs und Beteiligungsgesellschaft GmbH		Germany	Full	100.0	100.0	94.8	94.8	
CA Participations		France	Equity	25.0	25.0	25.0	25.0	
Caapimmo 4		France	Equity	25.0	25.0	24.8	24.8	
Caapimmo 6		France	Equity	25.0	25.0	25.0	25.0	
Caryatides Finance	(In)	France	Equity	25.3		22.3		
Centre France Location Immobilière		France	Equity	25.3	25.0	25.3	25.0	
Consortium Rhodanien de Réalisation	(Out) <sup>(4)</sup>	France	Full		100.0		94.8	
Creagrisere		France	Equity	25.0	25.0	23.9	23.9	
Crédit Lyonnais Assurance, Réassurance, Courtage (CLARC)	(Out) <sup>(4)</sup>	France	Full		100.0		94.8	

Crédit Agricole SA Group -			Method	% со	ntrol	% int	erest
Scope of consolidation	(a)	Country	31-Dec-07	31-Dec-07	31-Dec-06	31-Dec-07	31-Dec-06
Crédit Lyonnais Benelux	(Out)(3)	Netherlands	Full		100.0		94.8
Crédit Lyonnais Développement Économique (CLDE)		France	Full	100.0	100.0	94.8	94.8
Crédit Lyonnais Europe		France	Full	100.0	100.0	94.8	94.8
Crédit Lyonnais Notolion	(Out)(3)	Netherlands	Full		100.0		94.8
Crédit Lyonnais Preferred Capital		USA	Full	100.0	100.0	0.0	0.0
Créer S.A.		France	Equity	25.3	25.5	7.6	7.6
Defitech	(Out) <sup>(3)</sup>	France	Equity		25.0		25.0
Defitech Dauphicom	(Out) <sup>(3)</sup>	France	Equity		25.0		25.0
Defitech Routage et Communication	(Out) <sup>(3)</sup>	France	Equity		25.0		25.0
Europimmo		France	Equity	25.0	25.0	25.0	25.0
Force Alpes Provence		France	Equity	25.0	25.0	25.0	25.0
Force Alsace		France	Equity	25.0	25.0	25.0	25.0
Force Aquitaine	(In)	France	Equity	25.0		25.0	
Force CACF		France	Equity	25.3	25.0	25.3	25.0
Force CAM Guadeloupe Avenir		France	Equity	27.2	27.2	27.2	27.2
Force Charente Maritime Deux Sèvres		France	Equity	25.0	25.0	25.0	25.0
Force Lorraine Duo		France	Equity	25.0	25.0	25.1	25.1
Force Midi		France	Equity	25.0	25.0	25.0	25.0
Force Oise		France	Equity	25.2	25.0	25.2	25.0
Force Run		France	Equity	25.0	25.0	25.1	25.0
Force Tolosa		France	Equity	25.0	25.0	25.0	25.0
Force Toulouse Diversifié		France	Equity	25.0	25.0	25.0	25.0
Force 4		France	Equity	25.0	25.0	25.0	25.0
Gard Diversifié (ex Gard Obligations)		France	Equity	25.0	25.0	25.0	25.0
Green Island		France	Equity	25.0	25.0	25.1	25.0
Ical	(Out) <sup>(4)</sup>	France	Equity		25.0		25.0
Inforsud FM		France	Equity	25.0	25.0	23.8	23.3
Inforsud Gestion		France	Equity	25.0	25.0	22.1	22.1
Mat Alli Domes	(Out) <sup>(3)</sup>	France	Equity		25.0		25.0
Ozenne Institutionnel		France	Equity	25.0	25.0	25.2	25.2
Patrimocam		France	Equity	25.0	25.0	25.0	25.0
Patrimocam 2		France	Equity	25.0	25.0	25.0	25.0
PCA IMMO	45 .100	France	Equity	25.0	25.0	25.0	25.0
Process Lorraine	(Out) <sup>(2)</sup>	France	Equity		25.0		25.1
Routage Express Service	(Out) <sup>(2)</sup>	France	Equity		25.0		25.0
S.A.S. Immnord	(In)	France	Equity	25.3		25.3	
S.A.S. JPF	(In)	France	Equity	25.3		25.3	
SARL Prospective Informatique		France	Equity	25.2	25.0	25.2	25.0
SCI Capimo		France	Equity	25.0	25.0	25.0	25.0
SCI du Vivarais		France	Equity	25.0	25.0	25.0	25.0
SCI Euralliance Europe		France	Equity	25.3	25.5	25.3	25.5
SCI Hautes Faventines		France	Equity	25.0	25.0	24.9	24.9
SCI Les Fauvins		France	Equity	25.0	25.0	25.0	25.0
SCI Les Palmiers du Petit Pérou	(0.1)(0.1)	France	Equity	27.2	27.2	27.2	27.2
SCI Paysagère	(Out) <sup>(4)</sup>	France	Equity		25.0		25.0

Crédit Agricole SA Group -			Method	% co	ntrol	% interest	
Scope of consolidation	(a)	Country	31-Dec-07	31-Dec-07	31-Dec-06	31-Dec-07	31-Dec-06
Scica HL		France	Equity	25.0	25.0	24.7	24.7
Sparkway		France	Equity	25.0	25.0	25.0	25.0
SPI SNC		France	Equity	25.0	25.0	25.0	25.0
Sté Immobilière de Picardie		France	Equity	25.2	25.0	25.2	25.0
Sté Picarde de Développement		France	Equity	25.2	25.0	25.2	25.0
Tourism-property development							
S.A. Sedaf	(In)	France	Equity	25.3		25.3	
SARL Arcadim Fusion	(In)	France	Equity	25.3		16.5	
SCI Crystal Europe	(In)	France	Equity	25.3		26.0	
SCI Quartz Europe	(In)	France	Equity	25.3		26.0	
International retail banking							
Banks and financial institutions							
Banca Intesa S.p.A.	(Out)(2)	Italy	Equity		17.8		16.8
Banca Popolare FriulAdria S.p.A.	(In)	Italy	Full	75.0		59.0	
Banco del Desarrollo	(Out) <sup>(2)</sup>	Chile	Equity		23.7		23.7
Bankoa		Spain	Equity	30.0	30.0	28.5	28.5
Banque Internationale de Tanger		Morocco	Full	52.6	52.6	52.6	52.6
BES (Banco Espirito Santo)		Portugal	Equity	10.8	10.8	24.0	23.8
BNI Madagascar (ex BNI Crédit Lyonnais Madagascar)		Madagascar	Full	51.0	51.0	51.0	51.0
Cariparma	(In)	Italy	Full	75.0		75.0	
Crédit Agricole Egypt S.A.E.		Egypt	Full	59.3	59.4	59.0	59.1
Crédit Agricole Financement		Switzerland	Equity	45.0	45.0	39.6	39.6
Crédit Agricole Indosuez Mer Rouge		Djibouti	Full	100.0	100.0	100.0	100.0
Crédit du Congo (ex Crédit Lyonnais Congo)		Congo	Full	81.0	81.0	81.0	81.0
Crédit du Maroc		Morocco	Full	52.6	52.6	52.6	52.6
Crédit du Sénégal (ex Crédit Lyonnais Sénégal)		Senegal	Full	95.0	95.0	95.0	95.0
Crédit Uruguay Banco		Uruguay	Full	100.0	100.0	100.0	100.0
Emporiki Asset Management A.E.P.E.Y.	(Out) <sup>(4)</sup>	Greece	Full		53.6		53.6
Emporiki Asset Management Mutual Funds	(In)	Greece	Full	49.3		49.3	
Emporiki Bank		Greece	Full	67.4	67.0	67.4	67.0
Emporiki Bank Albania S.A.		Albania	Full	67.4	67.0	67.4	67.0
Emporiki Bank Bulgaria A.D.		Bulgaria	Full	67.4	67.0	67.4	67.0
Emporiki Bank Cyprus		Cyprus	Full	61.5	54.4	61.5	54.4
Emporiki Bank Germany GmbH		Germany	Full	67.4	67.0	67.4	67.0
Emporiki Bank Romania S.A.		Romania	Full	66.4	65.9	66.4	65.9
Emporiki Management		Greece	Full	67.4	67.0	67.4	67.0
Europabank		Belgium	Equity	10.0	10.0	21.8	21.8
JSC Index Bank HVB		Ukraine	Full	100.0	100.0	100.0	100.0
Meridian Bank CA Group		Serbia	Full	100.0	100.0	100.0	100.0
S.A. Crédit Agricole (Belgique)		Belgium	Equity	10.0	10.0	21.8	21.8
SCB Cameroun (ex Crédit Lyonnais Cameroun)		Cameroon	Full	65.0	65.0	65.0	65.0
Société Financière et Immobilière Marocaine		Morocco	Full	52.6	52.6	52.6	52.6
Société Ivoirienne de Banque		Ivory Coast	Full	51.0	51.0	51.0	51.0

Crédit Agricole SA Group -			Method	% co	ntrol	% interest	
Scope of consolidation	(a)	Country	31-Dec-07	31-Dec-07	31-Dec-06	31-Dec-07	31-Dec-06
Lease finance companies							
Crédit du Maroc Leasing	(In)	Morocco	Full	100.0		68.4	
Emporiki Leasing S.A.		Greece	Full	67.4	67.0	67.4	67.0
Emporiki Rent		Greece	Full	100.0	34.2	83.2	34.2
Insurance							
Emporiki Life		Greece	Proportionate	33.7	33.5	33.7	33.5
Phoenix Metrolife Emporiki	(Out)(2)	Greece	Full		70.3		70.3
Po Vita Compagnia di Assicurazioni S.p.A.	(In)	Italy	Proportionate	50.0		39.3	
Other							
Belgium CA S.A.S.		France	Equity	10.0	10.0	32.6	32.7
Bespar		Portugal	Equity	32.6	32.6	32.6	32.6
Emporiki Development & Real Estate Management		Greece	Full	67.4	67.0	67.4	67.0
Emporiki Group Finance P.I.c.		United Kingdom	Full	67.4	67.0	67.4	67.0
Emporiki Venture Capital Developed Markets Ltd.		Cyprus	Full	67.4	67.0	67.4	67.0
Emporiki Venture Capital Emerging Markets Ltd.		Cyprus	Full	67.4	67.0	67.4	67.0
Ermis Aedak	(Out)(4)	Greece	Full		48.0		48.0
Euler Hermes Emporiki		Greece	Equity	14.6	25.3	14.6	25.3
Greek Industry Of Bags		Greece	Full	39.6	47.1	39.6	47.1
Industry Of Phosphoric Fertilizer		Greece	Equity	28.4	29.5	28.4	29.5
IUB Holding		France	Full	100.0	100.0	100.0	100.0
Keytrade		Belgium	Equity	10.0	10.0	17.8	17.8
Sopar Serbie		France	Full	100.0	100.0	100.0	100.0
Specialised financial services							
Banks and financial institutions							
Agos S.p.A.		Italy	Full	51.0	51.0	50.5	58.7
Ajax Finance B.V.	(In)	Netherlands	Full	100.0		99.0	
Alsolia		France	Equity	20.0	34.0	19.8	33.6
Antera Incasso B.V.	(In)	Netherlands	Full	100.0		99.0	
Assfibo Financieringen B.V.	(In)	Netherlands	Full	100.0		99.0	
BC Finance	(In)	France	Full	55.0		55.0	
CA Deveurop BV	(In)	Netherlands	Full	100.0		99.0	
Carrefour Servizi Finanziari S.p.A.		Italy	Equity	40.0	40.0	20.2	23.5
CREALFI		France	Full	51.0	51.0	50.5	50.5
Credibom		Portugal	Full	100.0	100.0	99.0	99.0
Crediet Maatschappij "De Ijssel" B.V.	(In)	Netherlands	Full	100.0		99.0	
Credigen Bank		Hungary	Full	100.0	100.0	99.0	99.0
Crédit Lift S.p.A.	(In)	Italy	Full	100.0		50.5	
Creditplus Bank AG		Germany	Full	100.0	100.0	99.0	99.0
Dan-Aktiv		Denmark	Full	100.0	100.0	100.0	100.0
De Kredietdesk B.V.	(In)	Netherlands	Full	100.0		99.0	
Dealerservice B.V.	(In)	Netherlands	Full	100.0		99.0	
DMC Groep N.V.	(In)	Netherlands	Full	100.0		99.0	
EFL Services	. ,	Poland	Full	100.0	100.0	100.0	100.0
Emporiki Credicom		Greece	Full	100.0	100.0	83.2	83.0
Eurofactor AG (Germany)		Germany	Full	100.0	100.0	100.0	100.0

of Crédit Agricole S.A. at its meeting of 4 March 2008

NOTES TO THE FINANCIAL STATEMENTS

Crédit Agricole SA Group -			Method	% со	ntrol	% interest	
Scope of consolidation	(a)	Country	31-Dec-07	31-Dec-07	31-Dec-06	31-Dec-07	31-Dec-06
Eurofactor France		France	Full	100.0	100.0	100.0	100.0
Eurofactor S.A./NV (Belgique)		Belgium	Full	100.0	100.0	100.0	100.0
Eurofactor UK (UK)		United Kingdom	Full	100.0	100.0	100.0	100.0
Eurofactor S.A. (Portugal)		Portugal	Full	100.0	100.0	100.0	100.0
Eurofintus Financieringen B.V.	(In)	Netherlands	Full	100.0		99.0	
Euroleenlijn B.V.	(In)	Netherlands	Full	100.0		99.0	
FC France S.A.		France	Proportionate	50.0	50.0	49.5	49.5
FGAFS (Fiat Group Automobiles Financial Services S.p.A.) (ex FAFS)	3	Italy	Proportionate	50.0	50.0	49.5	49.5
Fiat Auto Financial Services (Wholesale) Ltd.		United Kingdom	Proportionate	50.0	50.0	49.5	49.5
Fiat Auto Financial Services Ltd.		United Kingdom	Proportionate	50.0	50.0	49.5	49.5
Fiat Auto KreditBank		Austria	Proportionate	50.0	50.0	49.5	49.5
Fiat Bank Polska S.A.		Poland	Proportionate	50.0	50.0	49.5	49.5
Fiat Bank GmbH		Germany	Proportionate	50.0	50.0	49.5	49.5
Fiat Credit Belgio S.A.		Belgium	Proportionate	50.0	50.0	49.5	49.5
Fiat Credit Hellas S.A.		Greece	Proportionate	50.0	50.0	49.5	49.5
Fiat Distribudora Portugal		Portugal	Proportionate	50.0	50.0	49.5	49.5
Fiat Finance Holding S.A.		Luxembourg	Proportionate	50.0	50.0	49.5	49.5
Fiat Finance S.A.		Luxembourg	Proportionate	50.0	50.0	49.5	49.5
Fiat Finansiering A/S		Denmark	Proportionate	50.0	50.0	49.5	49.5
Fiat Haendlerservice GmbH		Germany	Proportionate	50.0	50.0	49.5	49.5
Fidis Bank GmbH		Austria	Proportionate	50.0	50.0	49.5	49.5
Fidis Credit Denmark		Denmark	Proportionate	50.0	50.0	49.5	49.5
Fidis Dealer Services	(Out) <sup>(4)</sup>	Netherlands	Proportionate		50.0		49.5
Fidis Finance Polska Sp. Zo.o.		Poland	Proportionate	50.0	50.0	49.5	49.5
Fidis Finance S.A.		Switzerland	Proportionate	50.0	50.0	49.5	49.5
Fidis Insurance Consultants S.A.		Greece	Proportionate	50.0	50.0	49.5	49.5
Fidis Leasing Polska Sp. Zo.o.		Poland	Proportionate	50.0	50.0	49.5	49.5
Fidis Leasing GmbH		Austria	Proportionate	50.0	50.0	49.5	49.5
Fidis Nederland B.V.		Netherlands	Proportionate	50.0	50.0	49.5	49.5
Fidis Retail Financial Services Plc		Ireland	Proportionate	50.0	50.0	49.5	49.5
Fidis Retail IFIC S.A.	(0.1)(0.	Portugal	Proportionate	50.0	50.0	49.5	49.5
Fidis Retail Portugal AdV S.A.	(Out) <sup>(4)</sup>	Portugal	Proportionate		50.0		49.5
Fidis Servizi Finanziari S.p.A.	(Out) <sup>(4)</sup>	Italy	Proportionate	F1.0	50.0	F1.0	49.5
Finalia Financieringsmaatschappij Mahuko N.V.	(ln)	Belgium Netherlands	Full Full	51.0 100.0	51.0	51.0 99.0	51.0
Finaref AB	(In)	Sweden	Full	100.0	100.0	100.0	100.0
Finaref AS		Norway	Full	100.0	100.0	100.0	100.0
Finaref Benelux		Belgium	Full	100.0	100.0	100.0	100.0
Finaref OY		Finland	Full	100.0	100.0	100.0	100.0
Finaref S.A.		France	Full	100.0	100.0	100.0	100.0
Finaref Securities AB	(Out) <sup>(4)</sup>	Sweden	Full	100.0	100.0	100.0	100.0
Finata Bank N.V.	(In)	Netherlands	Full	100.0		99.0	
Finata Sparen N.V.	(In)	Netherlands	Full	100.0		99.0	
Finata Zuid-Nederland B.V.	(In)	Netherlands	Full	100.0		99.0	
a mara recondita biti	(111)	. totaloriumus	ı ull	100.0		55.0	

Consolidated financial statements for the year ended 31 December 2007 approved by the Board of Directors

Crédit Agricole SA Group -			Method	% co	ntrol	% int	erest
Scope of consolidation	(a)	Country	31-Dec-07	31-Dec-07	31-Dec-06	31-Dec-07	31-Dec-06
Finconsum ESC S.A.	(Out) <sup>(2)</sup>	Spain	Full		45.0		44.5
FL Auto S.N.C		France	Proportionate	50.0	50.0	49.5	49.5
FL Location SNC		France	Proportionate	50.0	50.0	49.5	49.5
IDM Finance B.V.	(In)	Netherlands	Full	100.0		99.0	
lebe Lease B.V.	(In)	Netherlands	Full	100.0		99.0	
InterBank N.V.	(In)	Netherlands	Full	100.0		99.0	
Inter-Factor Europa (Spain)		Spain	Full	100.0	100.0	100.0	100.0
J.J.P. Akkerman Financieringen B.V.	(In)	Netherlands	Full	100.0		99.0	
Jotex Finans AB	(Out) <sup>(4)</sup>	Sweden	Full		100.0		100.0
Krediet '78 B.V.	(In)	Netherlands	Full	100.0		99.0	
Logos Finanziaria S.p.A.	(In)	Italy	Full	51.0		25.8	
Lukas Bank		Poland	Full	100.0	100.0	100.0	100.0
Lukas S.A.		Poland	Full	100.0	100.0	100.0	100.0
Mahuko Financieringen B.V.	(In)	Netherlands	Full	100.0		99.0	
Matriks N.V.	(In)	Netherlands	Full	100.0		99.0	
MENAFINANCE		France	Proportionate	50.0	50.0	49.5	49.5
NVF Voorschotbank B.V.	(In)	Netherlands	Proportionate	50.0		49.5	
Regio Kredietdesk B.V.	(In)	Netherlands	Full	100.0		99.0	
Ribank		Netherlands	Full	100.0	100.0	99.0	99.0
Sedef		France	Full	100.0	100.0	99.0	99.0
Sofice S.A.	(Out) <sup>(4)</sup>	France	Proportionate		50.0		49.5
Sofinco		France	Full	99.0	99.0	99.0	99.0
SSF (Sofinco Saudi Fransi)	(In)	Saudi Arabia	Full	100.0		64.7	
Tarcredit EFC S.A.		Spain	Proportionate	50.0	50.0	49.5	49.5
Tarfin S.A.	(Out) <sup>(4)</sup>	Switzerland	Proportionate		50.0		49.5
Targasys Stock		Spain	Proportionate	50.0	50.0	49.5	49.5
VoordeelBank B.V.	(In)	Netherlands	Full	100.0		99.0	
Wafasalaf		Morocco	Equity	34.0	34.0	33.6	33.6
Lease finance companies							
Auxifip		France	Full	100.0	100.0	100.0	100.0
Climauto		France	Full	100.0	100.0	99.5	99.5
Crédit Agricole Leasing		France	Full	100.0	100.0	100.0	100.0
Credium		Czech Republic	Full	100.0	100.0	99.0	99.0
Etica		France	Full	100.0	100.0	100.0	100.0
Etica Bail	(Out) <sup>(4)</sup>	France	Full		100.0		100.0
Europejski Fundusz Leasingowy (E.F.L.)		Poland	Full	100.0	100.0	100.0	100.0
FAL Fleet Services S.A.S.		France	Proportionate	50.0	50.0	49.5	49.5
Fiat Auto Contracts Ltd.		United Kingdom	Proportionate	50.0	50.0	49.5	49.5
Fiat Auto Lease N.V.	(Out) <sup>(4)</sup>	Netherlands	Proportionate		50.0		49.5
Finamur		France	Full	100.0	100.0	100.0	100.0
Finplus Renting S.A.		Spain	Proportionate	50.0	50.0	49.5	49.5
Leasys S.p.A.		Italy	Proportionate	50.0	50.0	49.5	49.5
Leicer		Spain	Full	100.0	100.0	100.0	100.0
Lixxbail		France	Full	100.0	100.0	100.0	100.0

Crédit Agricole SA Group -			Method	% со	ntrol	% interest	
Scope of consolidation	(a)	Country	31-Dec-07	31-Dec-07	31-Dec-06	31-Dec-07	31-Dec-06
Lixxcourtage		France	Full	100.0	100.0	100.0	100.0
Lixxcredit		France	Full	99.9	99.9	99.9	99.9
NVA (Négoce Valorisation des actifs)		France	Full	99.9	99.9	99.9	99.9
Savarent S.p.A.		Italy	Proportionate	50.0	50.0	49.5	49.5
Slibail Energie	(Out) <sup>(4)</sup>	France	Full		100.0		100.0
Slibail Longue Durée (SLD)		France	Full	100.0	100.0	100.0	100.0
Ucalease		France	Full	100.0	100.0	99.5	99.5
Unifergie		France	Full	100.0	100.0	100.0	100.0
Unimat		France	Full	100.0	100.0	100.0	100.0
Investment companies							
Argence Investissement S.A.S.		France	Full	100.0	100.0	100.0	100.0
Argence Participation	(In)	France	Full	99.9		99.9	
Nordic Consumer Finans		Denmark	Full	100.0	100.0	100.0	100.0
Insurance							
Arès		Ireland	Full	100.0	100.0	50.5	58.7
Assurfi	(In)	France	Full	55.0		55.0	
Eda		France	Full	100.0	100.0	99.0	99.0
Other							
ADM	(In)	France	Full	100.0		55.0	
BC Provence	(In)	France	Full	100.0		55.0	
Crédit LIFT		France	Full	100.0	100.0	99.0	99.0
Finanpar	(In)	France	Full	100.0		55.0	
GEIE Argence Développement		France	Full	100.0	100.0	100.0	100.0
GEIE Argence Management		France	Full	100.0	100.0	100.0	100.0
SCI Groupe Sofinco		France	Full	100.0	100.0	99.0	99.0
Sofinco Participations		France	Full	100.0	100.0	99.0	99.0
Valris		France	Full	100.0	100.0	99.0	99.0
Asset management							
Banks and financial institutions							
BFT (Banque Financement et Trésorerie)		France	Full	100.0	100.0	100.0	100.0
BFT Gestion		France	Full	100.0	100.0	100.0	100.0
BGP Indosuez		France	Full	100.0	100.0	100.0	100.0
CA (Suisse) S.A.		Switzerland	Full	100.0	100.0	97.8	97.8
CA Alternative Investment Products Group SGR		Italy	Full *	90.0	90.0	88.3	74.3
CA Asset Management España Holding		Spain	Full	100.0	100.0	98.0	98.0
CA Asset Management Hong Kong Ltd.		Hong Kong	Full	100.0	100.0	98.1	98.1
CA Asset Management Japan Ltd.		Japan	Full	100.0	100.0	98.1	98.1
CA Asset Management Ltd.		United Kingdom	Full	100.0	100.0	98.1	98.1
CA Asset Management Luxembourg		Luxembourg	Full	100.0	100.0	98.1	98.1
CA Asset Management Singapore Ltd.		Singapore	Full	100.0	100.0	98.1	98.1
CA Luxembourg		Luxembourg	Full	100.0	100.0	97.8	97.8
CAAM		France	Full	100.0	100.0	98.1	98.1
CAAM AI Holding		France	Full	100.0	100.0	98.1	98.1
CAAM AI London Branch	(In)	United Kingdom	Full	100.0		98.1	

Crédit Agricole SA Group -			Method	% со	ntrol	% interest	
Scope of consolidation	(a)	Country	31-Dec-07	31-Dec-07	31-Dec-06	31-Dec-07	31-Dec-06
CAAM AI S.A.S.		France	Full	100.0	100.0	98.1	98.1
CAAM AI Inc.		USA	Full	100.0	100.0	98.1	98.1
CAAM Capital Investors		France	Full	100.0	100.0	98.1	98.1
CAAM London Branch	(In)	United Kingdom	Full	100.0		98.1	
CAAM Real Estate Italia SGR	(In)	Italy	Full	100.0		98.1	
CAAM Securities Company Japan KK		Japan	Full	100.0	100.0	98.1	98.1
CAAM SGR	(In)	Italy	Full	100.0		98.1	
CAAM SGR S.p.A.	(Out)(2)	Italy	Proportionate		65.0		69.7
CACEIS Bank		France	Proportionate	50.0	50.0	50.0	50.0
CACEIS Bank Deutschland GmbH	(In)	Germany	Proportionate	50.0		50.0	
CACEIS Bank Luxembourg		Luxembourg	Proportionate	50.0	50.0	50.0	50.0
CACEIS Corporate Trust		France	Proportionate	50.0	50.0	50.0	50.0
CPR AM		France	Full	100.0	100.0	98.4	98.4
Crédit Agricole Asset Management Group		France	Full	98.1	98.1	98.1	98.1
Crédit Foncier de Monaco		Monaco	Full	70.1	70.1	67.4	67.4
CREELIA		France	Full	100.0	100.0	98.1	98.1
E.P.E.M. Inc.		USA	Full	100.0	100.0	98.1	98.1
Epsilon SGR S.p.A.	(Out)(2)	Italy	Proportionate		93.8		65.3
Fastnet Belgium		Belgium	Proportionate	50.0	50.0	26.1	26.1
Fastnet Ireland		Ireland	Proportionate	50.0	50.0	50.0	50.0
Fastnet Netherlands		Netherlands	Proportionate	50.0	50.0	26.1	26.1
Finanziaria Indosuez International Ltd.		Switzerland	Full	100.0	100.0	97.8	97.8
Fund Channel		Luxembourg	Full	100.0	100.0	98.1	98.1
Gestion Privée Indosuez (G.P.I)		France	Full	100.0	100.0	100.0	100.0
NEXTRA Alternative Investment SGR S.p.A.	(Out)(2)	Italy	Proportionate		90.0		64.4
Nonghyup-CA		South Korea	Proportionate	40.0	40.0	39.3	39.3
Segespar Finance		France	Full	100.0	100.0	98.1	98.1
Segespar Intermédiation		France	Full	100.0	100.0	98.1	98.1
Sim S.p.A. Selezione e Distribuzione		Italy	Full *	100.0	100.0	98.1	69.7
Investment companies							
Alternative Investment & Research Technologies LLC	(Out) <sup>(3)</sup>	USA	Full		100.0		98.0
CACEIS S.A.S.		France	Proportionate	50.0	50.0	50.0	50.0
CAI BP Holding		France	Full	100.0	100.0	97.8	97.8
CASAM		France	Full	100.0	100.0	98.0	98.0
CASAM Advisers LLC		USA	Full	100.0	100.0	98.0	98.0
CASAM Americas LLC		USA	Full	100.0	100.0	98.0	98.0
CASAM Cayman Ltd.	(Out) <sup>(3)</sup>	USA	Full		100.0		98.0
CASAM US Holding Inc.		USA	Full	100.0	100.0	98.0	98.0
Lyra Capital LLC		USA	Full	100.0	100.0	98.0	98.0
Lyra Partners LLC		USA	Full	100.0	100.0	98.0	98.0
Space Holding (Ireland) Limited		Ireland	Full	100.0	100.0	100.0	100.0
Space Lux		Luxembourg	Full	100.0	100.0	100.0	100.0
Insurance							
Argence Gestion Assurances		France	Full	100.0	100.0	100.0	100.0
Assurances Médicales de France		France	Full	100.0	100.0	100.0	100.0
							. 50.

Crédit Agricole SA Group -			Method	% co	ntrol	% interest	
Scope of consolidation	(a)	Country	31-Dec-07	31-Dec-07	31-Dec-06	31-Dec-07	31-Dec-06
BES Seguros		Portugal	Full	75.0	75.0	56.0	56.0
BES Vida		Portugal	Full	100.0	100.0	62.0	61.9
BFT opportunité		France	Full	100.0	100.0	100.0	100.0
Colisée 2001	(Out) <sup>(3)</sup>	France	Full		100.0		100.0
Colisée Actions France Europe		France	Full	100.0	100.0	100.0	100.0
Colisée Actions 1		France	Full	100.0	100.0	100.0	100.0
Colisée Placements		France	Full	100.0	100.0	100.0	100.0
Federval		France	Full	100.0	100.0	100.0	100.0
Finaref Assurances		France	Full	100.0	100.0	100.0	100.0
Finaref Insurance Limited		Ireland	Full	100.0	100.0	100.0	100.0
Finaref Life Limited		Ireland	Full	100.0	100.0	100.0	100.0
Finaref Risques Divers		France	Full	100.0	100.0	100.0	100.0
Finaref Vie		France	Full	100.0	100.0	100.0	100.0
Foncière Hypersud (Ex Hypersud)		France	Proportionate	51.4	51.4	51.4	51.4
GRD1		France	Full	100.0	100.0	100.0	100.0
GRD10		France	Full	100.0	100.0	100.0	100.0
GRD11		France	Full	100.0	100.0	100.0	100.0
GRD12		France	Full	100.0	100.0	100.0	100.0
GRD14		France	Full	100.0	100.0	100.0	100.0
GRD2		Japan	Full	100.0	100.0	100.0	100.0
GRD3		France	Full	100.0	100.0	100.0	100.0
GRD4		France	Full	100.0	100.0	100.0	100.0
GRD5		France	Full	100.0	100.0	100.0	100.0
GRD7		USA	Full	100.0	100.0	100.0	100.0
GRD8		France	Full	100.0	100.0	100.0	100.0
GRD9		France	Full	100.0	100.0	100.0	100.0
Immobilière Federpierre	(Out) <sup>(4)</sup>	France	Full		100.0		100.0
Les Assurances Fédérales IARD	(Out) <sup>(4)</sup>	France	Full *		40.0		40.0
Médicale de France		France	Full	99.8	99.8	99.8	99.8
Pacifica		France	Full	100.0	100.0	100.0	100.0
Predica		France	Full	100.0	100.0	100.0	100.0
Predica 2005 FCPR A		France	Full	100.0	100.0	100.0	100.0
Predica 2006 FCPR A		France	Full	100.0	100.0	100.0	100.0
Predica Europe S.A. (Ex Prédicai Europe)		Luxembourg	Full	100.0	100.0	99.9	99.9
Prediquant actions		France	Full	100.0	100.0	100.0	100.0
Prediquant actions Asie	(In)	France	Full	100.0		100.0	
Prediquant opportunité		France	Full	100.0	100.0	100.0	100.0
Space Reinsurance Company Limited		Ireland	Full	100.0	100.0	100.0	100.0
Other							
Brooke Securities Holdings	(In)	USA	Proportionate	50.0		50.0	
Brooke Securities Inc.	(In)	USA	Proportionate	50.0		50.0	
CAAM AI S Inc.		USA	Full	100.0	100.0	98.1	98.1
CAAM Financial Solutions	(In)	France	Full	100.0		98.1	
CAAM Real Estate		France	Full	100.0	100.0	98.1	98.1
CACEIS Fastnet		France	Proportionate *	50.0	93.0	46.5	57.4

Crédit Agricole SA Group -			Method	% со	ntrol	% interest	
Scope of consolidation	(a)	Country	31-Dec-07	31-Dec-07	31-Dec-06	31-Dec-07	31-Dec-06
CACEIS Fastnet American Administration	(In)	France	Proportionate	50.0		50.0	
CACEIS Fastnet (Suisse)		Switzerland	Proportionate	50.0	50.0	50.0	50.0
Fastnet Luxembourg		Luxembourg	Proportionate	50.0	50.0	26.1	26.1
Ideam		France	Full	100.0	90.0	98.1	88.5
Investor Service House S.A.		Luxembourg	Proportionate	50.0	50.0	50.0	50.0
Olympia Capital Associates L.P.	(In)	USA	Proportionate	50.0		50.0	
Olympia Capital Inc.	(In)	USA	Proportionate	50.0		50.0	
Olympia Capital Ltd.	(In)	United Kingdom	Proportionate	50.0		50.0	
Olympia Capital Ltd. Cayman	(In)	USA	Proportionate	50.0		50.0	
Olympia Financial Services Inc.	(In)	Canada	Proportionate	50.0		50.0	
Olympia Ireland Ltd.	(In)	Ireland	Proportionate	50.0		50.0	
Partinvest S.A.		Luxembourg	Proportionate	50.0	50.0	50.0	50.0
SCI La Baume		France	Full	100.0	100.0	100.0	100.0
Systeia		France	Full	79.2	80.4	76.6	76.4
The Fastnet House S.A.		Luxembourg	Proportionate	50.0	50.0	50.0	50.0
Winchester Fiduciary Services Ltd.	(In)	United Kingdom	Proportionate	50.0		50.0	
Winchester International Trust Company Ltd.	(In)	United Kingdom	Proportionate	50.0		50.0	
Corporate and investment banking							
Banks and financial institutions							
Aguadana S.L.	(In)	Spain	Full	100.0		97.8	
Al BK Saudi Al Fransi - BSF		Saudi Arabia	Equity	31.1	31.1	30.4	30.4
Altra Banque		France	Equity	34.0	34.0	34.0	34.0
CA (Suisse) Bahamas		Bahamas	Full	100.0	100.0	97.8	97.8
Cal FP (Holding)	(Out)(3)	United Kingdom	Full		100.0		100.0
Cal FP Bank	(Out)(3)	United Kingdom	Full		100.0		100.0
Calyon Algeria	(In)	Algeria	Full	100.0		97.8	
Calyon Australia Ltd.		Australia	Full	100.0	100.0	97.8	97.8
Calyon Bank Hungary Ltd.		Hungary	Full	100.0	100.0	97.8	97.8
Calyon Bank Polska S.A.		Poland	Full	100.0	100.0	97.8	97.8
Calyon Bank Slovakia A.S.		Slovakia	Full	100.0	100.0	97.8	97.8
Calyon Bank Ukraine		Ukraine	Full	100.0	100.0	97.8	97.8
Calyon Leasing Corporation	(Out)(*)	USA	Full		100.0		97.8
Calyon Merchant Bank Asia Ltd.	. ,	Singapore	Full	100.0	100.0	97.8	97.8
Calyon North America Inc.	(Out)(*)	USA	Full		100.0		97.8
Calyon Rusbank S.A.	. ,	Russia	Full	100.0	100.0	97.8	97.8
Calyon Yatirim Bankasi Turk A.S. (ex Calyon Turk A.S.)		Turkey	Full	100.0	100.0	97.8	97.8
Calyon S.A.		France	Full	97.8	97.8	97.8	97.8
CLASI	(Out)(*)	USA	Full		100.0		97.8
Cogenec	. ,	Monaco	Full	100.0	100.0	97.8	97.8
Crédit Agricole Luxembourg Bank	(In)	Luxembourg	Full	100.0		97.8	
Crédit Lyonnais Leasing Cpy Japan	/	Japan	Full	100.0	100.0	97.8	97.8
Fransabank France	(Out)(2)	France	Equity		34.0	2.70	34.0
	()						



Crédit Agricole SA Group -			Method	% со	ntrol	% interest	
Scope of consolidation	(a)	Country	31-Dec-07	31-Dec-07	31-Dec-06	31-Dec-07	31-Dec-06
Stockbrokers							
Altura		Spain	Proportionate	50.0	50.0	33.4	34.2
CAI Cheuvreux		France	Full	100.0	100.0	97.8	97.8
CAI Cheuvreux España S.A.		Spain	Full	100.0	100.0	97.8	97.8
CAIC International Ltd.		United Kingdom	Full	100.0	100.0	97.8	97.8
CAIC Italia Sim S.p.A.		Italy	Full	100.0	100.0	97.8	97.8
CAIC Nordic AB		Sweden	Full	100.0	100.0	97.8	97.8
CAIC North America Inc.		USA	Full	100.0	100.0	97.8	97.8
CAIC Securities Ltd.		Hong Kong	Full	100.0	100.0	97.8	97.8
Calyon Financial		France	Full	100.0	100.0	97.8	97.8
Calyon Financial Hong Kong		Hong Kong	Full	100.0	100.0	97.8	97.8
Calyon Financial Inc.		USA	Full	100.0	100.0	97.8	97.8
Calyon Financial Singapore		Singapore	Full	100.0	100.0	97.8	97.8
Calyon Securities Japan		Japan	Full	100.0	100.0	97.8	97.8
Groupe Cholet Dupont		France	Equity	33.4	33.4	32.7	32.7
Lease finance companies							
Cardinalimmo		France	Full	49.6	49.6	48.5	48.
Ergifrance	(Out) <sup>(3)</sup>	France	Full		100.0		97.8
Financière Immobilière Calyon		France	Full	100.0	100.0	97.8	97.
Investment companies							
Banco Calyon Brasil		Brazil	Full	100.0	100.0	97.8	97.
Cafi KEDROS	(In)	France	Full	100.0		97.8	
Calyon Air Finance S.A.		France	Full	100.0	100.0	97.8	97.
Calyon Capital Market Asia BV		Netherlands	Full	100.0	100.0	97.8	97.
Calyon Capital Market International (CCMI)		France	Full	100.0	100.0	97.8	97.
Calyon Finance Guernesey		United Kingdom	Full	99.9	99.9	97.7	97.
Calyon Financial Products		United Kingdom	Full	99.9	99.9	97.7	97.
Calyon Financing Luxembourg SARL	(In)	Luxembourg	Full	100.0		97.8	
Calyon Global Banking		France	Full	100.0	100.0	97.8	97.
Calyon Global Partners Group		USA	Full *	100.0	100.0	97.8	97.
Calyon Holdings (ex Crédit Lyonnais Invest. Ltd.)		United Kingdom	Full	100.0	100.0	97.8	97.8
Calyon Investment Products Limited	(Out) <sup>(3)</sup>	Cayman Islands	Full		100.0		97.
Calyon Investments		United Kingdom	Full	100.0	100.0	97.8	97.
Calyon North America Holding		USA	Full	100.0	100.0	97.8	97.
Calyon Securities USA Inc.		USA	Full	100.0	100.0	97.8	97.
Calyon Uruguay S.A.	(Out) <sup>(3)</sup>	Uruguay	Full		100.0		97.
Capital Plus		United Kingdom	Full	100.0	100.0	97.8	97.
CLIFAP		France	Full	100.0	100.0	97.8	97.8
CLINFIM		France	Full	100.0	100.0	97.8	97.8
Compagnie Française de l'Asie (CFA)		France	Full	100.0	100.0	97.8	97.8
Crédit Lyonnais Securities Asia BV		Hong Kong	Full	100.0	100.0	69.0	76.
Doumer Finance S.A.S.		France	Full	100.0	100.0	97.8	97.8
Doumer Philemon		France	Full	100.0	100.0	97.8	97.8
EDELAAR EESV	(In)	Netherlands	Full	90.0		88.0	
Ester Finance		France	Full	100.0	100.0	97.8	97.

Crédit Agricole SA Group -			Method	<u> % co</u>	ntrol	% interest	
Scope of consolidation	(a)	Country	31-Dec-07	31-Dec-07	31-Dec-06	31-Dec-07	31-Dec-06
Fininvest		France	Full	98.3	98.3	96.1	96.1
Fletirec		France	Full	100.0	100.0	97.8	97.8
I.P.F.O.		France	Full	100.0	100.0	97.8	97.8
ICF Holdings		United Kingdom	Full	100.0	100.0	97.8	97.8
Mescas		France	Full	100.0	100.0	97.8	97.8
Safec		Switzerland	Full	100.0	100.0	97.8	97.8
SNC Shaun	(In)	France	Full	100.0		97.8	
Insurance							
CAIRS Assurance S.A.	(In)	France	Full	100.0		97.8	
Other							
Alcor		Hong Kong	Full	99.1	99.1	96.8	91.5
Aylesbury		United Kingdom	Full	100.0	100.0	97.8	97.8
Bletchley Investments Limited		United Kingdom	Full	82.2	82.2	97.8	80.4
C.A.P.B. Levante (Ex Indosuez Levante S.A.)		Spain	Full	100.0	100.0	97.8	97.8
C.A.P.B. Norte (Ex Indosuez Norte S.L.)		Spain	Full	95.0	95.0	92.9	92.9
CA Conseil S.A.		Luxembourg	Full	100.0	100.0	97.8	97.8
CAI Derivatives Products PLC	(Out) <sup>(3)</sup>	Ireland	Full		100.0		97.8
CAI Preferred Funding		USA	Full	100.0	100.0	99.0	99.0
CAI Preferred Funding II		USA	Full	100.0	100.0	99.0	99.0
Calixis Finance		France	Full	89.8	89.8	87.8	87.8
Calliope SRL (Ex Cordusio SRL)	(In)	Italy	Full	90.0		59.0	
Calyon Asia Shipfinance Service Ltd.		Hong Kong	Full	100.0	100.0	97.8	97.8
Calyon CLP	(In)	France	Full	100.0		97.8	
Calyon Financial Canada		Canada	Full	100.0	100.0	97.8	97.8
CASAM Equity Quant		Ireland	Full	99.9	96.9	97.7	94.7
CASAM Futures Euro	(Out) <sup>(3)</sup>	Ireland	Full		97.2		95.1
CASAM Systeia Event Driven		Ireland	Full	99.9	99.6	97.6	97.4
CASAM Systeia Global Macro		Ireland	Full	97.7	99.6	95.6	97.4
CASAM Systeia Pair Trading	(Out) <sup>(3)</sup>	Ireland	Full		99.6		97.3
Chauray		France	Proportionate	34.0	34.0	33.2	33.2
Cisa S.A.	(Out) <sup>(4)</sup>	France	Full		100.0		97.8
DGAD International SARL		Luxembourg	Full	100.0	100.0	97.8	97.8
ESF	(Out) <sup>(3)</sup>	France	Full		100.0		97.8
European NPL S.A.		Luxembourg	Full	67.0	67.0	65.5	65.5
FCC Masterace	(Out) <sup>(3)</sup>	France	Full		100.0		97.8
IIF BV (Indosuez International Finance BV)	(Out) <sup>(3)</sup>	Netherlands	Full		100.0		97.8
Indosuez Finance Limited	(In)	United Kingdom	Full	100.0		97.8	
Indosuez Holding SCA II		Luxembourg	Full	100.0	100.0	97.8	97.8
Indosuez Management Luxembourg II		Luxembourg	Full	100.0	100.0	97.8	97.8
Korea 21st Century TR		South Korea	Full	100.0	100.0	97.8	97.8
LSF Italian Finance Cpy SRL		Italy	Full	90.0	60.0	65.5	58.7
MERISMA		France	Full	100.0	100.0	97.8	97.8
Mezzasia	(Out) <sup>(3)</sup>	Hong Kong	Full		100.0		86.9
Sagrantino		Netherlands	Full	100.0	100.0	65.5	65.5
Sagrantino Italy SRL (ex Minerva)		Italy	Full	90.0	90.0	65.5	88.0
· · · · · · · · · · · · · · · · · · ·							

Crédit Agricole SA Group -			Method	% со	ntrol	% interest	
Scope of consolidation	(a)	Country	31-Dec-07	31-Dec-07	31-Dec-06	31-Dec-07	31-Dec-06
SNC Doumer		France	Full	99.9	99.9	97.7	97.7
SNC Haussmann Anjou	(Out)(3)	France	Full		100.0		97.8
UBAF		France	Proportionate	47.3	47.3	46.3	46.3
Proprietary asset management and other activities							
Crédit Agricole S.A.							
Crédit Agricole S.A.		France	Parent	100.0	100.0	100.0	100.0
Banks and financial institutions							
BFC Antilles Guyane		France	Full	100.0	100.0	94.8	94.8
CL Développement de la Corse		France	Full	99.8	99.8	99.8	99.8
CPR Billets	(Out)(3)	France	Equity		20.0		20.0
CPR Online		France	Full	100.0	100.0	97.8	97.8
Crédit Agricole Covered Bonds	(In)	France	Full	100.0		100.0	
Foncaris		France	Full	100.0	100.0	100.0	100.0
G.F.E.R (Groupement de Financement des Ent. Régionales)		France	Full	100.0	99.9	99.9	99.9
G.P.F (Groupement des Provinces de France)		France	Full	99.0	99.0	99.0	99.0
GIE Attica		France	Equity	50.0	29.3	61.0	46.3
Sacam Consommation 1	(Out) <sup>(4)</sup>	France	Full		100.0		100.0
Sacam Consommation 2	(Out) <sup>(4)</sup>	France	Full		100.0		100.0
Sacam Consommation 3	(Out) <sup>(4)</sup>	France	Full		100.0		100.0
Investment companies							
Casanli	(In)	Luxembourg	Proportionate	50.0		50.0	
Crédit Agricole Bourse		France	Full	100.0	100.0	100.0	100.0
Crédit Agricole Capital Investissement et Finance (CACIF)		France	Full	100.0	100.0	100.0	100.0
Crédit Agricole Private Equity		France	Full	100.0	100.0	100.0	100.0
Crédit Lyonnais Capital-investissement		France	Full	99.9	99.9	99.9	99.9
Crédit Lyonnais Venture Capital		France	Full	99.9	99.9	99.9	99.9
Delfinances		France	Full	100.0	100.0	100.0	100.0
Eurazeo		France	Equity	23.5	22.5	16.2	16.1
IDIA Agricapital	(In)	France	Full	100.0		100.0	
Insurance							
SOPAR	(Out) <sup>(4)</sup>	France	Full		100.0		100.0
Other							
CA Brasil DTVM		Brazil	Full	100.0	100.0	97.8	97.8
CA Grands Crus		France	Full	100.0	100.0	80.0	80.0
CA Preferred Funding LLC		USA	Full	100.0	100.0	6.5	6.5
CACI 1		France	Full	100.0	100.0	100.0	100.0
Cedicam		France	Full	50.0	50.0	62.5	62.4
CPR Gestion (CPRG)	(Out) <sup>(4)</sup>	France	Full		100.0		100.0
CPR Holding (CPRH)		France	Full	100.0	100.0	100.0	100.0
CPR Investissement (INVT)		France	Full	100.0	100.0	100.0	100.0
Crédit Agricole Capital Investissement		France	Full	100.0	100.0	100.0	100.0
Crédit Agricole Immobilier		France	Full	100.0	100.0	100.0	100.0
Crédit Agricole Immobilier Transaction		France	Full	100.0	100.0	100.0	100.0

Crédit Agricole SA Group -			Method	% control		% interest	
Scope of consolidation	(a)	Country	31-Dec-07	31-Dec-07	31-Dec-06	31-Dec-07	31-Dec-06
Crédit Lyonnais L B 01		France	Full	100.0	100.0	100.0	100.0
East Asia Sits Co Ltd.	(Out)(3)	Japan	Full		100.0		98.1
Finasic		France	Full	100.0	100.0	98.1	98.1
GIE Silca		France	Full	100.0	100.0	99.3	99.3
Litho Promotion		France	Full	100.0	100.0	100.0	100.0
Progica		France	Equity	34.0	34.0	34.0	34.0
R.S.B.	(In)	France	Full	100.0		100.0	
SCI Max Hymans		France	Full	100.0	100.0	100.0	100.0
SCI Pasteur 3		France	Full	100.0	100.0	100.0	100.0
SCI Quentyvel		France	Full	96.7	96.7	96.7	96.7
SCI Raspail		France	Full	100.0	100.0	100.0	100.0
Segespar Informatique Technique Services		France	Full	99.8	100.0	91.9	92.3
SIS (Société Immobilière de la Seine)		France	Full	72.9	72.9	79.7	79.7
Sodica S.A.S.	(In)	France	Full	100.0		98.9	
UI Vavin 1		France	Full	100.0	100.0	100.0	100.0
Unibiens		France	Full	100.0	100.0	100.0	100.0
Uni-Edition		France	Full	100.0	100.0	100.0	100.0
Unimo		France	Full	100.0	100.0	100.0	100.0
Tourism-property development							
Groupe Monné-Decroix	(In)	France	Full	70.0		70.0	

<sup>(1)</sup> Included in (In) or excluded from (Out) scope of consolidation.

<sup>(2)</sup> Sale to non-group companies and deconsolidation following loss of control.

<sup>(3)</sup> Deconsolidated due to non-materiality or discontinuation of business.

<sup>(4)</sup> Merged with another consolidated entity.

<sup>(\*)</sup> Change of consolidation method.

Statutory Auditors' report on the consolidated financial statements

# Statutory Auditors' report on the consolidated financial statements

This is a free translation into English of the Statutory Auditors' report issued in the French language and is provided solely for the convenience of English speaking readers. The Statutory Auditors' report includes information specifically required by French law in all audit reports, whether qualified or not, and this is presented below the opinion on the consolidated financial statements. This information includes an explanatory paragraph discussing the auditors' assessments of certain significant accounting and auditing matters. These assessments were considered for the purpose of issuing an audit opinion on the consolidated financial statements taken as a whole and not to provide separate assurance on individual account captions or on information taken outside of the consolidated financial statements.

This report should be read in conjunction with and construed in accordance with, French law and professional auditing standards applicable in France.

Year ended 31 December 2007

To the Shareholders,

In compliance with the assignment entrusted to us by your Shareholders' Meeting, we have audited the accompanying consolidated financial statements of Crédit Agricole S.A. for the year ended 31 December 2007.

The consolidated financial statements have been approved by the Board of Directors. Our role is to express an opinion on these financial statements based on our audit.

# ▶ I. Opinion on the consolidated financial statements

We have conducted our audit in accordance with professional standards applicable in France. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by the management as well as evaluating the overall consolidated financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the consolidated financial statements give a true and fair view of the assets liabilities, financial position and results of the companies and entities included in the consolidated group in accordance with IFRS standards as adopted in the European Union.

Without prejudice to the conclusion expressed above, we draw your attention to note 1.2 to the financial statements, which describes the change in accounting methods relating to changes in minority interests.

# ► II. Substantiation of our opinion

In accordance with the requirements of article L. 823-9 of the Code de Commerce relating to the substantiation of our opinion, we bring to your attention the following matters:

- Note 1.2 to the financial statements describes the change in accounting methods relating to changes in minority interests in entities that are already controlled. As part of our assessment of the accounting principles used by your company, we have examined the appropriateness of this change in method, and of the information reported in the financial statements.
- As stated in note 2 to the financial statements, the Group books impairment reserves to cover identified non-recovery risks relating to certain loans, which are inherent to its business activities. We have reviewed the arrangements put in place by management to identify and evaluate these risks and to determine the amount of impairment it considers necessary, and we have verified that these accounting estimates were based on documented methods that conform to the principles described in notes 1.1 and 2 to the consolidated financial statements.

# Statutory Auditors' report on the consolidated financial statements

- As stated in note 2 to the financial statements, the Group uses internal models to assess the fair value of financial instruments that are not traded on organised markets. We have reviewed the procedures used by management to determine and control these models and the parameters used and whether they reflect the risks associated with such instruments. We have verified that accounting estimates were based on documented methods that conform to the principles described in notes 1.1 and 2 to the consolidated financial statements.
- As stated in note 2 to the financial statements, the Group has introduced, given the specific circumstances arising from the financial crisis, arrangements for valuing financial instruments that are directly or indirectly exposed to the US residential real-estate market. We have reviewed the arrangements put in place by management to identify and evaluate risks related to these instruments, and we have verified that accounting estimates were based on documented methods that conform to the principles described in notes 1.1 and 2 to the financial statements.
- As stated in note 2 to the financial statements, the Group has made estimates in order to factor changes in its own credit risk into the measurement of "liabilities at fair value through profit and loss". We assessed whether these estimates were reasonable.
- As indicated in notes 1.1, 2, and 7.18 of the financial statements, the Group establishes reserves to cover imbalance risks in home ownership savings plans. The calculation of these reserves was determined in compliance with CNC opinion 2006-02 of 31 March 2006 relating to the recognition of home ownership savings accounts and plans. We have carried out various tests to verify application of such calculation methods.
- As a customary part of the process of preparing financial statements, the Group's management has made a number of other accounting estimates as explained in note 2 to the financial statements, notably regarding the costs of pension provision and future employee benefits, the valuation and impairment of non-consolidated equity securities, reserves for operational risks, reserves for legal risks, impairment of goodwill and deferred taxes. We have reviewed the methods and assumptions used as described in notes 1.1 and 2 of the financial statements, assessed the resulting valuations and checked that the notes give appropriate information.

Our assessments were made in the context of our audit of the consolidated financial statements, taken as a whole, and therefore assisted us in reaching our opinion as expressed in the first part of this report.

# ► III. Specific verification

In accordance with professional standards applicable in France, we have also verified the information given in the Group management report. We have no comments to report with respect to the fairness of their presentation and consistency with the consolidated financial statements.

Neuilly-sur-Seine, 19 March 2008

The Auditors

PricewaterhouseCoopers Audit Gérard Hautefeuille

**ERNST & YOUNG et Autres** Valérie Meeus

Parent company financial statements at 31 December 2007 – In French Gaap – Approved by the Board of Directors on 4 March 2008

# Parent company financial statements at 31 December 2007 – In French Gaap – Approved by the Board of Directors on 4 March 2008

BALANCE SHEET OF CRÉDIT AGRICOLE S.A. (PARENT COMPANY) AT 31 DECEMBER 2007

#### **ASSETS**

(in millions of euros)	Notes	31/12/07	31/12/06
Cash, money market and interbank items		77,099	54,817
Cash, due from central banks (1)		3,179	1,056
Treasury bills and similar items	5, 5.1, 5.2	5,046	3,726
Due from banks	3	68,874	50,035
Crédit Agricole internal transactions	3	229,876	209,230
Loans and advances to customers	4, 4.1, 4.2	2,114	1,431
Securities portfolios		25,971	26,570
Bonds and other fixed-income securities	5, 5.1, 5.2	24,025	22,435
Equities and other variable-income securities	5, 5.1	1,946	4,135
Fixed assets		64,832	55,050
Participating interests and other long-term investments	6, 6.1, 7	10,526	11,625
Investments in non-consolidated companies	6, 6.1, 7	54,105	43,239
Intangible assets	7	18	5
Property, plant and equipment	7	183	181
Treasury shares	8	242	293
ccruals, prepayments and sundry assets		30,513	25,145
Other assets	8	15,280	13,197
Accruals and prepayments	8	15,233	11,948
TOTAL ASSETS		430,647	372,536

<sup>(1)</sup> Operations with the Banque Postale (former CCP) are now classified under "Due from banks".

Parent company financial statements at 31 December 2007 - In French Gaap -Approved by the Board of Directors on 4 March 2008

# LIABILITIES AND SHAREHOLDERS' EQUITY

(in millions of euros)	tes	31/12/07	31/12/06
Money market and interbank items		73,706	39,420
Due to central banks (1)		2	3
Due to banks	10	73,704	39,417
Crédit Agricole internal transactions	10	20,365	18,142
Customer accounts 11, 11.1,	11.2	168,011	167,539
Debt securities in issue 12,	12.1	84,352	76,533
Accruals, deferred income and sundry liabilities		27,185	20,668
Other liabilities	13	11,274	6,752
Accruals and deferred income	13	15,911	13,916
Provisions and subordinated debt		24,795	25,552
Provisions 14, 15	5, 16	1,519	1,588
Subordinated debt	18	23,276	23,964
Fund for general banking risks	17	780	734
Shareholders' equity (excl. FGBR)	19	31,453	23,948
Share capital		5,009	4,492
Share premiums		16,554	12,584
Reserves		2,738	2,738
Regulated reserves and investment grants		3	1
Consolidated reserves		2,253	1,176
Net income for the year		4,896	2,957
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		430,647	372,536

<sup>(1)</sup> Operations with the Banque Postale (former CCP) are now classified under "Due to banks".

# **OFF-BALANCE SHEET ITEMS**

(in millions of euros)	31/12/07	31/12/06
Guarantees and commitments given	24,761	19,111
Financing commitments given	3,838	3,988
Guarantees given	20,923	15,123
Guarantees and commitments received	3,823	5,000
Financing commitments received	2,184	4,344
Guarantees received	1,639	656

Parent company financial statements at 31 December 2007 – In French Gaap – Approved by the Board of Directors on 4 March 2008

# >> INCOME STATEMENT

(in millions of euros)	Notes	31/12/2007	31/12/2006
Interest receivable and similar income	26	17,418	12,901
Interest payable and similar expense	26	(18,036)	(13,544)
Income from variable-income securities	27	4,231	4,151
Fee and commission income	28	409	330
Fee and commission expense	28	(881)	(879)
Net gains (losses) on financial instruments at fair value through profit or loss	29	(294)	(111)
Net gains (losses) on available-for-sale financial assets	30	222	205
Other banking income		107	74
Other banking expense		(232)	(143)
Net banking income		2,944	2,984
Operating expenses	31, 31.1	(580)	(665)
Amortisation and impairment of property, plant & equipment and intangible assets		(11)	(13)
Gross operating income		2,353	2,306
Risk-related costs	32	8	28
Net operating income		2,361	2,334
Net income (loss) on disposal of fixed assets	33	1,982	41
re-tax income on ordinary activities		4,343	2,375
Net extraordinary items		0	0
Corporate income tax	34	602	619
Net allocation to FGBR and regulated reserves		(49)	(37)
NET INCOME		4,896	2,957

Notes attached form integral part of balance sheets, off-balance sheet items and income statement.

Parent company financial statements at 31 December 2007 - In French Gaap -Approved by the Board of Directors on 4 March 2008

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

# NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

1.1 Legal and financial background 1.2 Crédit Agricole internal financing mechanisms 1.3 Significant events in 2007 1.4 Subsequent events  Accounting principles and policies  2.1 Loans and financing commitments 2.2 Subsidised loans 2.3 Securities portfolios 2.4 Demand and term deposits 2.5 Debt securities in issue 2.6 Reserves 2.7 Fund for general banking risks 2.8 Transactions on financial instruments 2.9 Foreign-currency transactions 2.10 Foreign branches 2.11 Recognition and depreciation of fixed assets 2.12 Revaluation 2.13 Retirement and early retirement benefits and end-of-career allowances — defined benefit plans 2.14 Pension schemes — defined contribution plans 2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan 2.16 Employee profit-sharing and incentive plans 2.17 Extraordinary income and expenses
1.2 Crédit Agricole internal financing mechanisms 1.3 Significant events in 2007 1.4 Subsequent events  Accounting principles and policies  2.1 Loans and financing commitments 2.2 Subsidised loans 2.3 Securities portfolios 2.4 Demand and term deposits 2.5 Debt securities in issue 2.6 Reserves 2.7 Fund for general banking risks 2.8 Transactions on financial instruments 2.9 Foreign-currency transactions 2.10 Foreign branches 2.11 Recognition and depreciation of fixed assets 2.12 Revaluation 2.13 Retirement and early retirement benefits and end-of-career allowances — defined benefit plans 2.14 Pension schemes — defined contribution plans 2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan 2.16 Employee profit-sharing and incentive plans
1.3 Significant events in 2007 1.4 Subsequent events  Accounting principles and policies  2.1 Loans and financing commitments 2.2 Subsidised loans 2.3 Securities portfolios 2.4 Demand and term deposits 2.5 Debt securities in issue 2.6 Reserves 2.7 Fund for general banking risks 2.8 Transactions on financial instruments 2.9 Foreign-currency transactions 2.10 Foreign branches 2.11 Recognition and depreciation of fixed assets 2.12 Revaluation 2.13 Retirement and early retirement benefits and end-of-career allowances — defined benefit plans 2.14 Pension schemes — defined contribution plans 2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan 2.16 Employee profit-sharing and incentive plans
Accounting principles and policies  2.1 Loans and financing commitments 2.2 Subsidised loans 2.3 Securities portfolios 2.4 Demand and term deposits 2.5 Debt securities in issue 2.6 Reserves 2.7 Fund for general banking risks 2.8 Transactions on financial instruments 2.9 Foreign-currency transactions 2.10 Foreign branches 2.11 Recognition and depreciation of fixed assets 2.12 Revaluation 2.13 Retirement and early retirement benefits and end-of-career allowances — defined benefit plans 2.14 Pension schemes — defined contribution plans 2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan 2.16 Employee profit-sharing and incentive plans
2.1 Loans and financing commitments 2.2 Subsidised loans 2.3 Securities portfolios 2.4 Demand and term deposits 2.5 Debt securities in issue 2.6 Reserves 2.7 Fund for general banking risks 2.8 Transactions on financial instruments 2.9 Foreign-currency transactions 2.10 Foreign branches 2.11 Recognition and depreciation of fixed assets 2.12 Revaluation 2.13 Retirement and early retirement benefits and end-of-career allowances — defined benefit plans 2.14 Pension schemes — defined contribution plans 2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan 2.16 Employee profit-sharing and incentive plans
2.2 Subsidised loans 2.3 Securities portfolios 2.4 Demand and term deposits 2.5 Debt securities in issue 2.6 Reserves 2.7 Fund for general banking risks 2.8 Transactions on financial instruments 2.9 Foreign branches 2.11 Recognition and depreciation of fixed assets 2.12 Revaluation 2.13 Retirement and early retirement benefits and end-of-career allowances — defined benefit plans 2.14 Pension schemes — defined contribution plans 2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan 2.16 Employee profit-sharing and incentive plans
2.3 Securities portfolios 2.4 Demand and term deposits 2.5 Debt securities in issue 2.6 Reserves 2.7 Fund for general banking risks 2.8 Transactions on financial instruments 2.9 Foreign-currency transactions 2.10 Foreign branches 2.11 Recognition and depreciation of fixed assets 2.12 Revaluation 2.13 Retirement and early retirement benefits and end-of-career allowances — defined benefit plans 2.14 Pension schemes — defined contribution plans 2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan 2.16 Employee profit-sharing and incentive plans
2.4 Demand and term deposits 2.5 Debt securities in issue 2.6 Reserves 2.7 Fund for general banking risks 2.8 Transactions on financial instruments 2.9 Foreign-currency transactions 2.10 Foreign branches 2.11 Recognition and depreciation of fixed assets 2.12 Revaluation 2.13 Retirement and early retirement benefits and end-of-career allowances — defined benefit plans 2.14 Pension schemes — defined contribution plans 2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan 2.16 Employee profit-sharing and incentive plans
2.5 Debt securities in issue 2.6 Reserves 2.7 Fund for general banking risks 2.8 Transactions on financial instruments 2.9 Foreign-currency transactions 2.10 Foreign branches 2.11 Recognition and depreciation of fixed assets 2.12 Revaluation 2.13 Retirement and early retirement benefits and end-of-career allowances — defined benefit plans 2.14 Pension schemes — defined contribution plans 2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan 2.16 Employee profit-sharing and incentive plans
2.6 Reserves  2.7 Fund for general banking risks  2.8 Transactions on financial instruments  2.9 Foreign-currency transactions  2.10 Foreign branches  2.11 Recognition and depreciation of fixed assets  2.12 Revaluation  2.13 Retirement and early retirement benefits and end-of-career allowances — defined benefit plans  2.14 Pension schemes — defined contribution plans  2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan  2.16 Employee profit-sharing and incentive plans
<ul> <li>2.7 Fund for general banking risks</li> <li>2.8 Transactions on financial instruments</li> <li>2.9 Foreign-currency transactions</li> <li>2.10 Foreign branches</li> <li>2.11 Recognition and depreciation of fixed assets</li> <li>2.12 Revaluation</li> <li>2.13 Retirement and early retirement benefits and end-of-career allowances – defined benefit plans</li> <li>2.14 Pension schemes – defined contribution plans</li> <li>2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan</li> <li>2.16 Employee profit-sharing and incentive plans</li> </ul>
2.8 Transactions on financial instruments 2.9 Foreign-currency transactions 2.10 Foreign branches 2.11 Recognition and depreciation of fixed assets 2.12 Revaluation 2.13 Retirement and early retirement benefits and end-of-career allowances — defined benefit plans 2.14 Pension schemes — defined contribution plans 2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan 2.16 Employee profit-sharing and incentive plans
2.9 Foreign-currency transactions 2.10 Foreign branches 2.11 Recognition and depreciation of fixed assets 2.12 Revaluation 2.13 Retirement and early retirement benefits and end-of-career allowances — defined benefit plans 2.14 Pension schemes — defined contribution plans 2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan 2.16 Employee profit-sharing and incentive plans
<ul> <li>2.10 Foreign branches</li> <li>2.11 Recognition and depreciation of fixed assets</li> <li>2.12 Revaluation</li> <li>2.13 Retirement and early retirement benefits and end-of-career allowances – defined benefit plans</li> <li>2.14 Pension schemes – defined contribution plans</li> <li>2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan</li> <li>2.16 Employee profit-sharing and incentive plans</li> </ul>
2.11 Recognition and depreciation of fixed assets 2.12 Revaluation 2.13 Retirement and early retirement benefits and end-of-career allowances — defined benefit plans 2.14 Pension schemes — defined contribution plans 2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan 2.16 Employee profit-sharing and incentive plans
2.12 Revaluation  2.13 Retirement and early retirement benefits and end-of-career allowances – defined benefit plans  2.14 Pension schemes – defined contribution plans  2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan  2.16 Employee profit-sharing and incentive plans
2.13 Retirement and early retirement benefits and end-of-career allowances – defined benefit plans  2.14 Pension schemes – defined contribution plans  2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan  2.16 Employee profit-sharing and incentive plans
and end-of-career allowances – defined benefit plans 2.14 Pension schemes – defined contribution plans 2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan 2.16 Employee profit-sharing and incentive plans
Pension schemes – defined contribution plans     Stock options and share subscriptions proposed to employees as part of the employee share ownership plan     Employee profit-sharing and incentive plans
Stock options and share subscriptions proposed to employees as part of the employee share ownership plan     Employee profit-sharing and incentive plans
to employees as part of the employee share ownership plan 2.16 Employee profit-sharing and incentive plans
ownership plan 2.16 Employee profit-sharing and incentive plans
2.16 Employee profit-sharing and incentive plans
2.17 Extraordinary income and expenses
2.18 Tax
2.19 Off-balance sheet commitments
Due from banks - analysis by residual maturity
Due from customers - analysis by residual maturity
4.1 Due from customers - geographical analysis
4.2 Due from customers - analysis by customer type
Trading, available-for-sale, held-to-maturity and equity portfolio securities
5.1 Breakdown of listed and unlisted securities
between fixed-income and variable-income securities
5.2 Treasury bills, bonds and other fixed-income securities – analysis by residual maturity
Investments in subsidiaries and associates
6.1 Estimated value of investments

Note 7	Movements in non-current assets	302
Note 8	Treasury shares, sundry accounts	
	and prepaid expenses	303
Note 9	Impairment deducted from assets	303
Note 10	Due to banks - analysis by residual maturity	304
Note 11	Customer accounts - analysis by residual maturity	304
	11.1 Customer accounts - geographical analysis 11.2 Customer accounts - analysis by customer type	304 305
Note 12	Debts represented by a security - analysis by residual maturity	30
	12.1 Debts represented by a security – analysis by residual maturity	30
Note 13	Other liabilities, sundry accounts and unearned income	30
Note 14	Provisions	308
Note 15	Home purchase savings schemes	308
NOTE 13	nome purchase savings schemes	300
	Deposits collected under home purchase savings	200
	schemes during the savings period Reserves against home purchase savings schemes	30a 30a
Note 16	Liabilities to employees - post employment	200
	benefits defined benefit plans	309
	Change in actuarial liability	309
	Breakdown of charge recognised in income statement	309
	Changes in fair value of plan assets Change in provision	309
		23.
Note 17	Fund for general banking risks	310
Note 18	Subordinated debt - analysis by residual maturity	310
	oubordinated dobt unaryolo by reolddar maturity	
	oustrumeted desir analysis syrioidadi matamy	



Parent company financial statements at 31 December 2007 - In French Gaap -Approved by the Board of Directors on 4 March 2008

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

Note 26	Net interest and similar income	316	Note 34 Corporate income tax	32
Note 25	Information relating to the counterparty risk on derivatives products	316	Note 33 Net income on non-current assets	32
	24.2 Derivative financial instruments - fair value	315	Note 32 Risk-related costs	31
	24.1 Derivative financial instruments - analysis by residual maturity	315	31.1 Average number of employees	31
Note 24	Financial futures and options	314	Note 31 Operating expenses	31
Note 23	Foreign exchange transactions and borrowings	313	Note 30 Net gain/(loss) on available-for-sale and portfolio securities	31
Note 22	Operations carried out in currencies	312	Note 29 Trading profits/(losses)	31
Note 21	Transactions with consolidated subsidiaries and associated companies	312	Note 28 Net commission and fee income	31
NOTE ZU	Capital	311	Note 27 Income from securities	31

Parent company financial statements at 31 December 2007 – In French Gaap –
Approved by the Board of Directors on 4 March 2008

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

# Note 1

# Legal and financial background - Significant events in 2007

# 1.1 Legal and financial background

Crédit Agricole S.A. is a French société anonyme (limited-liability company) with share capital of €5,009,271,000 divided into 1,669,756,872 shares with par value of €3 each.

As of 31 December 2007, the share capital of Crédit Agricole S.A. was held as follows:

- SAS Rue La Boétie: 54.09%;
- free float (including employees): 45.16%.

In addition, Crédit Agricole S.A. owns 12,552,962 of its own shares, representing 0.75% of its share capital, following repurchases intended to cover stock option plans.

Crédit Agricole's Regional Banks are co-operative companies whose status and operating procedures are defined by laws and regulations codified in France's Code Monétaire et Financier.

Crédit Agricole S.A. co-ordinates their activities, makes advances to them through funds that they collect in its name, centralises their liquidity surpluses and exercises a statutory right of supervision over them in accordance with the *Code Monétaire et Financier*. This relationship is described in more detail in section 1.2, "Crédit Agricole internal financing mechanisms".

France's Banking Act of 24 January 1984, incorporated within the Code Monétaire et Financier, confirmed Crédit Agricole S.A.'s role as the group's central body. In this respect, Crédit Agricole S.A. represents the Regional Banks with respect to the Bank of France, the Comité des établissements de crédit et des entreprises d'investissement and the French Banking Commission.

Crédit Agricole S.A.'s task is to ensure the cohesion and proper functioning of the network, as well as compliance with operating standards designed to guarantee its liquidity and solvency.

Crédit Agricole S.A. exercises administrative, technical and financial control over the Regional Banks' organisation and management. It guarantees the liquidity and solvency of both the Crédit Agricole network as a whole and of each of the affiliated credit institutions.

Accordingly, in 2001 Crédit Agricole S.A. set up a reserve for liquidity and solvency banking risks to enable it to fulfil its duties as central body. This fund was recognised as Fund for General Banking Risks (FGBR).

# 1.2 Crédit Agricole internal financing mechanisms

Crédit Agricole has instituted a number of internal financing mechanisms specific to it.

#### **REGIONAL BANKS' CURRENT ACCOUNTS**

Each Regional Bank holds a current account with Crédit Agricole S.A., which records the movements of funds resulting from internal financial transactions within Crédit Agricole. This account may be in credit or debit. It is presented in the balance sheet under "Crédit Agricole internal transactions – Current accounts".

#### **TIME LOANS AND ADVANCES**

The Regional Banks collect savings funds (bonds, interest-bearing notes and related time accounts, home purchase saving accounts and plans, passbook accounts, "PEP" popular savings plans, etc.) in the name of Crédit Agricole S.A. These funds are transferred to Crédit Agricole S.A. and included in its balance sheet. They then serve to finance advances made to the Regional Banks to enable the latter to finance their medium and long-term lending.

A series of four internal financial reforms has been implemented. These reforms have resulted in Crédit Agricole S.A. transferring back to the Regional Banks a specific percentage of the funds collected by them (first 15%, then 25%, 33% and, with effect since 31 December 2001, 50%), via "mirror advances" with maturities and interest rates precisely matching those of the savings funds received. The Regional Banks are free to use these mirror advances at their discretion.

Since 1 January 2004, the financial margins generated from funds collected are shared by the Regional Banks and Crédit Agricole S.A. and are determined by using replacement models and applying market rates.

Furthermore, 50% of credits falling within the financial relations between Crédit Agricole S.A. and the Regional Banks may be refinanced in the form of advances negotiated at market rates with Crédit Agricole S.A.

There are also two other types of advance:

- advances for subsidised loans which serve to fund Governmentsubsidised loans. Under this mechanism, the French government pays Crédit Agricole S.A. a subsidy to bridge the gap between its cost of funds and the subsidised loan rate. Advances made since 1 January 2004 have been repaid to the Regional Banks;
- advances for other lending, which refinance 50% of nonsubsidised loans (since 31 December 2001). Crédit Agricole S.A. makes these advances to the Regional Banks against documentary proof of their commitments.



Parent company financial statements at 31 December 2007 - In French Gaap -Approved by the Board of Directors on 4 March 2008

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

Crédit Agricole S.A. may also make additional financing available to the Regional Banks at market rates.

#### TRANSFER OF REGIONAL BANKS' LIQUIDITY SURPLUSES

The Regional Banks may use their monetary deposits (sight deposits, non-regulated time deposits and negotiable certificates of deposit) to finance their lending. Liquidity surpluses must be transferred to Crédit Agricole S.A., where they are booked as current or time accounts, under "Crédit Agricole internal transactions".

#### **INVESTMENT OF THE REGIONAL BANKS' SURPLUS** CAPITAL WITH CRÉDIT AGRICOLE S.A.

Surplus capital may be invested with Crédit Agricole S.A. in the form of 3- to 7-year instruments, which must match the characteristics of interbank money market transactions in all respects.

#### FOREIGN CURRENCY TRANSACTIONS

Crédit Agricole S.A. represents the Regional Banks with respect to the Bank of France and centralises their foreign currency transactions.

#### **SPECIAL SAVINGS SCHEMES**

Funds held in special savings accounts (passbook accounts, business passbook accounts, "popular savings accounts", "Sustainable development passbook accounts", home purchase savings plans and accounts, "popular savings plans", and "youth passbook accounts") are collected by the Regional Banks on behalf of Crédit Agricole S.A. They are centralised by Crédit Agricole S.A. and booked in its balance sheet as "Customer accounts".

#### MEDIUM AND LONG-TERM BONDS ISSUED BY CRÉDIT AGRICOLE S.A.

These are placed mainly by the Regional Banks and booked by Crédit Agricole S.A. either as "Debt securities in issue" or as "Subordinated debt", depending on the type of security.

# 1.3 Significant events in 2007

Crédit Agricole S.A. announced that on 21 January 2007, it sold in a block trade 432 million ordinary Intesa Sanpaolo shares, representing approximately 3.6% of ordinary shares and voting rights of the group, for a total amount of €2,506 million.

Crédit Agricole S.A. built its branch network in Italy by acquiring control of Cariparma and FriulAdria. During the first quarter of 2007, Crédit Agricole S.A. completed the acquisition of 75% of Cassa di Risparmio di Parma e Piacenza (Cariparma) under its agreement with Intesa Sanpaolo. Concurrently, Sacam International, a subsidiary of the Regional Banks, acquired 10% of Cariparma. As a result, the Crédit Agricole group now owns 85% of Cariparma, with the remaining 15% held by Cariparma Foundation.

Cariparma's capital increase enabled it to acquire 76.05% of the shares of Banca Popolare FriulAdria from Intesa Sanpaolo.

To complete this deal, Intesa Sanpaolo transferred 29 of its branches to FriulAdria on 1 April 2007 and a further 173 to Cariparma on 1 July 2007.

The share offering for Group employees launched during the second half of 2007 reached the maximum authorised nominal amount (€500 million).

During 2007, further progress was made in the area of risk exposure, and Crédit Agricole S.A. obtained certification as Basel II compliant bank.

# 1.4 Subsequent events

# CRÉDIT AGRICOLE S.A. SOLD ITS DIRECT INTEREST IN

Crédit Agricole S.A. announced that on 14 January 2008, it had completed the sale of its 2.07% direct shareholding in Suez, i.e. 27,014,040 shares, at the price of €45 per share, for a total of €1,215 million.

24,558,219 shares (1.88% of Suez's capital) were sold through a placement to institutional investors. Crédit Agricole S.A. also granted to the Joint Lead Managers an over-allotment option for 2,455,821 shares of Suez (or 10% of the total placement) which was exercised on 15 January 2008.

The disposal proceeds will be recognised in the income statement in the first quarter of 2008.

# **ACQUISITION OF 15% OF BANKINTER**

On 21 February 2008, the Bank of Spain announced the authorisation for Crédit Agricole S.A. to take a significant stake in Bankinter. This decision enabled Crédit Agricole S.A. to complete the acquisition of 14.66% of Bankinter for a total of €809 million. The acquisition was initiated on 19 November 2007 under the terms of an agreement with a group of investors represented by Ramchand Bhawnani. This stake is in addition to the 4.75% bought in the market by Crédit Agricole S.A.

Parent company financial statements at 31 December 2007 – In French Gaap –
Approved by the Board of Directors on 4 March 2008

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

# Note 2

# Accounting principles and policies

Crédit Agricole S.A. prepares its financial statements in accordance with the accounting standards applicable to banks in France.

The presentation of Crédit Agricole S.A.'s financial statements complies with the provisions of CRB regulation 91–01, amended by CRC regulation 2000-03 concerning the preparation of the individual annual financial statements of companies within the jurisdiction of the French Banking and Financial Regulations Committee, which itself was amended by regulations 2004-16 and 2005-04 issued by the CRC (French accounting regulations committee).

The following changes have been made in accounting methods and the presentation of the financial statements in relation to last year:

- as from 1 January 2007, Crédit Agricole S.A. has applied CRC regulation 2007-06 of 14 December 2007 pertaining to doubtful overdrafts and amending article 3 bis of CRC regulation 2002-03 of 12 December 2002 on the accounting treatment of credit risk, as amended by CRC regulation 2005-03 of 3 November 2005. Application of this new regulation produced no material impact on the income statement or balance sheet of Crédit Agricole S.A. over the period;
- as from 1 January 2007, Crédit Agricole S.A. has applied CNC Emergency Committee Opinion 2007-B of 2 May 2007 on recognition of the tax credit arising from interest-free reimbursable advances for purchasing or building residential housing for firsttime homeowners. The application of this new recommendation did not concern Crédit Agricole S.A. over the period;
- furthermore, as from 1 January 2007, Crédit Agricole S.A. has applied the CNC Emergency Committee recommendation 2007-D of 15 June 2007 on the conditions for applying CRC regulation 2004-01 on the accounting treatment or mergers and similar transactions. The application of this recommendation did not concern Crédit Agricole S.A. over the period;
- lastly, CRC regulations 2007-04/2007-05 and CRC regulation 2007-01 of 14 December 2007 replicate the provisions of CNC recommendations 2006-10 and 2006-02, respectively. The application of these new regulations did not concern Crédit Agricole S.A. over the period.

## 2.1 Loans and financing commitments

Amounts due from banks, Crédit Agricole group entities and customers are governed by CRC regulation 2002-03 of 12 December 2002, amended by CRC regulation 2005-03 and CRC regulation 2007-06, concerning the accounting treatment of credit risks at companies within the jurisdiction of the French Banking and Financial Regulations Committee. They are presented in the

financial statements according to their initial terms or the nature of the loan: demand and term loans for banks; current accounts, time accounts and term loans for Crédit Agricole's internal transactions; trade receivables and other assets for customers. In accordance with regulations, the customers item includes transactions with financial customers.

Subordinated loans and repurchase agreements (represented by certificates or securities) are included under the various categories of loans and advances according to counterparty type (interbank, Crédit Agricole, customers).

Accrued interest is recognised in the balance sheet under the appropriate category of loans and advances and booked to the income statement as interest and similar income.

Financing commitments recognised off-balance-sheet represent irrevocable commitments to advance cash and guarantee commitments that have not given rise to funds movements.

Advances made by Crédit Agricole S.A. to the Regional Banks do not represent a direct risk for Crédit Agricole S.A. with respect to the corresponding primary loans made by the Regional Banks. They do, however, represent a potential indirect risk with respect to the financial strength of the Regional Banks. No provisions have been made for these advances.

The implementation of CRC regulation 2002-03 relating to the accounting treatment of credit risk has prompted Crédit Agricole S.A. to recognise loans showing a risk of arrears in accordance with the following rules:

#### **BAD AND DOUBTFUL DEBTS**

Loans and advances of all kinds, even those which are guaranteed, are classified as doubtful if they carry an identified credit risk on an individual basis arising from one of the following events:

- the loan or advance is at least three months in arrears (six months for mortgage loans and property leases and nine months for loans to local authorities, to take account of their specific characteristics);
- the borrower's financial position is such that an identified risk exists regardless of whether the loan or advance is in arrears;
- the bank and borrower are in legal proceedings.

For overdrafts, the age of the overdue amount is calculated as from the date on which the borrower has exceeded an authorised limit that the bank has notified to the borrower, or on which the borrower has been notified that the outstanding overdraft exceeds a limit set by the bank as part of its internal control procedures, or has drawn sums without an overdraft authorisation.



Parent company financial statements at 31 December 2007 - In French Gaap -Approved by the Board of Directors on 4 March 2008

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

Subject to certain conditions, in lieu of the above criteria, the bank may calculate the age of the overdue amount from the date on which the bank has issued a demand for total or partial repayment of the overdraft by the borrower.

When a loan is recorded as doubtful, all other loans or commitments relating to that borrower are also recorded in their entirety as doubtful debts, whether or not they are collateralised.

Crédit Agricole S.A. makes the following distinction between doubtful and bad debts:

#### Doubtful Debts

All doubtful loans and advances which do not fall into the bad debt category are classified as doubtful debts.

#### Bad Debts

Bad debts are those for which the prospects of recovery are highly impaired and which are likely to be written off in time.

Contractual interest is no longer recognised after the loan has been transferred to bad debts.

Crédit Agricole S.A. also defines restructured loans as loans to borrowers in financial difficulty, such that the bank alters their initial characteristics (maturity, interest rate etc.) to allow borrowers to honour the repayment schedule. As a result, Crédit Agricole S.A. has decided to exclude the following from restructured loans:

- loans whose characteristics have been renegotiated on a commercial basis with borrowers who do not show any solvency problems;
- loans whose repayment schedule has been altered due to the application of an option or contractual clause initially included in the contract (e.g. payment holiday and extension of the loan term).

#### IMPAIRMENT RESULTING FROM INDIVIDUALLY ASSESSED **CREDIT RISK**

Once a loan is classified as doubtful, an impairment charge is deducted from the asset in an amount equal to the probable loss. Probable losses in respect of off-balance sheet items are covered by provisions recognised as liabilities in the balance sheet.

Crédit Agricole S.A. books impairment charges for all foreseeable losses in respect of bad and doubtful debts, at present value.

Foreseeable losses in respect of portfolios of small loans with similar characteristics may be estimated on a statistical basis rather than individually assessed.

#### TREATMENT OF DISCOUNTS AND IMPAIRMENT

Discounts in respect of restructured loans and impairment charges against doubtful debts are recognised in profit or loss under riskrelated costs. For restructured loans classified as performing, the discount is amortised to profit or loss in net interest income over the life of the loan. For restructured loans classified as doubtful and all non-restructured doubtful loans, impairment charges and reversals are recognised in risk-related costs and any increase in the carrying amount of the loan arising from an impairment reversal or discount amortisation over time is recognised in net income, in accordance with the option allowed by CRC regulation 2002-03.

#### IMPAIRMENT RESULTING FROM CREDIT RISK NOT **INDIVIDUALLY ALLOCATED TO LOANS**

Crédit Agricole S.A. also books reserves on the liabilities side of the balance sheet to cover customer risks that are not individually allocated to loans, such as sector reserves. These reserves are designed to cover identified risks for which there is a statistical or historical probability of partial non-recovery against loans classified as performing or not individually impaired.

#### 2.2 Subsidised loans

Crédit Agricole distributes loans with reduced interest rates set by the government to the agricultural sector. The government pays Crédit Agricole S.A. the difference between the cost of resources borrowed by Crédit Agricole S.A. and the interest rate on mediumor long-term loans set by the government.

Advance subsidies received from the government during the year and the balance of subsidies corresponding to the difference between the advance subsidies received and the estimated amount of subsidies receivable with respect to the period are recorded under "Interest and similar income".

The subsidy system is periodically reviewed by the government.

New calculation methods have removed the time lag between the cost of resources used to calculate subsidies and the interest expense relating to these resources actually recorded in the accounts. This time lag previously gave rise to a "subsidies receivable" asset item, and the residual amount of this item is being gradually taken to profit and loss.

Since 1 January 1990, other banks have been able to distribute subsidised loans. The competitive subsidy is now equal, throughout the term of the subsidised loan, to the difference between the winning bid rate and the interest rate paid by the borrower.

# Parent company financial statements at 31 December 2007 – In French Gaap – Approved by the Board of Directors on 4 March 2008

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

# 2.3 Securities portfolios

Crédit Agricole S.A. applies French Bank Regulation Committee (CRBF) Regulation 90-01, amended by CRC regulations 2000-02 and 2005-01 concerning:

- French and foreign securities;
- Treasury bills;
- negotiable debt instruments issued in France and financial instruments of the same type issued outside France;
- negotiable promissory notes.

These securities are presented in the financial statements according to their asset class: public-sector securities (Treasury bills and similar), bonds and other fixed-income securities (negotiable debt instruments and money market instruments), equity shares and other variable-income securities. They are classified in portfolios defined by regulations (trading, available-for-sale, held-to-maturity, portfolio, other long-term securities, investments in non-consolidated subsidiaries and affiliated companies).

Crédit Agricole S.A. also applies CRC regulation 2002-03 on determining credit risk and reserves on fixed-income securities.

# 2.3.1 TRADING SECURITIES

Trading securities are securities that were originally:

- bought with the intention of selling them in the near future, or sold with the intention of repurchasing them in the near future; or
- held by the bank as a result of its market-making activity. The classification of these securities as trading securities depends on the effective turnover of the securities and significant trading volume taking into account market opportunities.

These securities must be tradeable on an active market and market prices must represent real transactions taking place regularly in the market in normal competitive conditions.

Trading securities also include:

- securities bought or sold as part of specialist management of the trading portfolio, including forward financial instruments, securities or other financial instruments that are managed together and on which there is an indication of recent short-term profit taking;
- securities on which there is a commitment to sell as part of an arbitrage transaction on an organised market for financial instruments or similar market.

Trading securities may not be reclassified into another category, and are presented and measured as trading securities until they leave the balance sheet through being sold, fully redeemed or written off.

Trading securities are recognised on the date they are purchased in the amount of their purchase price, excluding transaction expenses and including accrued interest.

Liabilities relating to securities sold short are recognised on the liabilities side of the seller's balance sheet in the amount of the selling price excluding transaction expenses.

At each period-end, securities are measured at the most recent market price. The overall balance of differences resulting from price changes is taken to profit and loss.

#### 2.3.2 AVAILABLE-FOR-SALE SECURITIES

This category consists of securities that do not fall into any other category.

Available-for-sale securities are recorded at purchase price, excluding transaction expenses.

Crédit Agricole S.A.'s portfolio of available-for-sale securities consists mostly of bonds denominated in euros and foreign currencies and mutual fund units.

#### Bonds and other fixed-income securities

Bonds are recorded excluding accrued interest, and interest accrued but not yet due is recorded separately under "Interest and similar income from bonds and other fixed-income securities".

The difference between the purchase price and the redemption price is spread over the residual life of the security.

# Equities and other variable-income securities

Equities are recognised on the balance sheet at their purchase price excluding transaction expenses. Dividends are recorded as income under "Income from variable-income securities".

Income from mutual funds is recognised when received in the same item.

Current value is equal to the market price.

At period end, if the current value of an item or a homogeneous set of securities (calculated from market prices on the balance sheet date, for example) is lower than its carrying value, an impairment loss is recorded. Potential gains are not recognised.

Impairment charges and reversals and disposal gains or losses on these securities are recorded under "Net gains (losses) on available-for-sale financial assets" in the income statement.

Impairment intended to take into account counterparty risk and recognised under risk-related costs is booked on fixed-income securities as follows:

in the case of listed securities, impairment is based on market value, which intrinsically reflects credit risk. However, if Crédit Agricole S.A. has specific information on the issuer's financial position that is not reflected in market value, specific impairment is recorded;



Parent company financial statements at 31 December 2007 - In French Gaap -Approved by the Board of Directors on 4 March 2008

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

■ in the case of unlisted securities, impairment is recorded in the same way as on loans and advances to customers based on identified probable losses (note 2.1 Loans and financing commitments - Impairment resulting from individually assessed credit risk).

Sales of securities are deemed to take place on a first-in first-out basis.

#### **Purchase of treasury shares**

Own shares repurchased by Crédit Agricole S.A., including shares and derivatives held to cover stock option plans, are recorded on the balance sheet in the securities portfolios, equities and other variable-income securities (own-shares) category.

Impairment is recorded if the current value is lower than the purchase price.

#### 2.3.3 PORTFOLIO SECURITIES

Portfolio activity, as defined by CRC regulation 2000-02, consists of investing, on a regular basis, part of a company's assets in a securities portfolio with the aim of securing a capital gain in the medium term, with no intention of investing in the business on a long term basis and taking an active part in its management.

Securities can only be included in this category if the activity is carried out to a significant extent and on an ongoing basis within a structured framework and gives the reporting entity a recurring return mainly in the form of capital gains on disposal.

In principle, the category includes only variable-income securities.

These securities are valued individually.

They are recognised on the balance sheet at the lower of cost or use value, which is determined on the basis of the issuer's general outlook and the time horizon for holding the securities.

For listed companies, use value is the closing price.

Impairment charges and reversals and disposal gains or losses on these securities are recorded under "Net gain/(loss) on availablefor-sale financial assets".

# 2.3.4 HELD-TO-MATURITY SECURITIES

Held-to-maturity securities are fixed-income securities with a fixed maturity date that have been acquired or transferred to this category with the manifest intention of holding them until maturity.

This category only includes securities for which Crédit Agricole S.A. has the necessary financial capacity to continue holding them until maturity and that are not subject to any legal or other constraint that could threaten its plan to hold them until maturity.

These securities are recorded excluding accrued interest on the purchase date.

The difference between the purchase price and the redemption price is spread over the residual life of the security.

Impairment is not booked for held-to-maturity securities if their market value falls below cost. On the other hand, if the impairment arises from a risk relating specifically to the issuer of the security, impairment is recorded in accordance with CRC regulation 2002-03 on credit risk.

#### 2.3.5 OTHER LONG-TERM SECURITIES

Other long-term securities consist of securities held with the intention of promoting long-term business relations by creating a special relationship with the issuer, but with no influence on the issuer's management due to the small percentage of voting rights held.

These securities are valued individually.

They are recognised on the balance sheet at the lower of cost or use value. Use Value represents the price the reporting entity would be prepared to pay to acquire these securities if it had to buy them due to any targets it had set.

Use value may be estimated on the basis of various factors such as the issuer's profitability and prospective profitability, its shareholders' equity, the economic environment and the average share price in the preceding months.

Impairment charges and reversals and disposal gains or losses on these securities are recorded under "Net gain/(loss) on disposal of non-current assets".

#### 2.3.6 EQUITY SECURITIES

This category comprises securities the long-term ownership of which is judged beneficial to the reporting entity, in particular because it allows the reporting entity to exercise influence or control over the issuer.

When entering the balance sheet, equity securities are recorded at cost (purchase price excluding transaction expenses or transfer

Subsequently, their value in use is measured, and they are recorded on the balance sheet at the lower of cost or value in use. Impairment is recorded if required after a case-by-case analysis taking into account the security's price or mathematical value, any unrealised capital gains and the prospects of the investee.

Impairment charges and reversals and disposal gains or losses on these securities are recorded under "Net gain/(loss) on disposal of fixed assets".

#### 2.3.7 SECURITIES SOLD UNDER REPURCHASE **AGREEMENTS**

Securities sold under repurchase agreements continue to be recorded on the balance sheet. The amount received is recorded as a liability.

Securities bought under repurchase agreements are not recorded on the balance sheet, but the amount paid, representing the receivable from the seller, is recorded as an asset on the balance sheet.

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

Securities sold under repurchase agreements are subject to the accounting principles corresponding to the portfolio from which they originate.

#### 2.3.8 MARKET PRICE

The market price at which the various categories of securities are valued is determined as follows:

- securities traded on an active market are valued at the latest price:
- if the market on which the security is traded is not or no longer considered active or if the security is unlisted, Crédit Agricole S.A. determines the likely value at which the security concerned would be traded using valuation techniques. Firstly, these techniques take into account recent transactions carried out in normal competition conditions. If required, Crédit Agricole S.A. uses valuation techniques commonly used by market participants to price these securities, when it has been demonstrated that these techniques provide reliable estimates of prices obtained in actual market transactions.

#### 2.3.9 RECORDING DATES

Crédit Agricole S.A. records securities classified as held-to-maturity securities on the settlement date. Other securities, regardless of type or classification, are recognised on the trading date.

#### 2.4 Demand and term deposits

Amounts due to banks, Crédit Agricole entities and customers are presented in the financial statements according to their initial terms or the nature of the deposit: demand and term deposits for banks; current accounts, time accounts and term loans for Crédit Agricole's internal transactions; special savings accounts and other deposits for customers (including financial customers).

Repurchase transactions represented by certificates or securities are included in these categories depending on the type of counterparty.

Accrued interest on these deposits is recognised under accrued interest and taken to profit and loss.

#### 2.5 Debt securities in issue

Debt securities in issue are presented according to their form: interest bearing notes, interbank and other negotiable debt securities and bonds, excluding subordinated securities, which are classified in the "Provisions and subordinated debt" liability item.

Interest accrued but not yet due is recognised under accrued interest and taken to profit and loss.

Issue or redemption premiums on bonds are amortised over the maturity period of each bond issue. The corresponding charge is recorded under "Interest payable and similar expense from bonds and other fixed-income securities".

Crédit Agricole S.A. also amortises borrowing expenses in its financial statements.

Financial service fees paid to the Regional Banks are recognised as expenses under "Fee and commission expense".

#### 2.6 Reserves

Crédit Agricole S.A. applies CRC regulation 2000-06 on liabilities relating to the recognition and measurement of reserves falling under this regulation's scope.

Reserves include reserves relating to financing commitments, pension and early retirement liabilities, litigation and various risks.

They also include country risk reserves. All of these risks are assessed on a quarterly basis.

Country risk reserves are booked after an analysis of transaction types, commitment terms, commitment types (receivables, securities, market products) and the country situation.

Crédit Agricole S.A. partially hedges reserves on these foreigncurrency-denominated receivables by buying foreign currency, to limit the impact of changes in exchange rates on reserve levels.

The reserve for home-purchase savings plan imbalance risk is designed to cover the Group's obligations in the event of unfavourable movements in home-purchase savings schemes. These obligations are: i) to pay a fixed rate of interest on the savings contract from inception for an undefined period of time; and ii) to grant a loan to the saver at a rate fixed at inception of the contract. The reserve is calculated for each generation of home purchase savings scheme and for all home-purchase savings accounts, with no netting of obligations between generations.

The amount of these obligations is calculated taking account of the following factors:

- saver behaviour, as well as an estimate of the amount and term of the loans that will be granted in the future; these estimates are based on historical observations over a long period;
- the yield curve for market rates and reasonably foreseeable trands

This reserve is calculated in accordance with the CNC's work on the recognition of home-purchase savings accounts and plans, covered by CNC opinion 2006-02.

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

#### 2.7 Fund for general banking risks

In accordance with the fourth European directive, CRBF regulation 90-02 of 23 February 1990 and Commission Bancaire instruction 90-01 of 1 April 1990 relating to shareholders' equity, this fund is maintained by Crédit Agricole S.A., at the discretion of its management, to meet any charges or risks relating to banking operations but whose incidence is not certain.

Reserves are released to cover any incidence of these risks during a given period.

At 31 December 2007, the fund for general banking risks corresponded with the fund for liquidity and solvency banking risks, which is intended to enable Crédit Agricole S.A. to discharge its duties as central body of Crédit Agricole.

#### 2.8 Transactions on financial instruments

Hedging and market transactions on forward interest-rate, foreignexchange or equity instruments are recorded in accordance with CRBF regulations 88-02 and 90-15 as amended. Commitments relating to these transactions are recorded off-balance sheet in the amount of the nominal value of the agreements.

Gains or losses relating to these transactions are recorded on the basis of the type of instrument and the strategy used:

#### **HEDGING TRANSACTIONS:**

Gains or losses realised on hedging transactions are taken to profit and loss symmetrically with the recognition of income and expenses on the hedged item and under the same accounting heading.

Income and expenses relating to forward financial instruments used for hedging and managing Crédit Agricole S.A.'s overall interest-rate risk are recorded under "Interest receivable (payable) and similar - Other banking income (expense)". Unrealised gains and losses are not recorded.

#### **MARKET TRANSACTIONS:**

Instruments traded on an organised market or similar market, or included in a trading portfolio within the meaning of CRBF regulation 90-15 as amended, are valued at their market value on the balance-sheet date.

Gains or losses (realised or unrealised) are taken to profit and loss under the headings corresponding with the type of transaction: "Net gains (losses) on financial instruments at fair value - Trading securities and derivatives" and "Net gains (losses) on financial instruments at fair value - Profit or loss on currency transactions and similar derivatives".

Gains or losses on instruments traded in illiquid markets or constituting isolated open positions are taken to profit and loss on settlement or on a pro rata basis, depending on the type of instrument. On the closing date, reserves are booked for any unrealised losses.

#### 2.9 Foreign-currency transactions

Monetary assets and liabilities denominated in foreign currency and forward foreign-exchange agreements included in off-balance sheet commitments that correspond to hedging transactions are translated at the exchange rate on the closing date.

Capital funds allocated to branches, fixed assets in offices abroad and available-for-sale, held-to-maturity and equity securities in foreign currencies bought with euros are translated into euros on the transaction date. Only foreign exchange gains and losses on available-for-sale securities are taken to profit and loss.

However, a reserve may be booked if there is an other-thantemporary deterioration in the exchange rate affecting Crédit Agricole S.A.'s foreign equity interests.

Expenses paid and income received are recorded at the exchange rate on the transaction date. Income and expenses accrued but not yet paid are translated at the closing exchange rate.

At each closing date, forward foreign exchange transactions are measured at the relevant forward exchange rate. Recognised gains or losses are taken to the income statement under: "Net gains (losses) on financial instruments at fair value - Profit or loss on currency transactions and similar derivatives".

#### 2.10 Foreign branches

Branches keep separate accounts that comply with the accounting rules in force in the countries in which they are based.

At each closing date, branches' balance sheets and income statements are adjusted according to French accounting rules, translated into euros and integrated with the accounts of their head office after the elimination of intra-group transactions.

The rules for translation into euros are as follows:

- balance sheet items other than capital funds are translated at the closing exchange rate;
- capital funds are translated at the exchange rate in force when they were recorded;
- income and expenses are translated at the period's average exchange rate.

Gains or losses resulting from this translation are recorded on the balance sheet under "Other assets and liabilities".

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## 2.11 Recognition and depreciation of fixed assets

Crédit Agricole S.A. applies CRC regulation 2002-10 of 12 December 2002 relating to the depreciation and impairment of assets.

As a result, Crédit Agricole S.A. applies component accounting for all of its property, plant and equipment. In accordance with this regulation, the depreciable base takes account of the potential residual value of assets.

Land is stated at cost.

Buildings and equipment are stated at purchase price less accumulated depreciation and impairment reserves since use.

Purchased software is measured at purchase price less accumulated depreciation and impairment charges since purchase date.

Proprietary software is measured at cost less accumulated depreciation and impairment charges booked since their completion date

Fixed assets are amortised over their estimated useful life.

The following components and depreciation periods have been adopted by Crédit Agricole S.A. following the application of the transitional measures on component accounting for fixed assets. These depreciation periods are adjusted according to the type of asset and its location:

Component	Depreciation period
Land	Not depreciable
Structural works	30 to 80 years
Non-structural works	8 to 40 years
Plant and equipment	5 to 25 years
Fixtures and fittings	5 to 15 years
Computer equipment	4 to 7 years (accelerated or straight-line)
Specialist equipment	4 to 5 years (accelerated or straight-line)

Based on available information on the value of its fixed assets, Crédit Agricole S.A. has concluded that impairment testing would not lead to any change in the depreciable base at 31 December 2007.

#### 2.12 Revaluation

The statutory revaluation in 1978 did not have any impact on Crédit Agricole S.A.'s financial statements.

## 2.13 Retirement and early retirement benefits and end-of-career allowances – defined benefit plans

As of 1 January 2004, Crédit Agricole S.A. has applied CNC recommendation 2003-R.01 of 1 April 2003 relating to the recognition and valuation of obligations relating to pensions and similar benefits.

In accordance with this recommendation, Crédit Agricole S.A. sets aside reserves to cover its liabilities for retirement and similar benefits falling within the category of defined-benefit plans.

A reserve for retirement benefits is booked under "Provisions" on the liabilities side of the balance sheet. The amount of this reserve is equal to Crédit Agricole S.A.'s liabilities to employees in service at period-end, governed by the new Crédit Agricole S.A. collective agreement that came into effect on 1 January 2005.

A reserve to cover the cost of early retirement obligations is also taken under the same "Provisions" heading. This reserve covers the discounted additional cost of the agreement of 1 October 1993 extended on 28 June 1995, and the agreement of 1 July 1997 extended on 25 November 1999. These agreements enable Crédit Agricole S.A. staff aged 54 and over to take early retirement.

Lastly, Crédit Agricole S.A. is liable to pay supplementary pension benefits. A reserve is calculated on the basis of the company's actuarial liability for these benefits. These provisions are also shown on the liabilities side of the balance sheet under "Provisions".

In accordance with the recommendation, these obligations are stated on the basis of actuarial, financial and demographic assumptions, and in accordance with the projected unit credit method. Under this method, for each year of service, a charge is booked in an amount corresponding to the employee's vested benefits for the period. The charge is calculated based on the discounted future benefit.

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

Since actuarial gains and losses are taken immediately to profit and loss, the amount of the reserve is equal to:

- the present value of the obligation to provide the defined benefits as of the closing date, calculated in accordance with the actuarial method advised by the recommendation;
- less the fair value of any assets allocated to covering these obligations, which may be represented by an eligible insurance policy. In the event that 100% of the obligation is fully covered by such a policy, the fair value of the policy is deemed to be the value of the corresponding obligation, i.e. the amount of the corresponding actuarial liability.

#### 2.14 Pension schemes – defined contribution plans

French employers contribute to a variety of compulsory pension schemes. The funds are managed by independent organisations and the employers have no legal or implied obligation to pay additional contributions should the funds not have sufficient assets to pay the benefits corresponding to current and past service rendered by employees. Consequently, Crédit Agricole S.A. has no liabilities in this respect other than its ongoing contributions.

#### 2.15 Stock options and share subscriptions proposed to employees as part of the employee share ownership plan

#### STOCK OPTION PLANS

Stock options granted to certain categories of staff are recorded when exercised. Exercise gives rise to either an issue of shares, recorded in accordance with requirements relating to capital increases, or the transfer to employees of shares held as treasury stock, previously purchased by Crédit Agricole S.A. and recognised in accordance with the terms set out in the "Repurchases of own shares" section.

#### SHARE SUBSCRIPTION PLANS PROPOSED TO **EMPLOYEES AS PART OF THE EMPLOYEE SHARE OWNERSHIP PLAN**

Share subscriptions offered to employees as part of the Employee Share Ownership Plan, with a maximum discount of 20%, do not involve a vesting period but are subject to a 5-year lock-up period. These share subscriptions are recognised in accordance with requirements relating to capital increases.

#### 2.16 Employee profit-sharing and incentive plans

Employee profit-sharing is recognised in the income statement in the year in which the employees' rights are earned.

Incentive plans are covered by the 24 June 2005 agreement, amended on 22 June 2006 and 21 June 2007.

The cost of employee profit-sharing and incentive plans is included in "Personnel costs".

#### 2.17 Extraordinary income and expenses

These comprise income and expenses that are exceptional in nature and relate to transactions that do not form part of Crédit Agricole S.A.'s ordinary activities.

#### 2.18 Tax

Crédit Agricole S.A. has had a tax consolidation mechanism since 1990. At 31 December 2007, 168 subsidiaries were signatories to a tax consolidation agreement with Crédit Agricole S.A. Under this agreement, each company that is part of the tax consolidation mechanism recognises in its accounts the tax that it would have had to pay in the absence of the mechanism.

#### 2.19 Off-balance sheet commitments

As indicated in Note 1 (Legal and financial background), Crédit Agricole S.A. is Crédit Agricole's central body and as such is subject to the obligations specified by the French Banking Act. The commitments made in this respect are stated off-balance sheet. The same is true of commitments made by the Regional Banks in accordance with the agreement signed in 1988, under which they guarantee the solvency and liquidity of the central body.

Reported off-balance sheet items do not mention commitments on forward financial instruments or foreign exchange transactions. Similarly, they do not include commitments received concerning Treasury bonds, similar securities and other securities pledged as

However, these items are detailed in the notes to the financial statements.

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## Note 3 Due from banks - analysis by residual maturity

				Resi	dual maturit	у		
(in millions of euros)	Under 3 months	3 months to 1 year	1-5 years	Over 5 years	Total value	Accrued interest	Total 31/12/2007	Total 31/12/2006
Banks								
Loans and advances								
Demand	23,222	-	-	-	23,222	30	23,251	15,369
Time	13,177	6,421	12,428	6,947	38,973	341	39,314	28,498
Pledged securities	-	-	-	-	-	-	-	-
Securities bought under repurchase agreements	-	-	-	-	-	-	-	-
Subordinated loans				6,294	6,294	21	6,315	6,266
Total	36,398	6,421	12,428	13,240	68,488	392	68,880	50,133
Impairment							(6)	(98)
NET BOOK VALUE							68,874	50,035
Crédit Agricole internal transactions	3							
Current accounts	7,401	-	-	-	7,401	23	7,424	3,694
Time deposits and advances (1)	30,455	47,685	73,152	70,232	221,525	927	222,452	205,536
Total	37,856	47,685	73,152	70,232	228,925	950	229,876	209,230
Impairment								
NET BOOK VALUE							229,876	209,230

<sup>(1)</sup> o/w subordinated loans €31 million at 31 December 2007 against €46 million at 31 December 2006.

## Note 4 Due from customers - analysis by residual maturity

	Residual maturity										
(in millions of euros)		3 months to 1 year	1-5 years	Over 5 years	Total value	Accrued interest	Total 31/12/2007	Total 31/12/2006			
Customer operations											
Other loans	714	282	641	422	2,059	40	2,099	1,460			
Current accounts in debit							51	13			
Impairment							(36)	(42)			
NET BOOK VALUE							2,114	1,431			

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## 4.1 Due from customers - geographical analysis

(in millions of euros)	31/12/2007	31/12/2006
France (including overseas departments and territories)	1,421	1,317
Other European Union countries	689	116
Rest of Europe	-	4
North America	-	-
Central and South America	-	-
Africa and Middle-East	-	-
Asia-Pacific (excl. Japan)	-	-
Japan	-	-
Not affected and international organisations	-	-
Total	2,110	1,437
Accrued interest	40	36
Impairment	(36)	(42)
NET BOOK VALUE	2,114	1,431

## 4.2 Due from customers - analysis by customer type

		3	31/12/2007	7 31/12/2006						
(in millions of euros)	Outstan- ding gross	o/w doubtful debts	o/w bad debts	Impair- ment of doubftul debts	Impairment of bad debts	Out- standing gross	o/w doubtful debts	o/w bad debts	Impair- ment of doubftul debts	Impairment of bad debts
Individuals	294					226				
Farmers										
Other profesionnals										
Financial institutions	803					173				
Corporates	1,007	35				1,030	36		35	
Local authorities	6					8	5		4	
Other										
GROSS	2,110	35	-	-	-	1,437	41		39	-
Accrued interest	40					36				
Impairment	(36)					(42)				
NET BOOK VALUE	2,114	35		-		1,431	41		39	-

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## Note 5 Trading, available-for-sale, held-to-maturity and equity portfolio securities

			31/12/2007			31/12/2006
(in millions of euros)	Trading	Available- for-sale	Equity portfolio	Held-to-maturity	Total	Total
Treasury bills and similar securities	1,168	3,802			4,970	3,684
Residual net premium					200	122
Residual net discount					(50)	(12)
Accrued interest		118			118	68
Impairment		(42)			(42)	(26)
NET BOOK VALUE	1,168	3,878			5,046	3,726
Bonds and other fixed-income securities (1)						
Issued by pubilc bodies	780	332			1,111	1,111
Other issuers	1,753	20,607		477	22,837	21,233
Residual net premium					3	3
Residual net discount					(3)	(2)
Accrued interest		84		6	90	102
Impairment		(14)			(14)	(11)
NET BOOK VALUE	2,533	21,008		484	24,025	22,435
Equities and other variable-income securities	11	832	1,112		1,955	4,140
Accrued interest			1		1	
Impairment		(10)			(10)	(5)
NET BOOK VALUE	11	822	1,113		1,946	4,135
ESTIMATED VALUE	3,712	25,708	1,113	484	31,017	30,296

<sup>(1)</sup> o/w  $\ensuremath{\mbox{$<$}}$ 2,567 million of subordinated debt at 31 December 2007.

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

#### 5.1 Breakdown of listed and unlisted securities between fixed-income and variable-income securities

		31/12/200	07			31/12/200	06	
(in millions of euros)	Bonds and other fixed- income securities	Treasury bills and similar securities	Equities and other variable- income securities	Total	Bonds and other fixed- income securities	Treasury bills and similar securities	Equities and other variable- income securities	Total
Fixed-income and variable-								
income securities	23,949	4,970	1,955	30,874	22,344	3,684	4,140	30,168
Listed securities	2,291	4,313	1,083	7,687	2,227	3,339	968	6,534
Unlisted securities	21,658	657	872	23,187	20,117	345	3,172	23,634
Accrued interest	90	118	1	209	102	68		170
Impairment	(14)	(42)	(10)	(66)	(11)	(26)	(5)	(42)
NET BOOK VALUE	24,025	5,046	1,946	31,017	22,435	3,726	4,135	30,296

#### **BREAKDOWN OF MUTUAL FUNDS BY TYPE AT 31 DECEMBER 2007**

(in millions of euros)	Book value	Cash-in value
Money market funds	64	66
Bond funds	10	8
Equity funds	76	105
Other funds	253	278
TOTAL	403	457

#### 5.2 Treasury bills, bonds and other fixed-income securities - analysis by residual maturity

(in millions of euros)		3 months to 1 year	1-5 years	Over 5 years	Total	Accrued interest	Total 31/12/2007	Total 31/12/2006
Bonds and other fixed-income securities								
Gross value	14,351	1,803	3,179	4,616	23,949	90	24,039	22,446
Impairment					(14)		(14)	(11)
NET BOOK VALUE					23,935	90	24,025	22,435
Treasury bills and similar securities					-		-	
Gross value			350	4,620	4,970	118	5,088	3,752
Impairment					(42)		(42)	(26)
NET BOOK VALUE					4,928	118	5,046	3,726

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

Note 6 Investments in subsidiaries and associates

			(in million	ns of local curren	cy units)	(in millions	of euros)		(in m	illions of euros,		
			Share capital	Retained earnings and other reserves	Percentage ownership		k value of estments	Loans and advances outstanding granted by	commit- ments	Revenues for the year ended	Net income for the year ended	Dividends received by CA S.A. during
Company name and			31/12/2007			Gross	Net	CA S.A.	CA S.A.	31/12/07	31/12/07	the year
	WHOSE BOOK VAL			- CREDIT	AGRICOLE							
	SIDIARIES (MORE THAN		,			39,570	39,104	30,508	7,777			
BANCO BISEL	Cordoba 1437 provincia de Santa Fe (Argentina)	ARS	N.A.	N.A.	100.0	237	-	-		N.A.	N.A.	
CA PREFERRED FUNDING LLC.	C/O Calyon 666 Third Avenue NY 10017 USA	USD	2,889 (2)	15 <sup>(2)</sup>	67.0	91	91	-		158 <sup>(2)</sup>	165 <sup>(2)</sup>	
CALYON	9, quai du président Paul Doumer 92400 COURBEVOIE	EUR	3,715	4,960 <sup>(3)</sup>	95.3	10,945	10,945	871	6,493	4,175 <sup>(3)</sup>	1,531 <sup>(3)</sup>	1,952
CARIPARMA	Via Universita n° 1 43100 PARMA (Italy)	EUR	628 (1)	473 (1)	75.0	4,452	4,452			756 <sup>(1)</sup>	137 (1)	60
CL DE DEVELOPPEMENT DE LA CORSE	Avenue Napoléon III 20193 AJACCIO	EUR	99	-	9.8	99	36	-		-	-	
CRÉDIT AGRICOLE ASSET MANAGEMENT GROUP	90 Boulevard Pasteur - Immeuble Cotentin 75015 PARIS CEDEX	EUR	16	1,159 <sup>(3)</sup>	94.3	3,112	3,112	804		543 <sup>(3)</sup>	469 <sup>(3)</sup>	276
CRÉDIT AGRICOLE LEASING (UCABAIL)	1-3 rue du Passeur de Boulogne 92861 ISSY-LES- MOULINEAUX	EUR	92	243 <sup>(3)</sup>	100.0	334	334	1,083	-	47 <sup>(3)</sup>	1 <sup>(3)</sup>	
CRÉDIT DU MAROC	48-58 Boulevard Mohamed V CASABLANCA (Morocco)	MAD	834 (1)	1,100 (1)	52.6	115	115	-	319	75 <sup>(1)</sup>	13 (1)	10
CRÉDIT LYONNAIS	18 rue de la République 69002 LYON	EUR	1,846	580 <sup>(3)</sup>	94.8	10,835	10,835	4,878		7,415 <sup>(3)</sup>	1,193 (3)	428
CRÉDIT URUGUAY BANCO SA	Crédit Agricole S.A. central, Rincon 500 CP11000 MONTEVIDEO (Uruguay)	UYU	729 <sup>(1)</sup>	169 <sup>(1)</sup>	100.0	49	30		9	12 (1)	5 (1)	4
EMPORIKI BANK	11 Sophocleous Street GR 10235 ATHENES (Greece)	EUR	728 <sup>(2)</sup>	85 <sup>(2)</sup>	67.4	2,203	2,203	1,716		1,165 <sup>(2)</sup>	76 <sup>(2)</sup>	
EUROFACTOR	1-3 rue du Passeur de Boulogne 92861 ISSY-LES- MOULINEAUX	EUR	110	295 <sup>(3)</sup>	100.0	506	506	2,023	26	169 <sup>(3)</sup>	40 <sup>(3)</sup>	38
FINAREF AB (FINAREF Groupe AB)	Box 932 - SE - 501 10 BORAS (Sweden)	SEK	25 (1)	286 (1)	100.0	273	260			9	2 (1)	16

			(in million	ns of local curren	cy units)	(in millions	of euros)		(in millions of euros)			
Company name an	nd addrage	Currency	Share capital	Retained earnings and other reserves	Percentage ownership		value of estments	Loans and advances outstanding granted by CA S.A.	commit- ments	Revenues for the year ended 31/12/07	Net income for the year ended 31/12/07	Dividends received by CA S.A. during the year
FINAREF SA	6, rue Émile Moreau	EUR	14	198 (3)	100.0	2,284	2,284	337		564 (3)	146 (3)	152
	59100 ROUBAIX											
FONCARIS	91/93, boulevard Pasteur 75015 PARIS	EUR	225	123 <sup>(3)</sup>	100.0	320	320		97	10 (3)	43 (3)	41
JSCINDEX BANK HVB	42/4 Pushkinska Street, KYIV 01004 (Ukraine)	UAH	400 (1)	-	100.0	232	161		26	28 (1)	0,362 (1)	
LUKAS SA	Pl. Orlat LWOWSKICH 1, 53 605 WROCLAW (Poland)	PLN	0,5 (1)	177 (1)	75.2	386	386			70	70	5
MERIDIAN BANK CA Group	Futoski put 42-44 21000 NOVI SAD (Republic of Serbia)	RSD	3,901 (1)	4,365 (1)	93.7	166	103	70		16 (1)	(6) (1)	
SOFINCO	128-130, boulevard Raspail 75006 PARIS	EUR	194	1,226 <sup>(3)</sup>	98.8	2,930	2,930	18,726	770	1,651 <sup>(3)</sup>	158 <sup>(3)</sup>	211
2. BANKING ASS	OCIATES (10-50% OWNE	D)				7,520	7,520	219,577	5			
BES	Avenida de Libertade 195 - 1250 LISBONNE (Portugal)	EUR	2,500 (2)	2,219 <sup>(2)</sup>	10.8	502	502			3,218 (2)	488 (2)	18
RB ALPES PROVENCE	Esplanade des Lices 13642 ARLES	EUR	114	955	25.0	210	210	6,242		398	99	8
RB ALSACE VOSGES	1, place de la Gare BP 440 67008 STRASBOURG CEDEX	EUR	48	459	25.0	131	131	4,211		232	60	4
RB ANJOU ET MAINE	40, rue Prémartine 72000 LE MANS	EUR	211	1,228	25.0	234	234	7,721		411	96	7
RB AQUITAINE	304, boulevard du Président Wilson 33076 BORDEAUX CEDEX	EUR	151	1,319	25.0	310	310	7,269		456	91	12
RB ATLANTIQUE VENDÉE	Route de Paris 44949 NANTES CEDEX	EUR	113	1,085	25.1	196	196	7,649		403	95	6
RB BRIE PICARDIE	500, rue Saint Fuscien 80095 AMIENS	EUR	277	279	25.2	391	391	9,613		550	152	9
RB CENTRE EST	1, rue Pierre de Truchis de Lays 69541 CHAMPAGNE AU MONT D'OR	EUR	192	1,934	25.0	323	323	10,218		688	232	16
RB CENTRE FRANCE	3, avenue de la Libération 63045 CLERMONT FERRAND CEDEX 9	EUR	144	1,484	25.0	318	318	7,353		486	150	11

			(in million	ns of local curren	cy units)	(in millions o	f euros)		(in millions of euros)				
0	dadda	Q.,,,,,,	Share capital	reserves	Percentage ownership	inve	value of stments	Loans and advances outstanding granted by	commit- ments given by	Revenues for the year ended	ended	Dividends received by CA S.A. during	
Company name and RB CENTRE	8, allée des collèges	Currency	31/12/2007 65	973	25.0	Gross 182	Net 182	CA S.A. 6,259	CA S.A.	31/12/07 369	83	the year	
LOIRE	18920 BOURGES CEDEX	LON	03	913	25.0	102	102	0,239		309	00	0	
RB CENTRE OUEST	29, boulevard de Vanteaux BP 509 87044 LIMOGES CEDEX	EUR	58	515	25.0	89	89	2,934		174	41	3	
RB CHAMPAGNE BOURGOGNE	269, faubourg CRONCELS 10000 TROYES	EUR	112	632	25.0	114	114	5,664	5	312	73	5	
RB CHARENTE MARITIME - DEUX SEVRES	12, boulevard Guillet- Maillet 17100 SAINTES	EUR	53	702	25.0	130	130	5,096		305	96	6	
RB CHARENTE PERIGORD	rue d'Epagnac BP21 16800 SOYAUX	EUR	96	497	25.0	77	77	3,060		233	55	4	
RB COTE D'ARMOR	La Croix Tual 22440 PLOUFRAGAN	EUR	92	638	25.0	118	118	3,768		204	61	4	
RB DE NORMANDIE	Avenue de Paris 50000 SAINT-LÔ	EUR	131	958	25.0	205	205	6,997		400	94	7	
RB DES SAVOIE	PAE Les Glaisins 4, av. du Pré Félin 74985 ANNECY CEDEX 09	EUR	188	886	25.0	152	152	9,218		433	112	7	
RB FINISTÈRE	7, route du Loch 29555 QUIMPER CEDEX 9	EUR	100	736	25.0	135	135	5,336		244	48	3	
RB FRANCHE COMTÉ	11, avenue Élisée Cusenier 25084 BESANÇON CEDEX 9	EUR	78	595	25.0	109	109	4,912		262	65	5	
RB ILLE ET VILAINE	19, rue du Pré Perché BP 2025X 35040 RENNES CEDEX	EUR	92	689	25.0	122	122	5,383		233	62	4	
RB LOIRE HAUTE- LOIRE	94, rue Bergson 42000 SAINT ETIENNE	EUR	31	702	25.0	131	131	3,826		239	68	4	
RB LORRAINE	56, 58, avenue André Malraux 54017 METZ CEDEX	EUR	32	612	25.0	115	115	4,629		249	74	6	
RB LANGUEDOC	Avenue du Montpelleret - MAURIN 34977 LATTES CEDEX	EUR	204	206	25.0	239	239	9,972		611	150	11	
RB MORBIHAN	Avenue de Kéranguen 56956 VANNES CEDEX 9	EUR	83	534	25.0	92	92	3,985		225	58	4	
RB NORD DE FRANCE	27 à 33, Grand'Place 62009 ARRAS CEDEX	EUR	172	1,474	25.5	378	378	9,004		574	195	13	

			(in million	ns of local curren	cy units)	(in millions o	of euros)	(in millions of euros)				
			Share capital	reserves	Percentage ownership	inve	value of stments	Loans and advances outstanding granted by	commit- ments given by	for the year ended	Net income for the year ended	during
Company name an		Currency		31/12/2007		Gross	Net	CA S.A.	CA S.A.	31/12/07		the year
RB NORD MIDI PYRÉNÉES	53, rue Gustave Larroumet BP 29 46021 CAHORS CEDEX	EUR	125	432	25.0	181	181	6,647		414	100	8
RB NORD-EST	25, rue Libergier 51100 REIMS	EUR	220	1,670	25.0	252	252	8,779		458	118	8
RB NORMANDIE SEINE	Cité de l'agriculture BP 800 76230 BOIS GUILLAUME CEDEX	EUR	92	873	25.0	162	162	5,065		316	93	6
RB PARIS ET ÎLE DE FRANCE	26, quai de la Rapée 75012 PARIS	EUR	115	2,299	25.0	488	488	13,508		845	298	19
RB PROVENCE COTE D'AZUR	Avenue Paul Arène les Négadis 83002 DRAGUIGNAN	EUR	83	893	25.0	166	166	5,857		418	103	7
RB PYRÉNÉES GASCOGNE	11, boulevard Pt Kennedy BP 329 65003 TARBES CEDEX	EUR	59	750	25.0	139	139	6,106		312	100	7
RB RÉUNION	Parc Jean de Cambiaire 97462 SAINT DENIS CEDEX	EUR	48	408	25.0	73	73	2,418		158	36	3
RB SUD MÉDITERRANÉE	30, rue Pierre Bretonneau 66000 PERPIGNAN	EUR	28	350	25.0	66	66	2,581		167	46	3
RB SUD RHÔNE ALPES	15-17, rue Paul Claudel BP 67 38041 GRENOBLE CEDEX 09	EUR	71	801	25.0	138	138	6,215		357	95	7
RB TOULOUSE ET MIDI TOULOUSAIN	6-7, place Jeanne d'Arc 31000 TOULOUSE	EUR	75	579	25.0	110	110	3,929		225	54	3
RB TOURAINE ET POITOU	18, rue Salvador Allende 86000 POITIERS	EUR	100	825	25.0	168	168	4,738		285	74	5
RB VAL DE FRANCE	rue I.J. PHILIPPE 41913 BLOIS CEDEX 9	EUR	43	568	25.0	104	104	3,415		218	61	4
Crédit Agricole Egypt SAE	4/6 Hassan Sabry Street Zamalek CAIRO (Egypt)	, EGP	1,148 (1)	335 (1)	46.3	254	254			46 (1)	22 (1)	
CRÉDIT LOGEMENT	50, boulevard Sébastopol 75003 PARIS	EUR	1,254	75 <sup>(3)</sup>	16.5	215	215			305 (3)	66 <sup>(3)</sup>	10

			(in millior	ns of local curren	icy units)	(in millions	of euros)		(in m	illions of euros)		
Company name an	d address	- Currency	Share capital		Percentage ownership 31/12/2007		value of estments	Loans and advances outstanding granted by CA S.A.	Guarantees and other commit- ments given by CA S.A.	Revenues for the year ended 31/12/07	Net income for the year ended 31/12/07	Dividends received by CA S.A. during the year
3. OTHER SUBSID	DIARIES (MORE THAN 50	% OWNED)				8,902	8,875	164	50			
CA BOURSE	91/93, boulevard Pasteur 75015 PARIS	EUR	44	476 <sup>(3)</sup>	99.5	262	262			69 <sup>(3)</sup>	69 <sup>(3)</sup>	-
CRÉDIT AGRICOLE COVERED BOND	91/93, boulevard Pasteur 75015 PARIS	EUR	70		100.0	70	70					
CRÉDIT AGRICOLE CAPITAL INVESTISSEMENT & FINANCE	100, boulevard du Montparnasse La Coupole 75014 PARIS	EUR	560	314 (3)	100.0	943	943			-	64 <sup>(3)</sup>	57
CRÉDIT AGRICOLE IMMOBILIER	91/93, boulevard Pasteur 75015 PARIS	EUR	107	12 <sup>(3)</sup>	100.0	271	271			21 (3)	10 (3)	2
CRÉDIT AGRICOLE REINSURANCE S.A.	145, rue du Kiem - L-8030 LUXEMBOURG	EUR	5	77	100.0	69	69			53 (4)	53 (4)	
DELFINANCES	91/93, boulevard Pasteur 75015 PARIS	EUR	151	28 <sup>(3)</sup>	100.0	171	171			26 <sup>(3)</sup>	28 (3)	26
EFL SA	PI. Orlat LWOWSKICH 1 53 605 WROCLAW (Poland)	, PLN	276	443 (1)	100.0	356	356	164	50	93 (2)	25 (2)	16 <sup>(2)</sup>
FIRECA	91/93, boulevard Pasteur 75015 PARIS	EUR	152	(52) <sup>(3)</sup>	51.0	78	51			5 <sup>(3)</sup>	-	
GIE SILCA	91/93, boulevard Pasteur 75015 PARIS	EUR	80	-	80.0	64	64			254(3)	-	
IUB HOLDING	91/93, boulevard Pasteur 75015 PARIS	EUR	57	-	100.0	57	57			-	-	
PACIFICA	91/93, boulevard Pasteur 75015 PARIS	EUR	227	64 (3)	100.0	302	302		-	1,206 <sup>(3)</sup>	45 <sup>(3)</sup>	18

			(in million	ns of local currer	cy units)	(in millions	of euros)	(in millions of euros)				
		Share capital	Retained earnings and other reserves	Percentage ownership		k value of estments	Loans and advances outstanding	Guarantees and other commit- ments	Revenues for the year	Net income for the year	Dividends received by CA S.A.	
Company name a	nd address	Currency	31/12/2007	31/12/2007	31/12/2007	Gross	Net	granted by CA S.A.	given by CA S.A.	ended 31/12/07	ended	during the year
PREDICA	50-56, rue de la Procession 75015 PARIS	EUR	916	5,895 (3)	100.0	6,203	6,203	Ort Circ	S/t Gir ti	22,585 <sup>(3)</sup>	501 <sup>(3)</sup>	169
SEFA	91/93, boulevard Pasteur 75015 PARIS	EUR	57	-	100.0	57	57			2 (3)	2 (3)	2
4. OTHER INVEST	TMENTS (10-50% OWNE	D)				3,955	3,918	-	-			
BES VIDA	Avenida Columbano Bordalo Pinheiro, N° 75, 11° 1070-061 LISBONNE (Portugal)	EUR	250 <sup>(1)</sup>	3 (1)	50.0	475	439			437 (1)	33 (1)	26
BESPAR	Rua São Bernardo nº 62, 1200 - 826 LISBONNE (Portugal)	EUR	683	641	22.9	272	272			81	75	24
CACEIS SAS (ex CAIS Holding)	1-3, place Valhubert - 75013 PARIS	EUR	400	202 (3)	50.0	489	489			34(3)	37 <sup>(3)</sup>	17
CASANLI	25 rue Goethe 1637 LUXEMBOURG	EUR	4,000 (2)	400 (2)	50.0	2,200	2,200			14 (2)	14 (2)	
EURAZEO	3, rue Jacques Bingen 75017 PARIS	EUR	165	2,277 (3)	16.2	465	465			233 (3)	242 (3)	9
SCI Société Immobilière de la Seine	91/93, boulevard Pasteur 75015 PARIS	EUR	100	-	45.5	53	53			3 (3)	3 (3)	4
OTHER INVESTM	MENTS (book value less t	han 1% of (	Crédit Agrico	leS.A.'s sha	re capital)	2,804	2,734	19,767	320			
Banking subsidiar	ies					20.4	20					
Banking associate	es					2,425.6	2,424					
Other subsidiaries	<b>i</b>					222.1	174					
Other associates						136.1	116	19,767	320			
TOTAL SUBSID	IARIES AND ASSOCIATE	S				62,751	62,151	270,016	8,152			
Advances and acc	crued income					2,488.4	2,480					
NET BOOK BAL	.UE					65,239	64,631	270,016	8,152			

<sup>(1)</sup> Amounts at 30 June 2007.

<sup>(2)</sup> Amounts at 30 September 2007.

<sup>(3)</sup> Amounts at 30 June 2006.

<sup>(4)</sup> Amounts at 31 December 2006.

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

#### 6.1 Estimated value of investments in non-consolidated subsidiaries

	31/12	/2007	31/12	/2006
(in millions of euros)	Net book value	Estimated value	Net book value	Estimated value
Investments in associated companies				
Unlisted	49,783	53,510	41,266	44,408
Listed	2,488	3,032	2,433	2,897
Advances	2,414	2,414	93	93
Accrued interest	9	9		
Impairment	(589)		(553)	
Net book value	54,105	58,965	43,239	47,399
Investments in non-consolidated subsidiaries and other long-term securities				
Investments in non-consolidated subsidiaries				
Unlisted	6,645	6,708	6,705	6,776
Listed	3,711	5,681	4,797	8,991
Advances	126	126	139	139
Accrued interest	62	62	2	2
Impairment	(19)		(19)	
Subtotal	10,525	12,577	11,624	15,908
Other long-term securities				
Unlisted	1	1	1	1
Listed				
Advances				
Accrued interest				
Impairment				
Subtotal	1	1	1	1
Net book value	10,526	12,578	11,625	15,909
TOTAL	64,631	71,543	54,864	63,308
Total gross value				
Unlisted	56,429		47,972	
Listed	6,199		7,230	
TOTAL	62,628		55,202	

Estimated values are determined based on the use value of the securities. They include advances and accrued interest.

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

#### Note 7 **Movements in non-current assets**

(in millions of euros)	Value at the beginning of year	Increases (Acquisitions)	Decreases (Disposals, due date)	Other movements <sup>(1)</sup>	Value at the end of the year
Investments in associated companies					
Gross	43,699	10,213	(1,630)	(11)	52,271
Advances	93	2,357	(36)	-	2,414
Impairment	(553)	(402)	366	-	(589)
Accrued interest	-	9	-	-	9
Net book value	43,239	12,177	(1,301)	(11)	54,105
Investments in non-consolidated subsidiar	ries				
Gross	11,502	5	(1,152)	-	10,356
Advances	139	2	(14)	-	126
Impairment	(19)	(1)	2	-	(19)
Accrued interest	2	70	(1)	-	71
Other long-term securities					
Gross	1	-	-	-	1
Advances					
Impairment	-	-	-	-	-
Accrued interest					
Net book value	11,624	75	(1,165)	-	10,526
TOTAL	54,863	12,253	(2,465)	(11)	64,631

<sup>(1) &</sup>quot;Other movements" presents in particular the effect of variations rate of exchange on the value of the non-current assets in currencies

#### **INTANGIBLE ASSETS AND PROPERTY, PLANT & EQUIPMENT**

(in millions of euros)	Value at the beginning of year	Increases (Acquisitions)	Decreases (Disposals, due date)	Other movements	Value at the end of the year
Property, plant & equipment					
Gross	338	11	(2)		347
Amortisation and impairment	(157)	(9)	2		(164)
Net book value	181	2	-	-	183
Intangible assets					
Gross	24	15			39
Amortisation and impairment	(19)		(2)		(21)
Net book value	5	15	(2)	-	18
TOTAL	186	17	(2)	-	201

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## Note 8

## Treasury shares, sundry accounts and prepaid expenses

At 31 December 2007, Crédit Agricole S.A. held 12,552,962 treasury shares classified as available-for-sale securities with a

value of €203,864,701.34 and as trading securities with a value of €38,413,580.16. The market value per share was €23.07.

#### OTHER ASSETS, SUNDRY ACCOUNTS AND PREPAID EXPENSES

(in millions of euros)	31/12/2007	31/12/2006
Other assets (1)		
Financial options bought	730	740
Miscellaneous debtors	12,537	10,773
"Livret de développement durable" bonds	2,013	1,684
Net book value	15,280	13,197
Prepaid expenses		
Items in course of transmission to other banks (1)	4,174	3,887
Adjustment accounts	1,430	8
Unrealised losses and deferred gains on financial futures and options	516	549
Prepaid expenses	136	-
Accrued interest on financial futures and options commitments	7,203	6,595
Other accrued income	321	739
Deferred charges	387	-
Bond issue premiums and discounts	-	169
Other	1,066	1
Net book value	15,233	11,948
TOTAL	30,513	25,145

<sup>(1)</sup> Amounts shown are net of impairment and included accrued interest.

## Note 9 | Impairment deducted from assets

(in millions of euros)  Impairment deducted from assets	31/12/2006	Charges	Write-backs	Desactualisation	Other movements	31/12/2007
Interbank loans	98	2	(92)		(2)	6
Customer loans	42	-	(8)			35
Securities transactions	42	136	(122)		16	72
Other fixed assets	572	403	(371)		4	608
TOTAL	754	541	(592)		18	721

**>>** 

Parent company financial statements at 31 December 2007 – In French Gaap – Approved by the Board of Directors on 4 March 2008

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## Note 10 Due to banks - analysis by residual maturity

in millions of euros	Under 3 months	3 months to 1 year	1-5 years	Over 5 years	Total value	Accrued interest	31/12/2007	31/12/2006
Banks								
Deposits:								
demand	12,483				12,483	6	12,489	11,886
time	36,710	1,268	4,793	8,030	50,801	274	51,075	20,247
Pledged securities		1,655	4,348	3,350	9,353	197	9,550	6,977
Securities sold under repurchase agreements	590				590		590	307
BOOK VALUE	49,783	2,923	9,141	11,380	73,227	477	73,704	39,417
Crédit Agricole internal transaction	ons							
Current accounts	3,374				3,374	14	3,388	7,563
Time accounts and deposits	7,206	2,221	4,370	2,966	16,763	214	16,977	10,579
BOOK VALUE	10,580	2,221	4,370	2,966	20,137	228	20,365	18,142

## Note 11 Customer accounts - analysis by residual maturity

(in millions of euros)		3 months to 1 year	1-5 years	Over 5 years	Total value	Accrued interest	31/12/2007	31/12/2006
Current accounts in credit	1,104				1,104	7	1,111	1,014
Special savings accounts	160,117				160,117		160,117	160,922
demand	81,129				81,129		81,129	77,441
time	78,988				78,988		78,988	83,481
Other accounts	1,429	745	2,661	1,581	6,416	318	6,734	5,554
demand								
time	1,429	745	2,661	1,581	6,416	318	6,734	5,554
Securities sold under repurchase agreements		49			49		49	49
BOOK VALUE	162,650	794	2,661	1,581	167,686	325	168,011	167,539

## 11.1 Customer accounts - geographical analysis

(in millions of euros)	31/12/2007	31/12/2006
France (including overseas departments and territories)	166,981	166,926
Other European Union countries	8	10
Rest of Europe	357	249
Africa and Middle-East	342	-
Supranational organisations	-	21
Total	167,687	167,206
Accrued interest	324	333
BOOK VALUE	168,011	167,539

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

#### 11.2 Customer accounts - analysis by customer type

(in millions of euros)	31/12/2007	31/12/2006
Individuals	153,565	165,632
Farmers	11,462	
Other professionals		
Financial institutions	839	436
Corporates	1,457	925
Local authorities	361	190
Other	3	23
Gross	167,687	167,206
Accrued interest	324	333
TOTAL	168,011	167,539

## Note 12 Debts represented by a security - analysis by residual maturity

(in millions of euros)	Under 3 months	3 months to 1 year	1-5 years	Over 5 years	Total value	Accrued interest	Total 31/12/2007	Total 31/12/2006
Negotiable debt securities (1)	21,465	9,064	863	416	31,808	239	32,047	37,269
Bonds	847	11,404	25,713	13,831	51,795	510	52,305	39,264
BOOK VALUE	22,312	20,468	26,576	14,247	83,603	749	84,352	76,533

<sup>(1)</sup> o/w €7,028 million abroad

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## 12.1 Debts represented by a security – analysis by residual maturity

(in millions of euros)	Under 1 year	1-5 years	Over 5 years	Outstanding at 31/12/2007	Outstanding at 31/12/2006
Euro	11,570	17,932	13,146	42,648	33,494
Fixed-rate	2,568	5,082	10,088	17,738	16,339
Floating rate	9,002	12,850	3,058	24,910	17,155
Other E.U. currencies	60	3,397	499	3,957	3,047
Fixed-rate	60	205	363	628	1,483
Floating rate		3,193	136	3,329	1,564
Dollar	136	3,791	106	4,032	1,839
Fixed-rate	-	136	14	149	320
Floating rate	136	3,655	92	3,883	1,519
Yen	-	386	80	466	8
Fixed-rate	-	265	73	337	8
Floating rate	-	121	7	129	-
Other currencies	484	208	-	692	458
Fixed-rate	-			-	458
Floating rate	484	208		692	-
Total	12,251	25,713	13,831	51,795	38,846
Fixed-rate	2,629	5,687	10,537	18,852	18,608
Floating rate	9,622	20,027	3,294	32,943	20,238
Accrued interest	510			510	418
TOTAL	12,761	25,713	13,831	52,305	39,264

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## Note 13 Other liabilities, sundry accounts and unearned income

(in millions of euros)	31/12/2007	31/12/2006
Other liabilities (1)		
Financial options sold	72	29
Settlement and negociaton accounts	609	-
Miscellaneous creditors	9,093	6,684
Payments in process on securities	1,500	39
Net book value	11,274	6,752
Sundry accounts and unearned income		
Items in course of transmission to other banks (2)	4,370	4,377
Adjustment accounts	2,787	901
Unrealised gains and deferred gains on financial futures	162	170
Unearned income	1,439	
Accrued expenses on commitments on financial futures	6,225	5,933
Other accrued expenses	840	2,535
Other sundry accounts	88	
Net book value	15,911	13,916
TOTAL	27,185	20,668

<sup>(1)</sup> Amounts include accrued interest.

<sup>(2)</sup> Amounts are net of impairment.



NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## Note 14 Provisions

(in millions of euros)	Balance at 31/12/2006	Increases (Charges)	Decreases (Write-backs)	Other movements	Balance at 31/12/2007
Retirement and early retirement benefits	198	15	(5)	66	274
Financing commitment execution risks	8	-	(1)	-	7
Country risks	30	-	(30)	-	-
Credit risk and sector risk	44	3	(7)	(7)	33
Modernisation of information systems and restructuring	2		(2)		-
Income tax (1)	213	31	(36)		208
Litigation and liability guarantees	166	40	(55)	8	159
Equity investments (negative net worth)	16	1	(4)	3	16
Internal charges on home purchase savings accounts	35		(12)		23
Risks on home purchase savings contracts	398		(96)		302
Other risks and charges	478	104	(65)	(20)	497
BOOK VALUE	1,588	194	(313)	50	1,519

<sup>(1)</sup> This item includes tax due under the tax consolidation arrangement.

## Note 15 Home purchase savings schemes

#### Deposits collected under home purchase savings schemes during the savings period

(in millions of euros)	31/12/2007	31/12/2006
Home purchase savings plans:	61,823	62,687
Under 4 years old	-	5,718
Between 4 and 10 years old	35,747	29,945
Over 10 years old	26,076	27,024
Home purchase savings accounts	13,290	13,536
TOTAL DEPOSITS COLLECTED UNDER HOME PURCHASE SAVINGS SCHEMES	75,113	76,223

Age is determinated by reference to the midpoint of the generation of plans to which they belong.

#### Reserves against home purchase savings schemes

(in millions of euros)	31/12/2007	31/12/2006
Home purchase savings plans:	116	258
Under 4 years old	-	1
Between 4 and 10 years old	3	49
Over 10 years old	113	208
Home purchase savings accounts	186	140
TOTAL RESERVES AGAINST HOME PURCHASE SAVINGS SCHEMES	302	398

Age is determinated by reference to the midpoint of the generation of plans to which they belong.

Deposits do not include the government bonus.

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

Note 16

Liabilities to employees - post employment benefits defined benefit plans

## Change in actuarial liability

(in millions of euros)	31/12/2007	31/12/2006
Actuarial liability at 1 January	198	153
Service cost over the period	18	13
Discounting effect	8	6
Employee contributions	-	-
Plan revision / curtailment / settlement	-	-
Acquisitions, divestments (change in scope of consolidation)	-	-
Early retirement allowances	-	-
Benefits paid	(41)	(18)
Actuarial (gain)/loss	91	44
Actuarial liability at 31 December	274	198

## Breakdown of charge recognised in income statement

(in millions of euros)	31/12/2007	31/12/2006
Service cost over the period	18	13
Discounting effect	8	6
Expected rate of return on plan assets over the period	(4)	(3)
Amortisation of past service cost	11	46
Other gains or losses	-	-
Net charge recognised in income statement	33	62

## Changes in fair value of plan assets

(in millions of euros)	31/12/2007	31/12/2006
Fair value of assets / reimbursement rights at 1 January	113	79
Expected rate of return on plan assets	4	3
Actuarial gains or losses on plan assets	81	(3)
Employer contributions	22	49
Employee contributions	-	-
Plan revision / curtailment / settlement	-	-
Acquisitions, divestments (change in scope of consolidation)	-	-
Early retirement allowances	-	-
Benefits paid	(41)	(15)
Fair value of assets / reimbursement rights at 31 December	179	113

## **Change in provision**

(in millions of euros)	31/12/2007	31/12/2006
(Provisions) / assets at 1 January	(85)	(74)
Employer contributions	22	49
Acquisitions, divestments (change in scope of consolidation)	-	-
Direct payments made by employer	1	2
Net charge recognised in income statement	(33)	(62)
(Provisions) / assets at 31 December	(95)	(85)



NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## Note 17 Fund for general banking risks

(in millions of euros)	31/12/2007	31/12/2006
Fund for general banking risks	780	734
NET BOOK VALUE	780	734

## Note 18 Subordinated debt - analysis by residual maturity

(in millions of euros)	Under 3 months	3 months to 1 year	1-5 years	Over 5 years	Total	Accrued interest	Total 31/12/2007	Total 31/12/2009
Subordinated debts								
Fixed-term subordinated debt		200	2,178	9,098	11,476	95	11,571	11,984
Euro		200	2,178	7,139				
Dollar				1,960				
Participating securities and loans								
Other loans subordinated in the long term								
Perpetual subordinated debt				11,466	11,466	238	11,705	11,980
Blocked current accounts of Local Banks								
Mutual guaranty deposits								
BOOK VALUE		200	2,178	20,565	22,943	333	23,276	23,964

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## Note 19 Change in shareholders' equity

(in millions of euros)	Share capital	Premiums, reserves and retained earnings	Regulated reserves Investment grants	Total Equity
Balance at 31 December 2004	4,421	15,629	2	20,052
Dividends paid in 2004		(521)		(521)
Change in share capital	71			71
Change in share premiums		323		323
Net income for 2005		2,451		2,451
Other changes			(1)	(1)
Balance at 31 December 2005	4,492	17,882	1	22,375
Dividends paid in 2005		(1,384)		(1,384)
Change in share capital				-
Change in share premiums				-
Net income for 2006		2,957		2,957
Other changes				-
Balance at 31 December 2006	4,492	19,455	1	23,948
Dividends paid in 2006		(1,880)		(1,880)
Change in share capital	517			517
Change in share premiums		3,970		3,970
Net income for 2007		4,896		4,896
Other changes			2	2
BALANCE AT 31 DECEMBER 2007	5,009	26,441	3	31,453

## Note 20 Capital

(in millions of euros)	31/12/2007	31/12/2006
Shareholders' equity (including net income for the year)	31,453	23,948
Fund for general banking risks	780	734
Subordinated debt and participating securities	23,276	23,964
TOTAL	55,509	48,646



NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

#### Note 21 Transactions with consolidated subsidiaries and associated companies

(in millions of euros)	31/12/2007 Consolidated subsidiaries and associated companies
Amounts receivable	270,016
Banks and credit institutions	270,016
Customers	-
Bonds and other fixed income securities	-
Amounts due	36,757
Banks and credit institutions	34,647
Customers	2,110
Debt represented by a security and subordinated debt	-
Commitments given	22,187
Financing commitments given to banks	1,272
Financing commitments given to customers	-
Guarantees given to banks	8,152
Guarantees given to customers	12,763
Securities acquired with repurchase options	-
Other commitments given	-

#### **Operations carried out in currencies** Note 22

	31/12	2/2007	31/12/	′2006
(in millions of euros)	Assets	Liabilities	Assets	Liabilities
Euro	384,839	375,108	341,724	318,598
Other European Union currencies	1,832	4,726	3,229	6,242
Swiss Franc	4,713	1,991	4,411	2,366
US Dollar	6,262	11,416	9,656	28,485
Yen	197	74	131	66
Other currencies	1,083	725	1,088	720
GROSS	398,926	394,040	360,239	356,477
Accrued interest, other accrual an deferral accounts	32,442	36,607	13,051	16,059
Impairment	(721)		(754)	
TOTAL	430,647	430,647	372,536	372,536

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## Note 23 Foreign exchange transactions and borrowings

	31/12/	2007	31/12/2	2006
(in millions of euros)	To be received	To be delivered	To be received	To be delivered
Spot	780	780	437	438
Currency	132	699	359	131
Euros	648	81	78	307
Forward currency transactions	40,694	42,060	30,351	31,219
Currency	39,503	6,109	28,375	4,640
Euros	1,191	35,951	1,976	26,579
Foreign currency lending and borrowings	779	345	888	290
TOTAL	42,253	43,185	31,676	31,947

**>>** 

Parent company financial statements at 31 December 2007 – In French Gaap – Approved by the Board of Directors on 4 March 2008

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## Note 24 Financial futures and options

(in millions of euros)	Hedging transactions	Other	31/12/2007	31/12/2006
Futures and forwards	714,305	172,923	887,228	539,030
Exchange-traded (1)		49,798	49,798	28,144
Interest rate futures		48,838	48,838	27,903
Equity and stock index instruments		960	960	241
Other futures				
Over-the-counter (1) (2)	714,305	123,125	837,430	510,886
Interest rate swaps	714,305	123,125	837,430	510,886
Options	22,208	17,409	39,617	101,516
Exchange-traded	3,016	6,944	9,960	57,014
Interest rate futures	·			
Bought		3,425	3,425	31,478
Sold		3,500	3,500	23,300
Equity and stock index options				
Bought				60
Sold				130
Currency futures				
Bought	1,508		1,508	1,023
Sold	1,508		1,508	1,023
Other futures				
Bought		19	19	
Sold				
Over-the-counter	19,192	10,465	29,657	44,502
Swap options				
Bought	600	371	971	1,406
Sold	2,080	371	2,451	2,246
Interest rate forwards				
Bought	14,647	4,798	19,445	8,411
Sold	42	4,798	4,840	30,182
Currency forwards				
Bought				1,937
Sold				320
Equity and stock index options (3)				
Bought	1,575		1,575	
Sold	248		248	
Other options				
Bought				
Sold		126	126	
Credit derivatives (2)		15,374	15,374	
Contracts of credit derivatives				
Bought		7,767	7,767	
Sold		7,607	7,607	
TOTAL	736,513	205,706	942,219	640,546

Do not appear in this note, commitments in currencies (currency forwards and currency swaps). Information relative to these instruments is presented in notes 24.1 and 24.2.

<sup>(1)</sup> The amounts indicated on the futures must correspond to the sum of the credit and debit positions (swaps of rate and options of swap of rate), or to the sum of the purchases and sales of contracts (other contracts).

<sup>(2)</sup> In 2006, credit derivatives were presented in the rate swaps (futures and forwards and over-the-counter).

<sup>(3)</sup> In 2006, equity and stock index options on over-the-counter were presented interest rate futures.

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

#### 24.1 Derivative financial instruments - analysis by residual maturity

		Total		Ove	er-the-cou	nter	Exc	hange trad	ded
(in millions of euros)	Under 1 year	1-5 years	Over 5 years	Under 1 year	1-5 years	Over 5 years	Under 1 year	1-5 years	Over 5 years
Futures	36,285	12,553	-	-	-	-	36,285	12,553	-
Currency options	2,355	661	-	-	-	-	2,355	661	-
Interest rate options	16	654	2,752	16	654	2,752	-	-	-
Currency options on exchange traded	-	-	-	-	-	-	-	-	-
FRAs	-	-	-	-	-	-	-	-	-
Interest rate swaps	398,489	223,460	215,481	398,489	223,460	215,481	-	-	-
Currency swaps	8,121	2,830	1,354	8,121	2,830	1,354	-	-	-
Caps, Floors, Collars	1,843	10,782	11,660	1,843	10,782	11,660	-	-	-
Interest rate forwards	-	-	-	-	-	-	-	-	-
Equity and equity index futures and forwards	-	-	-	-	-	-	-	-	-
Equity and equity index options	-	-	-	-	-	-	-	-	-
Equity, index and precious metals derivatives	1,665	574	690	-	-	-	1,665	574	690
Credit derivatives	25	13,724	1,625	25	13,724	1,625	-	-	-
Other interest rate instruments	6,923	2	-	-	-	-	6,923	2	-
Subtotal	455,722	265,240	233,562	408,494	251,450	232,872	47,228	13,790	690
Forward currency transactions	49,634	16,777	7,370	49,634	16,777	7,370	-	-	-
TOTAL	505,356	282,017	240,932	458,128	268,227	240,242	47,228	13,790	690

#### 24.2 Derivative financial instruments - fair value

		31/12/2007				
	Fai	r value	Notiona	l amount		
(in millions of euros)	Positive	Negative	Bought	Sold		
Futures			38,074	10,764		
Currency options			1,508	1,508		
Interest rate options	65	108	971	2,451		
FRAs			-	-		
Interest rate swaps	18,440	19,157	441,333	396,097		
Currency swaps	318	678	5,925	6,380		
Credit derivatives	17	14	7,767	7,607		
Caps, Floors, Collars	888	297	4,840	19,445		
Equity, index and precious metals derivatives	306	6	2,053	876		
Currency options						
Other interest rate instruments	105	104	3,425	3,500		
Subtotal	20,139	20,364	505,896	448,628		
Forward currency transactions	14,198	14,630	36,377	37,404		
TOTAL	34,337	34,994	542,273	486,032		



NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## Note 25 Information relating to the counterparty risk on derivatives products

	31/12/	2007
(in millions of euros)	Market value	Potential credit risk
Governments, OECD central banks and similar	2,653	460
OECD financial institutions and similar	6	66
Other counterparties		
Total before impact of netting agreements	2,659	526
o/w risks:		
Interest rate, exchange rate and commodities	2,659	527
Equity and index derivatives		
Impact of netting agreements		
TOTAL AFTER IMPACT OF NETTING AGREEMENTS	2,659	526

## Note 26 Net interest and similar income

(in millions of euros)	31/12/2007	31/12/2006
Interbank transactions	7,465	4,994
Crédit Agricole internal transactions	8,363	6,346
Customer transactions	467	682
Bonds and other fixed-income securities	1,081	836
Other interest and similar income	42	43
Interest receivable and similar income	17,418	12,901
Interbank transactions	(7,795)	(4,752)
Crédit Agricole internal transactions	(1,144)	(1,021)
Customer transactions	(5,400)	(5,133)
Bonds and other fixed-income securities	(3,696)	(2,637)
Other interest and similar expense	(1)	(1)
Interest payable and similar expense	(18,036)	(13,544)
NET INTEREST AND SIMILAR INCOME	(618)	(643)

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## Note 27 Income from securities

(in millions of euros)	31/12/2007	31/12/2006
Available-for-sale securities	621	544
"Livret développement durable"	60	80
Held-to-maturity securities	238	110
Other securities transactions	162	102
Fixed-income securities	1,081	836
Investments in non consolidated subsidiaries and associated companies, other long-term securities	4,130	4,069
Available-for-sale securities and portfolio securities	73	72
Other securities transactions	28	10
Variable income securities	4,231	4,151
TOTAL	5,312	4,987

## Note 28 Net commission and fee income

	31/12/2007				31/12/2006	
(in millions of euros)	Income	Expense	Net	Income	Expense	Net
Interbank transactions	59	(2)	57	57	(3)	54
Crédit Agricole internal transactions	142	(676)	(534)	78	(691)	(613)
Customer transactions	-	-	-	-	-	-
Securities transactions	4	(7)	(3)	4	(5)	(1)
Derivative financial instruments and other off-balance						
sheet transactions	-	(5)	(5)	-	(2)	(2)
Financial services	204	(191)	13	191	(178)	13
TOTAL	409	(881)	(472)	330	(879)	(549)

## Note 29 Trading profits/(losses)

(in millions of euros)	31/12/2007	31/12/2006
Trading securities	195	(22)
Profit or loss on currency transactions and similar derivatives	63	36
Derivatives	(552)	(125)
TOTAL	(294)	(111)

**>>** 

Parent company financial statements at 31 December 2007 – In French Gaap – Approved by the Board of Directors on 4 March 2008

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## Note 30 Net gain/(loss) on available-for-sale and portfolio securities

(in millions of euros)	31/12/2007	31/12/2006
Available-for-sale securities		
Charges to provisions	(101)	(107)
Write-backs of provisions	77	94
Net charge to/write-back of provisions	(24)	(13)
Gains on disposals	244	177
Losses on disposals	(9)	(41)
Net gain/(loss) on disposals	235	136
Net gain/(loss) on available-for-sale securities	211	123
Portfolio securities		
Charges to provisions	(28)	(2)
Write-backs of provisions	28	28
Net charge to/write-back of provisions	-	26
Gains on disposals	11	56
Losses on disposals	-	
Net gain/(loss) on disposals	11	56
Net gain/(loss) on portfolio securities	11	82
NET GAIN/(LOSS) ON AVAILABLE-FOR-SALE AND PORTFOLIO SECURITIES	222	205

## Note 31 Operating expenses

(in millions of euros)	31/12/2007	31/12/2006
Personnel costs		
Salaries (1)	(101)	(184)
Social security expenses	(126)	(157)
Incentive schemes and profit-sharing	(15)	(25)
Payroll-related tax	(26)	(25)
Total personnel costs	(268)	(391)
Administrative expenses		
Taxes other than on income or payroll-related	(26)	(41)
External services	(435)	(330)
Other administrative expenses	-	(28)
Administrative expenses billed back	149	125
Total administrative expenses	(312)	(274)
TOTAL	(580)	(665)

<sup>(1)</sup> The chargebacks of personnel costs are deduced from "salaries"

O/w at 31 December 2007, €5 million of recoveries of the cover of the stock-options.

 $At 31 \ December 2007, compensation paid to Cr\'edit Agricole S.A. \ Group \ Executive Committee members amounted to \ \pounds 24 \ million \ against \ \pounds 18 \ millions \ at 31 \ December 2006.$ 

NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

#### 31.1 Average number of employees

	31/12/2007	31/12/2006
Managers	2,423	2,265
Non-managers	659	668
TOTAL (I)	3,082	2,933

<sup>(1)</sup> Including 1,793 detached employees at 31/12/2007 compared with 1,248 at 31/12/2006.

At 31 December 2007, compensation and short term and post-employment benefits paid to members of the Crédit Agricole S.A. Group's Executive Committee totalled € 40 millions.

#### Note 32 **Risk-related costs**

(in millions of euros)	31/12/2007	31/12/2006
Charges	(53)	(73)
Impairment of debts	(2)	(14)
Other impairment and provisions	(51)	(59)
Write-backs	173	133
Impairment of debts	97	35
Other impairment and provisions	76	98
Net charge to/write-back	120	60
Bad debts written off - not provided for	(8)	-
Bad debts written off - provided for	(112)	(47)
Recoveries on bad debts written off	8	15
NET BALANCE	8	28



NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

## Note 33 Net income on non-current assets

(in millions of euros)	31/12/2007	31/12/2006
Long-term investments		
Charges to provisions	(403)	(455)
Held-to-maturity securities (counterparty risks)	-	-
Investments in associated companies, equity investments and other securities held for the long term	(403)	(455)
Write-backs of provisions	371	605
Held-to-maturity securities (counterparty risks)	-	-
Investments in associated companies, equity investments and other securities held for the long term	371	605
Excess of charges to over write-backs of provisions	(32)	150
Held-to-maturity securities	-	-
Investments in associated companies, equity investments and other securities held for the long term	(32)	150
Gains on disposal	2,039	157
Held-to-maturity securities	-	137
Investments in associated companies, equity investments and other securities held for the long term	2,039	20
Losses on disposal	(26)	(266)
Held-to-maturity securities		(140)
Investments in associated companies, equity investments and other securities held for the long term	(26)	(126)
Net gain/(loss) on disposal	2,013	(109)
Held-to-maturity securities	-	(3)
Investments in associated companies, equity investments and other securities held for the long term	2,013	(106)
Net gain/(loss)	1,981	41
Property, plant & equipment		
Gains on disposal	1	1
Losses on disposal	-	(1)
Net gain/(loss)	1	
NET GAINS ON NON-CURRENT ASSETS	1,982	41

## Note 34 | Corporate income tax

(in millions of euros)	31/12/2007	31/12/2006
Corporate income tax (1)	604	570
Net charge to provisions for taxes under the tax consolidation arrangement	(2)	49
NET BALANCE	602	619

<sup>(1)</sup> The tax gain mainly consists of the taxes that Crédit Agricole S.A., as head of the tax consolidation group, collected from the subsidiaries included in the tax consolidation.

# Statutory Auditors' report on the parent company financial statements

This is a free translation into English of the Statutory Auditors' report issued in the French language and is provided solely for the convenience of English speaking readers. The Statutory Auditors' report includes information specifically required by French law in all audit reports, whether qualified or not, and this is presented below the opinion on the consolidated financial statements. This information includes an explanatory paragraph discussing the auditors' assessments of certain significant accounting and auditing matters. These assessments were considered for the purpose of issuing an audit opinion on the consolidated financial statements taken as a whole and not to provide separate assurance on individual account captions or on information taken outside of the consolidated financial statements.

This report also includes information relating to the specific verification of information in the group management report.

This report should be read in conjunction with, and construed in accordance with, French law and professional auditing standards applicable in France

Year ended 31 December 2007

#### To the shareholders

In compliance with the assignment entrusted to us by your Shareholders' Meeting, we hereby submit our report for the year ending 31 December 2007 on:

- our audit of the accompanying Financial Statements of Crédit Agricole S.A.;
- the justification of our assessments;
- the specific verifications and information required by law.

These Financial Statements have been approved by the Board of Directors. Our responsibility is to express an opinion on these Financial Statements based on our audit.

#### ▶ I - Opinion on the Financial Statements

We have conducted our audit in accordance with professional standards applicable in France. These standards require that we carry out procedures to obtain reasonable assurance about whether the Financial Statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the Financial Statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the Financial Statements. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the Financial Statements give a true and fair view of the company's assets, liabilities and financial position as of 31 December 2007 and of the results of its operations for the year then ended in accordance with French generally accepted accounting principles.

Without qualifying the opinion expressed above, we draw your attention to the following changes in accounting principles arising from the new accounting regulations set out in Note 2. These relate mainly to the application of CRC regulation 2007-06 pertaining to doubtful overdrafts.

Statutory Auditors' report on the parent company financial statements

#### ► II - Justification of our Assessments

In accordance with the requirements of article L. 823-9 of the Code de Commerce (French company law) relating to the justification of our assessments, we bring to your attention the following matters:

#### 1) Change of Accounting Methods and Presentation

As part of our assessment of the accounting policies and rules applied by your Company, we ensured that the changes in accounting methods mentioned above and the presentation thereof were appropriate.

#### 2) Accounting Estimates

- As indicated in Note 2.1 to the Financial Statements, your Company sets aside impairment provisions to cover the risk of non-recoverable debt inherent to its business activities. We have reviewed the arrangements put in place by management to identify and assess these risks and to determine the amount of impairment charges it considers necessary, and we have verified that these accounting estimates were based on documented methods that conform to the principles described in Note 2.1 of the Financial Statements;
- As indicated in Note 2.6 of the Financial Statements, your Company sets aside provisions to cover home ownership savings scheme imbalance risk. The method for calculating such provisions has been established in accordance with the terms set out in CNC Notice 2006-02 of 31 March 2006. We have carried out various tests to verify application of such calculation methods;
- As a customary part of the process of preparing Financial Statements, your Company's management has made a number of other accounting estimates, in particular on the value of non-consolidated participating interests and the costs of pension provisions. We reviewed the assumptions used and verified that these accounting estimates are based on documented methods that conform to the principles set forth in Note 2 to the Financial Statements.

Our assessments were made in the context of our audit of the Financial Statements, taken as a whole, and therefore assisted us in reaching our unqualified opinion as expressed in the first part of this report.

#### ► III - Specific Verifications and Information

We have also performed the specific verifications required by law in accordance with professional standards applicable in France.

We have no comments to report regarding:

- the fair presentation and consistency with the Financial Statements of the information provided in the Board of Directors' Management Report, and in the documents addressed to the shareholders with respect to the Company's financial position and Financial Statements;
- the fairness of the information provided in the Management Report on compensation and benefits in kind paid to the relevant Corporate Officers and Directors and on the commitments made to them upon or following the assumption, termination or change in their duties.

In accordance with French law, we have ensured that the required information concerning the purchase of investments and controlling interests and the name of the principal shareholders and owners of voting rights has been properly disclosed in the Management Report.

> Neuilly-sur-Seine, 19 March 2008 The Statutory Auditors

Valérie Meeus

**ERNST & YOUNG et Autres** 

PricewaterhouseCoopers Audit

Gérard Hautefeuille

# >> General information

Information on the Company	324
MEMORANDUM AND ARTICLES OF ASSOCIATION OF CRÉDIT AGRICOLE S.A. ACQUISITIONS MADE BY CRÉDIT AGRICOLE S.A. OVER THE PAST THREE YEARS	324 332
NEW PRODUCTS AND SERVICES	334
MATERIAL CONTRACTS	334
SIGNIFICANT CHANGES	335
EVENTS FOLLOWING THE BOARD OF DIRECTORS' MEETING HELD ON 4 MARCH 2008 TO APPROVE THE FINANCIAL STATEMENTS	335
DOCUMENTS ON DISPLAY	335
CRÉDIT AGRICOLE S.A. PUBLICATIONS	335
Information concerning the share capital	342
INFORMATION CONCERNING THE SHARE CAPITAL AND MAJOR SHAREHOLDERS	342
DESCRIPTION OF CRÉDIT AGRICOLE S.A. SHARE BUYBACK PROGRAMME	343
Additional information	345
FEES PAID TO STATUTORY AUDITORS	345
Statutory Auditors' special report on related party agreements and commitments	346
Crédit Agricole S.A. Annual General Meeting of 21 May 2008	348
AGENDA	348
RESOLUTIONS PRESENTED BY THE BOARD OF DIRECTORS TO THE ANNUAL GENERAL MEETING OF WEDNESDAY 21 MAY 2008	349
Persons responsible for the registration document	361
RESPONSIBILITY STATEMENT	361
STATUTORY AUDITORS	362
Cross-reference table	363

# Information on the Company

# MEMORANDUM AND ARTICLES OF ASSOCIATION OF CRÉDIT AGRICOLE S.A.

# ► Crédit Agricole S.A.

A French company ("société anonyme") with a share capital of €5,009,270,616 Registered with the Paris Trade and Company Registry under number 784 608 416

Registered office: 91-93 boulevard Pasteur, 75015 Paris, France Tel: (33) 1 43 23 52 02

#### Articles of association

Updated version of 5 December 2007 integrally reproduced hereunder

#### Article 1. - Form

Crédit Agricole S.A. is a French company, ("société anonyme") with a Board of Directors ("Conseil d'administration") governed by ordinary corporate law, notably Book II of the Commercial Code.

Crédit Agricole S.A. is also subject to the provisions of the Monetary and Finance Code, in particular Articles L. 512-47 et seg., and those provisions of former Book V of the Rural Code which have not been repealed, and Act No. 88-50 of 18 January 1988 concerning the Reorganisation of the Caisse Nationale de Crédit Agricole as a Mutual Company.

Prior to the Extraordinary General Meeting of 29 November 2001, the company was called "Caisse Nationale de Crédit Agricole", abbreviated "C.N.C.A.".

The company was born of the transformation of the Caisse Nationale de Crédit Agricole, an "Établissement Public Industriel et Commercial", following the merger of the Mutual Guarantee Fund of the Caisses Régionales de Crédit Agricole Mutuel (the Regional Banks); it continues to hold all of the rights, obligations, guarantees and security interests of those legal entities prior to their transformation; it exercises all rights relating to mortgages granted in favour of the State.

#### Article 2. - Name

The name of the company is: Crédit Agricole S.A.

In all deeds and documents of the company that are intended for third parties, the corporate name shall be immediately preceded or followed by the words "Société Anonyme" or the initials "S.A.", "régie par le livre deuxième du Code de commerce et par les dispositions du Code monétaire et financier" ("governed by Book II of the Commercial Code and the provisions of the Monetary and Finance Code") and by the amount of the share capital.

#### Article 3. - Object

Crédit Agricole S.A. has for object to facilitate and promote the activities and development of the Caisses Régionales de Crédit Agricole Mutuel and the Crédit Agricole Group. In furtherance of this purpose:

1. Crédit Agricole S.A. operates as a central financial institution and ensures that the Group acts as a single financial unit in its dealings with third parties with the object of optimising the financial management of funds and, in return, the allocation of the financial resources so collected.

Crédit Agricole S.A. collects and manages the excess deposits and savings of the Regional Banks, as well as savings collected by such Banks on its behalf.

Crédit Agricole S.A. grants facilities to the Regional Banks to permit the funding of their medium and long-term loans. It ensures that the transformation risks pertaining to the company, its subsidiaries and the Regional Banks are assumed. It implements the mechanisms for guaranteeing transactions by the Caisses Régionales de Crédit Agricole Mutuel. In its own name and on behalf of the companies in the Crédit Agricole Group, Crédit Agricole S.A. negotiates and enters into domestic and international agreements which may affect the credit of the Group. It executes all nation-wide agreements with the State.

- 2. In France and abroad, Crédit Agricole S.A. performs all types of banking, financial, credit, investment or securities transactions and related services under the Monetary and Finance Code, guaranty, arbitrage, brokerage and commission transactions, whether for its own account or for the account of others, without infringing on the remit of the Caisses Régionales de Crédit Agricole Mutuel;
- 3. In accordance with the provisions of the Monetary and Finance Code, as the Central Organ of Crédit Agricole Mutuel, Crédit Agricole S.A. ensures the cohesion of the Crédit Agricole Mutuel

network, the proper operation of the credit institutions that are a part thereof, and compliance by such institutions with the applicable laws and regulations by exercising administrative, technical and financial supervision thereof; it guarantees the liquidity and solvency of the entire network and all institutions affiliated therewith.

And, as a general matter, Crédit Agricole S. A. engages in all types of commercial, financial, personal and real property transactions and provides all services directly or indirectly related to its purpose, provided that they are in furtherance thereof.

#### Article 4. - Registered office

The registered office of the company is situated at 91-93, boulevard Pasteur, Paris (75015).

#### Article 5. - Duration

The company, born out of the transformation described in Article 1 above, shall terminate on 31 December 2086 unless extended or dissolved in advance by the shareholders at an Extraordinary General Meeting.

#### Article 6. - Share capital

The share capital of the company is €5,009,270,616, divided into 1,669,756,872 shares with a par value of €3, all of them paid up in full.

The Extraordinary General Meeting of Shareholders shall have exclusive authority to decide whether to increase or reduce the share capital, upon recommendation by the Board of Directors.

#### Article 7. - Form of the shares

The shares may be in registered or bearer form, at the holders' election, subject to applicable statutory and regulatory provisions.

They shall be registered in shareholders' accounts on the terms and conditions provided for by law. They may be transferred between accounts.

#### Article 8. - Declarations regarding reaching thresholds and shareholder identification

#### A. DECLARATIONS REGARDING REACHING THRESHOLDS

Any person or legal entity, acting solely or with others, who directly or indirectly holds 1% of the share capital or voting rights must inform the company, by recorded delivery with advice of delivery, at its registered office, within five days of the date on which the shares enabling him to reach or breach said threshold were registered, of the total number of shares and voting rights he owns, as well as the total number of securities which may eventually be converted into shares, and any voting rights which may be attached thereto.

The said declaration must be renewed as set forth above each time that the number of shares or voting rights attains a multiple of a

1% threshold (through either a purchase or sale of shares) of the total shares or voting rights.

If a shareholder has not issued the required declarations as set forth above, he shall lose his right to vote the shares which exceed the level which should have been reported, as provided for by law, if one or more shareholders holding at least 2% of the shares or voting rights so request during a General Meeting.

The above provision supplements the legal and regulatory provisions concerning declarations regarding the attainment of ownership thresholds.

#### **B. SHAREHOLDER IDENTIFICATION**

In accordance with applicable law and regulations, and in order to identify the holders of bearer securities, the company shall have the right to request at any time, at its expense, that the entity responsible for securities clearing provide the name, nationality, year of birth or formation, and the address of the holders of securities which provide a present or future right to vote at its General Meetings, as well as the number of securities held by each and the restrictions, if any, which may apply to the said securities.

Based on the list provided by the clearing entity, and subject to the same terms and conditions, the company shall have the right to request, either from said entity or directly from the persons on the list who the company feels may be acting as intermediaries for foreign securities holders, the information regarding said securities holders set forth in the preceding paragraph.

If they are intermediaries, said persons must disclose the identity of the holders of said securities. The information should be provided directly to the financial intermediary that maintains the account and said entity must then transmit the information to the clearing entity.

For registered securities, the company shall also have the right at any time to request that the intermediary that has registered on behalf of third parties disclose the identities of the holders of said securities.

For so long as the company feels that certain holders of securities (whether registered or bearer), the identity of which has been provided to it, are holding said securities on behalf of third parties, it shall have the right to request said holders to disclose the identities of the securities holders as set forth above.

After the information set forth above has been requested, the company shall have the right to request any legal entity which holds more than one-fortieth of the shares or voting rights of the company to disclose to the company the identity of the persons who directly or indirectly hold more than one-third of the share capital or voting rights (which are exercised at General Meetings) of the said legal entity.

If a person which has been the subject of a request in accordance with the provisions of the present Article 8(B) fails to disclose the requested information within the legally required period or discloses incomplete or incorrect information regarding its capacity or the holders of the securities, the shares or securities which give rise to present or future rights to the company's share capital which said person has registered, shall immediately lose their voting rights at any General Meeting until complete information has been provided. Dividend payments shall also be suspended until that date.

In addition, in the event that the registered person deliberately misconstrues the above provisions, the court which has territorial jurisdiction over the company's registered office may, at the request of the company or of one or more shareholders holding at least 5% of the share capital, revoke in whole or in part the voting rights regarding which the information was requested and, possibly, the corresponding dividend payment of the shares, for a period which may not exceed five years.

#### Article 9. - Rights and obligations attached to the shares

Each share entitles the holder to a percentage of the profits and corporate assets equal to the percentage of capital stock that it

The liability of a shareholder is limited to the par value of the shares he owns.

Whenever it is necessary to hold several shares to exercise a given right, such as in the case of an exchange, consolidation or allocation of shares, or as a result of an increase or decrease of the share capital regardless of whether this is due to accumulated losses, or in the case of a merger or other corporate transaction, the holders of individual shares, or those who do not own the required number of shares, may exercise such rights only if they personally arrange for the consolidation of the shares and purchase or sell the required number of shares or fractional shares, where necessary.

#### Article 10. - Board of Directors

- 1. The company shall be governed by a Board of Directors composed of between 3 and 21 members, of which:
- at least 3 and no more than 18 directors shall be elected by the General Meeting of Shareholders in accordance with the provisions of Article L. 225-18 of the Commercial Code;
- one director representing the professional agricultural organisations, shall be appointed in accordance with the provisions of Article L. 512-49 of the Monetary and Finance Code; and
- 2 directors shall be elected by the staff in accordance with Articles L. 225-27 to L. 225-34 of the Commercial Code.

The following individuals may also attend Board meetings in an advisory capacity:

- non-voting board members appointed in accordance with Article 11 below; and
- one member of the Works Council designated thereby.

In the event that one of the positions held by the director elected by the staff or by the director who represents the professional agricultural organisations becomes vacant, the board members elected by the General Meeting may validly convene the Board of Directors.

The age limit for directors is 65. When a director reaches the age of 65, he will be deemed to have resigned at the end of the next Ordinary General Meeting of Shareholders.

2. Directors elected by the General Meeting of Shareholders.

Directors elected by the General Meeting of Shareholders shall be natural persons or legal entities.

The term of office of directors is three years. However, a director appointed to replace another director whose term of office has not yet expired shall remain in office only for the balance of his predecessor's term.

Directors may not be elected to more than four consecutive terms

A director's duties shall terminate at the end of the Ordinary General Meeting of Shareholders called to consider the accounts for the previous financial year that is held during the year in which such director's term expires.

With the exception of the directors elected by the staff and the director who represents the professional agricultural organisations, one third of the seats of the directors elected by the General Meeting of Shareholders (or the nearest whole number, with the last group adjusted as necessary) shall turn over each year at the Ordinary General Meeting of Shareholders so that all seats turn over every three years.

If the number of elected directors is increased, lots shall be drawn (if necessary and prior to the first Ordinary General Meeting following the date on which said directors assume their seats) to determine the order in which said seats will turn over. The partial term of the directors selected by the drawing of lots shall be disregarded when determining whether they have reached the four-term limit.

3. Director representing the professional agricultural organisations.

The term of office of the director representing the professional agricultural organisations is three years. He may be re-appointed or removed at any time by the authority that appointed him.

4. Directors elected by the staff.

The status and procedures for the election of the directors elected by the staff are set out in L. 225-27 et seq. of Commercial Code in the following provisions:

The term of office of the two directors elected by the staff is three years. Their duties terminate on the third anniversary of the date of their election and the company shall take all steps necessary to hold a new election within the three-month period prior to the expiration of the term of said directors.

They may not be elected to more than four consecutive terms.

One of the directors is elected by the managerial staff, whilst the other is elected by the other employees of the company.

In the event that the seat of a director elected by the staff falls vacant as a result of his death, resignation, removal or the termination of his employment contract, his successor shall take office immediately. If there is no successor able to carry out the director's duties, a new election shall be held within three months.

The first ballot of the election of directors by the staff shall be conducted in accordance with the following procedures:

The lists of voters, indicating their respective surnames, given names, dates and places of birth and domiciles, are prepared by the Chief Executive Officer and posted at least five weeks prior to the election date. One list of voters is prepared for each of the two groups. Within fifteen days after the lists are posted, any voter may submit a request to the Chief Executive Officer either that another voter who was omitted be registered, or that another voter who was erroneously registered be removed from the list. Within the same time period, any person whose name was omitted may also submit a request for registration.

The candidates must belong to the group whose votes they are seeking.

In each group of voters, each announcement of a candidacy must specify not only the name of the candidate, but also the name of any successor.

The Chief Executive Officer closes and posts the lists of candidates at least three weeks prior to the election date.

In the absence of a candidate for a given group, the seat of the director representing such group shall remain vacant for the entire term for which it would have been filled.

Results are recorded in minutes which shall be posted no later than three days after voting is closed. The company shall keep a copy of the minutes in its records.

The organisation of elections and their requirements are determined by the Chief Executive Officer and shall be posted no less than five weeks prior to the date of the election.

Voting procedures are determined by Articles L. 225-28 *et seq.* of the Commercial Code. Any voter may vote either in person at the locations provided for that purpose, or by mail.

If no candidate for a given group obtains a majority of the votes cast on the first ballot, a second ballot shall be held within fifteen days.

#### Article 11. - Non-voting Directors ("Censeurs")

Upon recommendation from the Chairman, the Board of Directors may appoint one or more non-voting directors.

Non-voting directors shall be notified of and participate at meetings of the Board of Directors in an advisory capacity.

They are appointed for a term of three years and may not be reappointed for more than four terms. They may be dismissed by the Board at any time.

In consideration of services rendered, they may be remunerated as determined by the Board of Directors.

### Article 12. - Directors' shares

Each director must own at least one share. If, on the date of his appointment or during his term of office, a director does not own or no longer owns at least one share and fails to correct this situation within three months, he will be deemed to have resigned.

#### Article 13. - Decisions of the Board of Directors

 The Board of Directors shall meet as often as the interests of the company so require, upon notice by its Chairman, by any person authorised for that purpose by the Board of Directors, or by at least one-third of its members to address a specific agenda if the last meeting was held more than two months previously.

If necessary, the Chief Executive Officer may request the Chairman to call a meeting of the Board of Directors to address a specific agenda.

Meetings may be held at the registered office or at any other place specified in the notice of the meeting.

Generally, notice of a meeting shall be given at least three days in advance by letter or by any other means. However, if all of the directors so agree, notice may be given orally and need not be in advance.

Notices of meetings shall set forth the principal items of business on the agenda.

The physical presence of at least one half of the directors is required for deliberations to be valid.

At the Chairman's request, employees in positions of responsibility in the group may attend Board meetings.

A majority of the votes of the directors present or represented is required for a resolution to pass. Each director has one vote and is not authorised to represent more than one of his fellow directors.

The Chairman shall have the casting vote in the event of a tie.

The directors and any individuals requested to attend the Board of Directors' meetings must exercise discretion with respect to the Board's deliberations and any confidential information and documents described as such by the Chairman of the Board of Directors.

#### Article 14. - Powers of the Board of Directors

The Board of Directors determines and ensures compliance with the business focus of the company.

Except for the powers expressly reserved to the General Meeting of Shareholders and within the limits established by the company's purpose, the Board of Directors is responsible for all issues related to the company's operations and business. In its relations with third parties, the company may be bound by the acts of the Board of Directors which fall outside the company's object unless the company can prove that the said third party knew that the act was *ultra vires* or that it could not have been unaware, in light of the circumstances, that the act was *ultra vires*. The publication of the Articles of Association shall not constitute proof thereof.

The Board of Directors may conduct any inspections or audits that it deems necessary. Each director shall receive the information necessary to accomplish the Board's duties; management shall furnish to any director those documents that the said director deems necessary or appropriate.

The Board of Directors may create committees responsible for studying such issues as may be put to it by its chairman, or as it may itself identify, and determine the authority thereof.

The Board shall be responsible for determining the composition and powers of any such committees, which shall do their work under its authority.

#### Article 15. - Chairmanship of the Board of Directors

In accordance with Article L. 512-49 of the Monetary and Finance Code, the Board of Directors shall elect a Chairman from among its members who are directors of a Caisse Régionale de Crédit Agricole Mutuel and shall fix his term of office, which may not exceed his term of office as a director.

The Board of Directors shall elect one or more Vice-Chairmen whose term shall also be established by the Board, but which may not exceed his (their) term of office as a director.

The Chairman of the Board of Directors represents the Board of Directors. He organises and directs the activities thereof and reports to the General Meeting on its activities.

He is responsible for the proper operation of the company's entities, and, in particular, insures that directors are able to fulfil their duties.

As an exception to the provisions of the last paragraph of Article 10-1, the age limit for serving as Chairman of the Board of Directors is 67. Subject to this age limit, and as an exception to the provisions of Article 10-2, paragraph 3, a serving Chairman may seek a fifth consecutive term of office.

# **Article 16. – General Management**

#### **16-1 CHIEF EXECUTIVE OFFICER**

In accordance with Article 512-49 of the Monetary and Finance Code, the Board of Directors appoints the Chief Executive Officer of the company and may terminate his appointment.

The Chief Executive Officer shall enjoy the broadest powers to act in all cases on behalf of the company. He may exercise his authority within the limits of the company's object and subject to that authority expressly reserved to General Meetings and the Board of Directors.

He represents the company in its relations with third parties.

The company shall be bound by those actions of the Chief Executive Officer which are ultra vires unless the company can prove that the said third party knew that the act was ultra vires or that it could not have been unaware, in light of the circumstances, that the act was ultra vires. Publication of the Articles of Association shall not constitute proof thereof.

Provisions of the Articles of Association and decisions of the Board of Directors that limit the Chief Executive Officers' powers are not binding on third parties.

He shall attend the meetings of the Board of Directors.

He shall appoint all employees and fix their compensation.

He may delegate part of his authority to as many individuals as he deems advisable.

#### 16-2 DEPUTY CHIEF EXECUTIVE OFFICERS

At the request of the Chief Executive Officer, the Board of Directors may appoint one or more persons responsible for assisting the Chief Executive Officer who shall have the title "Deputy Chief Executive Officer" ("directeur général délégué").

There may not be more than five Deputy Chief Executive Officers.

With the consent of the Chief Executive Officer, the Board of Directors shall determine the scope and term of the authority granted to the Deputy Chief Executive Officers.

Deputy Chief Executive Officers shall have the same authority as the Chief Executive Officer with respect to third parties.

In the event that the Chief Executive Officer ceases or is unable to perform his duties, the Deputy Chief Executive Officers shall continue to perform their duties until the appointment of a new Chief Executive Officer, unless the Board of Directors decides otherwise.

#### Article 17. – General provision on age limits

Any officer or director who reaches the age limit set by the Articles of Association or the law shall be deemed to have resigned at the close of the Annual General Meeting of Shareholders that follows said anniversary date.

#### Article 18. – Director remuneration

The General Meeting may elect to pay directors' fees. The Board of Directors shall allocate any such fees as it deems fit.

#### **Article 19. – Statutory Auditors**

Audits of the accounts shall be exercised in accordance with the law by two Statutory Auditors appointed by the Ordinary General Meeting of Shareholders; the Meeting shall also appoint two alternate Statutory Auditors.

The term of office of the Statutory Auditors shall be six financial

Statutory Auditors whose term of office expires may be reappointed.

The Statutory Auditors may act jointly or separately, but must submit a joint report on the company's accounts. They must submit their report to the Annual Ordinary General Meeting of Shareholders.

# Article 20. – General Meetings of Shareholders

Decisions of the shareholders as a group shall be taken at General Meetings which are either ordinary, extraordinary or special depending on the decisions they are called upon to take.

All of the shareholders in a single class convene in Special Meetings to vote on any modification to the rights attached to shares in that class. Special Meetings are called and shall deliberate in the same manner as Extraordinary General Meetings.

Decisions adopted at General Meetings are binding on all shareholders.

#### Article 21. - Notice and venue of General Meetings of Shareholders

General Meetings of Shareholders shall be convened and shall deliberate in accordance with the applicable laws and regulations.

General Meetings of Shareholders may be held at the registered office or at any other place specified in the notice of the meeting.

#### Article 22. - Agenda and minutes

The person calling the Meeting shall draft the agenda for the Meeting in accordance with the applicable laws and regulations.

Minutes must be drawn up and copies or extracts of the deliberations shall be issued and certified in accordance with the law.

#### Article 23. - Access to meetings - Proxies

Any shareholder, regardless of the number of shares he owns, has the right to attend general meetings and to participate in their deliberations, either personally, by proxy or by postal vote, provided that the shares have been registered, either in his name or in the name of the intermediary registered on his behalf, by 12 midnight CET, on the third business day before the general meeting:

- holders of registered shares must register their shares in the registered share accounts kept with the company's shareholder registers;
- holders of bearer shares must deposit their shares in the bearer share accounts held by the authorised intermediary. This entry or filing is evidenced by a certificate of share ownership provided by the intermediary. The certificate may be supplied electronically.

If a shareholder cannot personally attend a meeting, he may participate in one of the following three ways in accordance with the applicable laws and regulations:

be represented by another shareholder or his spouse;

or

cast a postal vote;

forward a proxy to the company without naming a proxy holder.

If the shareholder casts a postal vote, sends a proxy or requests an admission card or a certificate of share ownership, he may not choose to take part in the general meeting via another means. However, the shareholder may sell some or all of his shares at any

If the sale occurs before 12 midnight CET on the third business day before the general meeting, the company shall invalidate or make the necessary changes to the postal vote, the proxy, the admission card or the certificate of share ownership, as appropriate. The authorised intermediary acting as account holder shall notify the company or its agent of such sale and forward the necessary information.

The authorised intermediary shall not issue notification of sales or transactions taking place after 12 midnight CET on the third business day before the general meeting, nor shall the company take such sales or transactions into consideration.

Company shareholders who are not domiciled in France may be registered in an account and represented at meetings by an intermediary that has been registered on their behalf and given a general power of attorney to manage the shares. On opening its account, however, the intermediary must disclose its status as an intermediary holding shares on behalf of third parties to the company or the financial intermediary acting as account holder, in accordance with the legal and regulatory provisions.

Based on a decision by the Board of Directors published in the meeting notice and invitation to shareholders, shareholders may participate in general meetings by videoconferencing, or by other means of telecommunication or remote transmission, including the internet, in accordance with legal and regulatory provisions. The Board of Directors will set the terms governing participation and voting, verifying that the procedures and technologies employed meet the technical criteria required to ensure that the meeting is continuously and simultaneously relayed and that votes are accurately recorded.

Provided they comply with the set deadlines, shareholders who use the electronic voting form provided on the website set up by the entity in charge of the meeting formalities shall be counted as being present or represented at the meeting. The electronic form may be completed and signed online using any procedure, including a login and password combination, that has been approved by the Board of Directors and complies with the requirements set out in the first sentence of the second paragraph of Article 1316-4 of the French

A proxy or a vote issued before the meeting using these electronic means and the subsequent acknowledgement of receipt thereof shall be deemed to be irrevocable instruments that are enforceable against all parties. Note that if shares are sold before 12 midnight CET on the third business day before the meeting, the company will invalidate or make the necessary changes to the proxy or vote issued before that time and date, as appropriate.

#### Article 24. - Attendance list -Officers of the Meeting

1. An attendance list setting out the information required by law is kept for each Meeting of Shareholders.

This list, which must be duly initialled by all shareholders present and by their proxies, and to which are attached all proxy forms given to each of the proxies and any ballots cast by mail, shall be certified as accurate by the officers of the Meeting.

2. The Chairman of the Board, or in his absence a Vice-Chairman or a director expressly authorised for that purpose by the Board of Directors, shall chair Meetings of Shareholders.

If a Meeting of Shareholders is convened at the request of one or more Statutory Auditors, one of the Statutory Auditors shall chair the Meeting.

Whenever the person entitled or designated to preside is absent, the Meeting of Shareholders shall elect its Chairman.

The officers of the Meeting appoint a secretary who needs not be a shareholder.

The officers of the Meeting are in charge of verifying, certifying and signing the attendance list, ensuring that the debate is conducted in good order, resolving problems which may arise during the meeting, checking the ballots cast and ensuring that they are not void, and ensuring that minutes of the Meeting are drawn up.

### Article 25. - Quorum - Voting - Number of votes

The quorum at Ordinary and Extraordinary General Meetings of Shareholders is calculated on the basis of the total number of shares making up the share capital, and at Special General Meetings of shareholders, on the basis of the total number of shares of the relevant class, less those shares not entitled to vote in accordance with the provisions of the law.

In the case of remote voting, only ballots received by the company prior to the meeting within the time periods and under the conditions prescribed by the applicable laws and regulations shall be counted.

In the event of a proxy vote without naming a proxy holder, the Chairman shall add a vote in favour of the resolutions presented or approved by the Board of Directors and a vote against all other resolutions.

Except in the case of special powers of attorney provided for by law, each shareholder at a Meeting shall have as many votes as shares he holds for which all capital calls have been met.

At all Ordinary and Extraordinary General Meetings of Shareholders and all Special Meetings of Shareholders, the voting rights attached to shares having a beneficial owner shall be exercised by the beneficial owner.

The company shall have the right to request from an intermediary registered on behalf of a shareholder who is not domiciled in France, but which has a general power of attorney to manage the securities of that shareholder, to provide a list of shareholders which it represents whose votes will be exercised at a Meeting.

The votes or proxies exercised by an intermediary which has not disclosed that it is acting in that capacity in accordance with applicable laws and regulations or the present Articles of Association, or which has not disclosed the identity of the securities holders, shall not be counted.

#### Article 26. – Ordinary General Meetings

1. All decisions which do not amend the Articles of Association are taken by the Ordinary General Meeting of Shareholders.

The Ordinary General Meeting must meet at least once a year within the period prescribed by the applicable laws and regulations to consider and vote on the accounts for the prior financial year.

Its powers include the following:

- to approve, modify or reject the accounts submitted to it;
- to decide on the distribution and allocation of profit in accordance with the Articles of Association;
- to discharge or refuse to discharge directors;
- to appoint and dismiss directors;
- to approve or reject temporary appointments of directors by the Board of Directors;
- to appoint the Statutory Auditors;
- to consider and vote on the special report of the Statutory Auditors concerning transactions subject to prior authorisation by the Board of Directors.
- 2. The deliberations of the Ordinary General Meeting of Shareholders convened following the first notice shall be valid only if the shareholders present, represented or voting by mail at the meeting hold, in the aggregate, at least one fifth of all voting shares.

There is no quorum requirement for the Meeting following the second notice.

In order to pass, resolutions require a majority of the votes of the shareholders present, represented or voting by mail.

#### Article 27. - Extraordinary General Meetings

- 1. The Extraordinary General Meeting of Shareholders shall have exclusive authority to amend any of the provisions of the Articles of Association. However, it shall not increase the obligations of the shareholders other than through transactions, duly authorised and carried out, which are the result of an exchange or consolidation
- 2. The deliberations of the Extraordinary General Meeting of Shareholders convened following the first notice shall be valid only if the shareholders present, represented or voting by mail at the meeting hold, in the aggregate, at least one fourth of all voting shares, or one fifth of all voting shares following the second notice. If this last quorum is not met, the second Meeting may be postponed to a date not more than two months after the date for which it was scheduled.

In order to pass, resolutions require a two-thirds majority of the votes of the shareholders present, represented or voting by mail.

- 3. Whenever several classes of shares exist, no change in the rights of any class of shares may be authorised without an affirmative, valid vote of an Extraordinary General Meeting open to all shareholders and, in addition, an affirmative, valid vote of a Special General Meeting open only to the shareholders of the relevant class.
- 4. Notwithstanding the foregoing provisions, and as permitted by law, a General Meeting of Shareholders which approves a capital increase through the capitalisation of reserves, profits or share premiums shall be subject to the same quorum and majority voting requirements as an Ordinary General Meeting of Shareholders.

#### Article 28. – Financial year

The financial year shall begin on 1 January and end on 31 December of each year.

### Article 29. - Determination, allocation and distribution of profit

Five per cent of the profit for a financial year less any accumulated losses shall be posted to the legal reserve until the reserve reaches one-tenth of the share capital.

The balance, increased by retained earnings, if any, shall constitute the distributable profit which the General Meeting of Shareholders shall:

- allocate to one or more ordinary or extraordinary, optional reserve accounts, with or without a specific purpose;
- rateably distribute to shareholders as a dividend.

The General Meeting of Shareholders may offer each shareholder a choice between payment of all or part of the distributed dividend or advances thereon in cash or shares.

#### Article 30. - Dissolution - Liquidation

At the end of the life of the company or if it is dissolved in advance by an Extraordinary General Meeting of Shareholders, said Meeting shall fix the rules governing liquidation. It shall appoint one or more liquidators in accordance with the quorum and majority voting requirements applicable to Ordinary General Meetings.

The liquidator shall represent the company. He shall be vested with the broadest powers to dispose of its assets, even informally. He is authorised to pay creditors and distribute the remaining balance.

The General Meeting of Shareholders may authorise the liquidator to continue pending business or to undertake new business for the purpose of the liquidation.

The net assets remaining after repayment of the par value of the shares shall be distributed among the shareholders rateably.

#### Article 31. - Disputes

Courts having jurisdiction under ordinary law shall resolve any dispute which may arise during the life of the company or during liquidation following dissolution, either between the shareholders, the managing and governing bodies and the company, or among the shareholders themselves, in connection with corporate business or compliance with the provisions of these Articles of Association.

# ACQUISITIONS MADE BY CRÉDIT AGRICOLE S.A. **OVER THE PAST THREE YEARS**

During 2007, Crédit Agricole S.A. continued to make acquisitions, mainly abroad, in keeping with the sector-specific and regional priorities set forth in the 2006-2008 Development Plan announced at the end of 2005.

# ► Completed acquisitions

Date	Investments	Financing	
03/01/2005	Banco Comercial Portugues (BCP) Sofinco acquires the 'household equipment' finance business of Credibanco, BCP's specialised finance company, for €65 million.		
01/02/2005	Finaref Crédit Agricole S.A. acquires an additional 10% of Finaref from Pinault Printemps Redoute for €265 million, thereby increasing its interest in Finaref to 100%.		
24/06/2005	Meridian Bank AD Crédit Agricole S.A. acquires 71% of Meridian Bank AD, a Serbian retail bank.		
04/07/2005	Crédit Agricole Caisse d'Épargne Investor Services (CACEIS)  Crédit Agricole S.A. and Caisse Nationale des Caisses d'Épargne (CNCE) combine their respective Securities Services business lines, dedicated to depositary, custody, clearing, fund administration and corporate trust services for Institutional and Corporate clients, in France and abroad.	Acquisitions made in 2005 were financed by Crédit Agricole S.A. subordinated and non-subordinated medium-term notes	
07/07/2005	CP Leasing and Credilar Sofinco acquires CP Leasing in the Czech Republic and Credilar in Portugal.	and by Tier 1 capital generated and retained during the year.	
31/10/2005	Achmea group businesses  The Crédit Agricole S.A. Group acquires the custody and fund administration and private banking operations of Achmea in Luxembourg.		
22/12/2005	Tunisie Factoring Eurofactor increases its interest in Tunisie Factoring from 9.09% to 36.36%.		
22/12/2005	Nextra  Crédit Agricole Asset Management acquires 65% of Nextra, the entity resulting from the merger of Banca Intesa subsidiary Nextra Investment Management Sgr (Nextra) and CAAM's Italian subsidiary CAAM Sgr, for €816 million (with adjustment clauses of ±€65 million).		
05/01/2006	Egyptian American Bank Crédit Agricole S.A. acquires 56.15% of Egyptian American Bank (EAB) for EGP1,670 million (about €200 million) including incidental costs.		
27/06/2006	Partnership between Crédit Agricole S.A. and Espirito Santo Financial Group stepped up Acquisition of 50% of the two insurance subsidiaries of ESFG in Portugal and increase in the stake in Banco Espirito Santo from 22.5% to 23.8%. The cost was approximately €600 million.		
16/08/2006	Crédit Agricole S.A. secures authorisation to acquire a controlling interest in <b>Emporiki Bank of Greece S.A.</b> The public offering for cash for Emporiki Bank S.A. is successful, with nearly 52.55% of the shares tendered.  Crédit Agricole S.A. also buys 14,002,359 shares on the market. The total cost is approximately €2.2 billion.	Acquisitions made in 2006 were financed by Crédit Agricole S.A. subordinated and non-subordinated medium-term	
31/08/2006	Acquisition of Index Bank in Ukraine.  The deal, which was announced on 24 March, closed on 31 August. As of that date, Crédit Agricole S.A. owned 100% of the bank. The total cost was approximately €220 million.	notes and by Tier 1 capital generated and retained during the year.	
09/2006	Acquisition of minority interests (29%) in the Serbian bank Meridian Bank AD following the offer to purchase 530,025 shares for €66.2 million.		
19/09/2006	CASAM acquires 100% of <b>Ursa Capital LLC</b> for some €60 million.		
28/12/2006	Finalisation of the agreement announced in July on the <b>creation of Fiat Auto Financial Services (FAFS)</b> , a 50/50 joint venture with the Fiat group. Sofinco acquired 50% of FAFS for €1 billion including incidental costs.		

Date	Investments	Financing
	Acquisition of Italian network (total cost for Crédit Agricole S.A. of acquiring Cariparma, FriulAdria and 202 branches: €4.5 billion after share issue and including incidental costs).	
01/03/2007	Crédit Agricole S.A. completes the acquisition of 75% of Cassa di Risparmio di Parma e Piacenza (Cariparma). On the same date, Crédit Agricole S.A. subscribed and paid for the first tranche of the Cariparma share issue of 5 February 2007. This increase allowed Cariparma to acquire 76.05% of the shares of Banca Popolare FriulAdria from Intesa Sanpaolo.	€3 billion of this transaction was financed through the €4 billion share issue completed on 1 February 2007; the remainder was financed from cash.
01/04/2007	■ Intesa Sanpaolo transfers 29 branches to FriulAdria. On 21 June, Cariparma acquires from Intesa Sanpaolo the FriulAdria shares created when the 29 branches were transferred. After this transaction, Cariparma owns 78.68% of FriulAdria.	
01/07/2007	Cariparma acquires 173 Intesa Sanpaolo branches (formerly Banca Intesa branches).	_
08/06/2007	A life insurance company is created in Tokyo, Crédit Agricole Life Insurance Company Japan Ltd., with initial capital of JPY2 billion (€12.5 million).	_
02/07/2007	The supervisory authorities approve <b>Crédit Agricole Luxembourg's acquisition of 100% of Bank Sarasin Europe S.A.</b> (acquisition cost including incidental expenses: €144 million).	_
25/07/2007	Crédit Agricole Immobilier acquires a majority stake in the holding company that controls the Monné-Decroix group.	_
01/08/2007	Crédit Agricole Immobilier acquires 100% of the property development company RSB "Région Sud Bretagne".	_
10/09/2007	Uni-Editions, the Crédit Agricole Group's publishing subsidiary, acquires the monthly "Santé Magazine".	_
27/09/2007	Pacifica acquires the <b>60% of Assurances Fédérales IARD</b> that it does not already own (acquisition cost including incidental expenses: €126 million).	Acquisitions made in 2007 were financed by Crédit Agricole S.A. subordinated
27/10/2007	CAAM Group buys the 10% that it does not already own of <b>Integral Development Asset management</b> (IDEAM), a management company dedicated to Socially Responsible Investment.	and non-subordinated medium-term notes and by Tier 1 capital generated
19/11/2007	Crédit Agricole S.A. acquires 15% of the Spanish bank Bankinter for €809 million.	and retained during the year.
28/11/2007	Sofinco <b>buys 100% of the Dutch companies Interbank N.V. and DMC Groep N.V.</b> from ABN AMRO (acquisition cost including incidental expenses: €111 million).	_
29/11/2007	Crédit Agricole (Suisse) S.A. acquires <b>National Bank of Canada (International) Ltd.,</b> Banque Nationale du Canada's subsidiary in Nassau specialising in private banking.	_
03/12/2007	CACEIS acquires Olympia Capital International, which specialises in alternative fund management.	_
27/12/2007	Intesa Sanpaolo S.p.A. and Crédit Agricole S.A. agree to exercise their option to <b>sell to Crédit Agricole Intesa Sanpaolo's 49%</b> interest in Agos S.p.A., their joint venture in consumer finance, for €546 million. The deal will close in 2008 after the approvals have been secured.	
28/12/2007	Pursuant to the July 2007 agreement with HVB, CACEIS (50% owned by Crédit Agricole S.A.) acquires HypoVereinsbank's custody business.	-

Note: We cannot disclose certain information about investment amounts without violating confidentiality agreements or revealing information to our rivals that could be detrimental to us.

# ► Acquisitions in progress

New acquisitions announced after the end of 2007 and for which the management bodies have already made firm commitments are described in the Management Report, in the section entitled "Recent trends and outlook" and in Note 11 of the Notes to the Financial Statements.

# **NEW PRODUCTS AND SERVICES**

The entities of the Group regularly offer new products and services to customers. Information is available on the Group's websites, especially through press releases that can be accessed online at www.credit-agricole-sa.fr.

#### MATERIAL CONTRACTS

In 2001, ahead of Crédit Agricole S.A.'s initial public offering, CNCA (which subsequently became Crédit Agricole S.A.) entered into an agreement with the Regional Banks governing internal relations within the Crédit Agricole Group.

The agreement notably provided for the creation of a fund for liquidity and solvency risks designed to enable Crédit Agricole S.A. to fulfil its role as central body by providing assistance to any Regional Banks experiencing difficulties. The main provisions of this agreement are set out in Chapter III of the registration document filed by Crédit Agricole S.A. with the Commission des Opérations de Bourse on 22 October 2001 under number R.01-453.

#### Creation of a covered bonds company

To increase and diversify the Crédit Agricole Group's sources of funds, Crédit Agricole S.A. created a 99.9%-owned financial company, Crédit Agricole Covered Bonds - "CACB". CACB's sole corporate purpose is to issue covered bonds and to make "mirror advances" to Crédit Agricole S.A. Reimbursement of any amounts due by Crédit Agricole S.A. to CACB with respect to the mirror advances will be covered by a financial guarantee granted by the Regional Banks and LCL and consisting of amounts receivable on residential mortgage loans. Each advance granted by CACB to Crédit Agricole S.A. will be redistributed in the form of advances to each Regional Bank and to LCL based on their respective contributions to the guarantee.

The receivables pledged as guarantees by each Regional Bank and LCL will continue to be managed by these institutions and will remain on their balance sheet, unless the guarantee is called. Prior to calling the guarantee, protection mechanisms are provided for CACB, based on Crédit Agricole S.A.'s ratings.

The contractual legal scheme for this system is based on a series of agreements. The main ones are a financial guarantee agreement setting out the terms and conditions for constituting the loan repayment guarantees provided by each Regional Bank and LCL in favour of CACB, as payment surety for any amount due by Crédit Agricole S.A. in its capacity as borrower from CACB and an advance agreement, the purpose of which is to set out the terms and conditions for granting and managing intra-group advances and to define the allocation key for the volume of receivables to be provided as collateral by each Regional Bank and LCL.

Furthermore, since CNCA's mutualisation in 1988, the Regional Banks have undertaken to make up any shortfall suffered by creditors should Crédit Agricole S.A. become insolvent or experience similar financial difficulties. The Regional Banks' commitment under this guarantee is equal to the sum of their share capital and reserves.

Apart from these provisions, as of this date, Crédit Agricole S.A. has not entered into any material contracts conferring any material obligation or commitment upon the Group as a whole, other than those contracts entered into in the normal course of business.

# SIGNIFICANT CHANGES

Since 31 December 2007, the date of the latest audited, published financial statements, there have been no significant changes in the financial position or business operations of Crédit Agricole S.A. parent company and Group.

# EVENTS FOLLOWING THE BOARD OF DIRECTORS' MEETING HELD ON 4 MARCH 2008 TO APPROVE THE FINANCIAL STATEMENTS

On 10 March 2008, one of Calyon's insurers filed a lawsuit with the Supreme Court of the State of New York. With respect to Calyon, the plaintiff has petitioned the Court to recognise that a commitment granted under the terms of a guarantee covering US residential mortgage debt instruments underwritten by the insurer is null and void.

At this stage, the lawsuit does not change the analysis of risk associated with this counterparty as of the closing date.

On 17 March 2008, Calyon filed a lawsuit with the UK High Court, seeking a declaration that the commitment made by the UK subsidiary of this counterparty under the terms of this transaction is valid and enforceable.

# >> DOCUMENTS ON DISPLAY

This document is available on the websites of Crédit Agricole S.A. (www.credit-agricole-sa.fr) and of the *Autorité des Marchés Financiers* (www.amf-france.org).

All regulated information as defined by the AMF (in Book II of the AMF General Regulation as amended by the decree of

11 September 2007) is available on the Company's website (www.credit-agricole-sa.fr) in the section entitled "SEC rule 12g3-2(b)" under the "Financial Reporting" tab.

The full text of the Articles of Association of Crédit Agricole S.A. is reproduced in this document (see page 324) .

# >> CRÉDIT AGRICOLE S.A. PUBLICATIONS

The annual Information Report below lists information that Crédit Agricole S.A. has published or disclosed over the past 12 months to fulfil legal or regulatory disclosure obligations applying to financial instruments, issuers of financial instruments and financial

instrument markets as required by article L. 451-1-1 of the *Code Monétaire et Financier* and Article 222-7 of the AMF General Regulation.

#### 1. Registration documents and updates

Available on the Crédit Agricole S.A. website www.credit-agricole-sa.fr under Financial reporting > "SEC rule 12g3-2(b)" and on the *Autorité des Marchés Financiers* website www.amf-france.org:

Date of publication	Document description
22/03/2007	Registration document – AMF registration No. D.07-0214
03/05/2007	Update of the registration document – AMF registration No. D. 07-0214-A01
29/05/2007	Update of the registration document – AMF registration No. D. 07-0214-A02
05/09/2007	Update of the registration document – AMF registration No. D. 07-0214-A03
19/11/2007	Update of the registration document – AMF registration No. D. 07-0214-A04

# 2. Issues, prospectuses and offering circulars

Published on the Crédit Agricole S.A. website www.credit-agricole-sa.fr under Information financière > Information réglementée and on the Autorité des Marchés Financiers website (www.amf-france.org):

Date of publication	Document description	AMF approval No.
04/04/2007	Issue of fixed-rate notes with interest payable quarterly	AMF approval No. 07-0114
16/04/2007	Issue of step-up bonds with a half-yearly coupon	AMF approval No. 07-0117
05/06/2007	Issue of fixed-rate notes with interest payable quarterly	AMF approval No. 07-0170
05/06/2007	Issue of fixed-rate notes with interest payable quarterly	AMF approval No. 07-0171
25/09/2007	Issue of fixed-rate notes with interest payable quarterly	AMF approval No. 07-0330
28/11/2007	Issue of step-up bonds with a half-yearly coupon	AMF approval No. 07-0428
03/12/2007	Issue of fixed-rate notes with interest payable quarterly	AMF approval No. 07-0445
04/12/2007	Issue of fixed-rate notes with interest payable quarterly	AMF approval No. 07-0461
15/01/2008	Issue of fixed-rate redeemable subordinated notes with interest payable quarterly	AMF approval No. 08-007
15/01/2008	Issue of fixed-rate notes with interest payable quarterly	AMF approval No. 08-008

Filed with the CSSF or Luxembourg Stock exchange (www.bourse.lu):

Date of publication	Document description
07/05/2007	Update of EMTN programme
18/06/2007	Supplement No. 1 to EMTN programme Base Prospectus
31/08/2007	Supplement No. 2 to EMTN programme Base Prospectus
10/09/2007	Supplement No. 3 to EMTN programme Base Prospectus
15/11/2007	Supplement No. 4 to EMTN programme Base Prospectus
11/01/2008	Supplement No. 5 to EMTN programme Base Prospectus
19/03/2007	Issue and admission of medium term notes - maturity 30/09/2008
22/03/2007	Issue and admission of medium term notes - maturity 02/10/2008
30/03/2007	Issue of medium term notes - maturity: 03/04/2009 - Unlisted
18/04/2007	Issue and admission of medium term notes - maturity 27/04/2012
26/04/2007	Issue and admission of medium term notes – maturity 30/04/2009
13/06/2007	Issue and admission of medium term notes - maturity 26/06/2009
13/06/2007	Issue of medium term notes - maturity: 27/06/2014 - Unlisted
13/06/2007	Issue and admission of medium term notes - maturity 29/06/2009
18/06/2007	Issue and admission of medium term notes - maturity 29/12/2008
20/06/2007	Issue and admission of medium term notes - maturity 01/07/2009
21/06/2007	Issue and admission of medium term notes - maturity 05/01/2009
21/06/2007	Issue and admission of medium term notes - maturity 06/01/2009
03/07/2007	Issue and admission of medium term notes - maturity 06/07/2037
04/07/2007	Issue and admission of medium term notes - maturity 16/01/2009
19/07/2007	Issue and admission of medium term notes - maturity 06/07/2022
19/07/2007	Issue of medium term notes - maturity 27/07/2009 - Unlisted
02/08/2007	Issue and admission of medium term notes - maturity 10/08/2022
12/09/2007	Issue and admission of medium term notes - maturity 14/09/2009
13/09/2007	Issue of medium term notes - maturity 17/03/2009 - Unlisted
14/09/2007	Issue and admission of medium term notes - maturity 18/09/2009
27/09/2007	Issue and admission of medium term notes - maturity 01/10/2010
28/09/2007	Issue and admission of medium term notes - maturity 23/09/2011
02/10/2007	Issue of medium term notes - maturity 09/10/2009 - Unlisted
08/10/2007	Issue and admission of medium term notes - maturity 30/09/2014
08/10/2007	Issue and admission of medium term notes - maturity 15/04/2009

Date of publication	Document description
10/10/2007	Issue and admission of medium term notes - maturity 17/10/2012
11/10/2007	Issue and admission of medium term notes - maturity 17/04/2009
15/10/2007	Issue and admission of medium term notes - maturity 22/10/2012
16/10/2007	Issue and admission of medium term notes - maturity 24/10/2017
16/10/2007	Issue and admission of medium term notes - maturity 23/10/2012
16/10/2007	Issue and admission of medium term notes - maturity 25/10/2011
16/10/2007	Issue and admission of medium term notes - maturity 29/10/2010
16/10/2007	Issue and admission of perpetual subordinated notes
18/10/2007	Issue of medium term notes - maturity 25/10/2010 - Unlisted
16/10/2007	Issue and admission of medium term notes - maturity 02/11/2009
22/10/2007	Issue of medium term notes - maturity 02/11/2009 - Unlisted
15/11/2007	Issue of medium term notes - maturity 29/11/2009 - Unlisted
20/11/2007	Issue and admission of medium term notes - maturity 11/12/2015
27/11/2007	Issue of medium term notes - maturity 12/12/2017 - Unlisted
28/11/2007	Issue of medium term notes - maturity 07/12/2009 - Unlisted
04/12/2007	Issue and admission of medium term notes - maturity 12/12/2010
28/11/2007	Issue and admission of medium term notes - maturity 13/12/2017
07/12/2007	Issue of medium term notes - maturity 14/12/2012 - Unlisted
11/12/2007	Issue and admission of medium term notes - maturity 21/12/2022
13/12/2007	Issue and admission of medium term notes - maturity 18/06/2009
13/12/2007	Issue and admission of medium term notes - maturity 18/06/2009
17/12/2007	Issue and admission of medium term notes - maturity 21/12/2012
11/01/2008	Issue and admission of perpetual subordinated notes

Reported to SWX SWISS Exchange (www.swx.com):

Date of publication	Document description
26/07/2007	Issue and admission of medium term notes - maturity 26/07/2010
27/07/2007	Issue and admission of medium term notes - maturity 26/07/2010
02/08/2007	Issue and admission of medium term notes - maturity 02/08/2013

Issue and admission of perpetual subordinated notes reported to SWX SWISS Exchange

Reported to the New Zealand Exchange (www.nzx.com/nzxmarket):

Date of publication	Document description
19/11/2007	Issue and admission of perpetual subordinated notes

### 3. Disclosures

28/01/2008

Disclosures of trading in the Company's shares by executive officers and directors:

Disclosures are available on the Crédit Agricole S.A. website (www.credit-agricole-sa.fr - under *Information financière > Information réglementée*) and are published on the *Autorité des Marchés Financiers* website (www.amf-France.org).

Disclosure of trading in the Company's own shares: Monthly summaries and weekly disclosures of the trading in the Company's own shares are published on the Crédit Agricole S.A. website (www.credit-agricole-sa.fr - under Information financière > Information réglementée).

#### Disclosure of number of shares and voting rights:

Declarations concerning the total number of shares and voting rights have been published on Crédit Agricole S.A.'s website (www.credit-agricole-sa.fr - under Information financière > Information réglementée) on the following dates: 31/01/2007; 27/02/2007; 05/12/2007.

# ▶ 4. Press releases

■ Published on the Crédit Agricole S.A. website www.credit-agricole-sa.fr - under Financial Reporting > Press releases:

Date of publication	Document description
19/03/2007	FriulAdria: Shareholders' meeting approves 2006 financial statements and the payout of a dividend of €2.30 per share
19/03/2007	Intesa Sanpaolo and Crédit Agricole S.A. sign the contract for the winding up of the CAAM Sgr joint venture

Date of publication	Document description
23/03/2007	New appointments at the head of FriulAdria
27/03/2007	IFC Partnership with Crédit Agricole Helps Financial Institutions in Africa Build Management Capacity, Increase Efficiency
30/03/2007	Intesa Sanpaolo contributes 29 branches to FriulAdria FriulAdria expanding in Venetia, with 29 branches on 1 April
02/04/2007	Crédit Agricole launches the "energy savings" loan, a range combining sustainable development with a lasting relationship
03/04/2007	Crédit Agricole Asset Management expands its range and sets up LDI platform
04/04/2007	Partnering Fondation de France, Crédit Agricole increases support for the Branféré Park and the Nicolas Hulot School for Nature and Mankind
24/04/2007	Crédit Agricole Asset Management forms a Scientific Think Tank Committee for Socially Responsible Finance
25/04/2007	The Crédit Agricole Group and OSEO have signed a partnership agreement concerning financing for very small companies
27/04/2007	2007-2011: Five-year strategic business plan for the transformation and growth of Emporiki Bank
02/05/2007	CAAM will manage the first FX CDO (CFXO) launched by Merrill Lynch
02/05/2007	LCL launches its first collector card, Carte Cléo Vélo, for cycling fans
09/05/2007	Finaref and Téléshopping launch a first in m-commerce: payment by mobile phone using the OKshopping card
10/05/2007	LCL introduces a new approach to Private Banking and sets up 38 dedicated units in France
14/05/2007	Georges Pauget takes over from Jean Laurent as Calyon chairman
16/05/2007	Crédit Agricole Group and Bank Sarasin and Co. Ltd sign an agreement for Crédit Agricole Luxembourg to acquire Luxembourg-based Bank Sarasin Europe S.A.
16/05/2007	Results reflect success of the Group's strategy in Italy and an excellent operational performance
21/05/2007	Crédit Agricole Asset Management awarded the first NF 343 certificate by AFAQ AFNOR Certification for its financial reporting
23/05/2007	Crédit Agricole S.A. General Shareholders Meeting
24/05/2007	Calyon obtains authorization for a full-service subsidiary in Algeria
29/05/2007	Crédit Agricole S.A. and E.I.B. sign agreement to bolster renewable energy financing
29/05/2007	Clarifications made by Sofinco
31/05/2007	Crédit Agricole targets young people entering the workforce
01/06/2007	LCL launches competitiveness plan to revitalise development
11/06/2007	Calyon's innovation in the convertible bond market attracted new investors
11/06/2007	Crédit Agricole enters the Japanese life insurance market
11/06/2007	AGF sells Assurances Fédérales IARD to Pacifica
19/06/2007	With "Graines de paysages", Crédit Agricole makes a commitment to biodiversity
19/06/2007	Finaref launches Madelios private label card
19/06/2007	Crédit Agricole, the leading French investor in Italy
19/06/2007	Calyon announces the appointment of Duncan E. Goldie-Morrison as Chief Executive Officer of Calyon Americas
22/06/2007	Crédit Agricole redefines its sporting partnership policy
22/06/2007	LCL obtains ISO 9001 certification for all of its call centres
27/06/2007	Intesa Sanpaolo contributes 173 branches to Cariparma
27/06/2007	Crédit Agricole Asset Management announces the new organisation of its subsidiary CAAM SGR
02/07/2007	The Crédit Agricole Group to handle one out of three Public Private Partnerships by 2010
03/07/2007	Re-opening of the Papal Apartments at the Château de Fontainebleau

Date of publication	Document description
03/07/2007	HypoVereinsbank sells securities and custodial activities to CACEIS
05/07/2007	Crédit Agricole Asset Management Real Estate secures approval to manage OPCIs
05/07/2007	Sofinco and the Saudi Fransi Bank announce the creation of a new subsidiary in Saudi Arabia: Sofinco Saudi Fransi
05/07/2007	Bank Sarasin Europe S.A. becomes Crédit Agricole Luxembourg Bank
12/07/2007	Appointments at Crédit Agricole Assurances
16/07/2007	Crédit Agricole and Réseau Entreprendre: signature of a national master agreement
17/07/2007	Crédit Agricole Immobilier buys property developer Monné Decroix
18/07/2007	Crédit Agricole S.A. restructures to drive the Group's growth
30/07/2007	CACEIS to acquire Olympia Capital International, an independent fund administrator specialising in alternative investments
30/07/2007	Appointment at Crédit Agricole Assurances
31/07/2007	Sofinco acquires Interbank and DMC Groep from ABN Amro
01/08/2007	Crédit Agricole Immobilier acquires property developer RSB
03/08/2007	Crédit Agricole, partner to La Cité de l'Architecture et du Patrimoine
08/08/2007	Société Générale and Calyon sign a merger agreement between Fimat and Calyon Financial and announce the creation of Newedge
30/08/2007	Crédit Agricole S.A. first-half 2007 results: extremely robust earnings growth reflects the Group's new dimension
30/08/2007	Crédit Agricole S.A. first-half 2007 financial review
30/08/2007	A new management team for Calyon
30/08/2007	Emporiki Bank and Crédit Agricole undertake coordinated action to support those affected by the wildfire in Greece
30/08/2007	Gilles Grapinet has been appointed as Crédit Agricole S.A.'s Head of Strategy
31/08/2007	Crédit Agricole S.A. to tender its shares to Nova Scotia's offer for Banco del Desarrollo
03/09/2007	Crédit Agricole S.A. made a new employee share issue
10/09/2007	24th European Heritage Days: 15 and 16 September 2007
11/09/2007	Creation of UAF Patrimoine Formation, dedicated to training wealth management professionals
13/09/2007	LCL partners the national employment agency to achieve greater diversity
18/09/2007	Calyon - Press release
18/09/2007	Yves Perrier is named Chairman and CEO of Crédit Agricole Asset Management (CAAM) and CAAM Group
18/09/2007	Launch of new national campaign: "Soyez sûr de votre assurance avec le Crédit Agricole"
20/09/2007	Go Sport chooses Finaref to develop financial services and brand loyalty
25/09/2007	CA Cheuvreux launches a new research, sales and execution service for Greek equities and will open an office in Turkey
01/10/2007	IDEAM becomes a fully-owned subsidiary of CAAM Group and appoints a board of directors
02/10/2007	Christophe Gancel appointed as the new CEO of Crédit Agricole (Suisse) S.A.
05/10/2007	The Cariparma FriulAdria Group presents its 2007-2010 business plan
25/10/2007	Crédit Agricole Asset Management opens a branch office in Frankfurt
06/11/2007	Gaz de France and LCL team up to sell energy contracts
07/11/2007	LCL launches the Indépendance card, the first prepaid Visa Carte Bleue that can be recharged over the internet
09/11/2007	LCL and Crédit du Maroc: partners in property finance
14/11/2007	Crédit Agricole S.A. results for the third quarter and first nine months of 2007: a good resilience in a deteriorating climate
15/11/2007	Crédit Agricole teams up with "Un avenir ensemble"
19/11/2007	Crédit Agricole S.A. acquires 15% of Bankinter for €809 million
28/11/2007	Crédit Agricole launches the first affinity bank card for France's national football team, l'Équipe de France de Football, and its advertising campaign, "On a tous un côté Bleu"
28/11/2007	Sofinco completes the acquisition of Interbank and DMC Groep in the Netherlands from ABN AMRO and becomes the local leader in consumer finance
29/11/2007	Crédit Agricole (Suisse) SA acquires Banque Nationale du Canada's subsidiary in Nassau (Bahamas)

Date of publication	Document description
30/11/2007	Crédit Agricole named Bank of the Year for its sustainable development policy
03/12/2007	Olympia Capital International becomes part of the CACEIS group
13/12/2007	2007 share issue reserved for Crédit Agricole Group employees
20/12/2007	Crédit Agricole S.A. specifies its rigorous writedown policy related to financial instruments exposed to the credit crisis
21/12/2007	Crédit Agricole Asset Management Group announces its new management structure
27/12/2007	Crédit Agricole S.A. and Intesa Sanpaolo finalise the unwinding of the CAAM Sgr JV and sign an agreement for the sale of Intesa Sanpaolo's interest in AGOS
02/01/2008	Operational launch of Newedge, brokerage subsidiary of Société Générale and Calyon
11/01/2008	The Eurofactor/Les Échos survey shows that employers of European SME-SMI are cautiously optimistic for 2008
14/01/ 2008	Sale by Crédit Agricole S.A. of its shareholding in Suez
22/01/2008	Newedge: a new force in global brokerage
23/01/2008	Crédit Agricole S.A. signs the Diversity Charter
28/01/2008	London: Crédit Agricole Cheuvreux wins Farsight Award for best long-term economic and financial research
06/02/2008	Crédit Agricole Asset Management Group presents its new subsidiary in Italy: Crédit Agricole Asset Management SGR
12/02/2008	Fiat Group Automobiles Services closes the first year with good results
14/02/2008	Crédit Agricole Asset Management Group develops its Australian presence with the launch of its subsidiary
18/02/2008	Creation of the "Grameen - Crédit Agricole Microfinance Foundation"
20/02/2008	Creation of an asset management joint venture in Saudi Arabia
21/02/2008	Crédit Agricole S.A. welcomes Bank of Spain decision to authorise its stake in Bankinter
26/02/2008	Systeia Capital Management becomes a wholly-owned CAAM subsidiary and appoints a new board
05/03/2008	Crédit Agricole S.A. 2007 annual results: solid results in spite of the crisis
13/03/2008	Crédit Agricole Asset Management, 1st company noted on its environmental, social responsibility and of governorship (ESG) by Vigéo

# 5. Investor presentations

Prepared for conferences, investor days or corporate events, available on the Crédit Agricole S.A. website www.credit-agricole-sa.fr - under Financial Reporting > Investor presentations:

Date	Presentation
27/03/2007	Presentation by Georges Pauget - Morgan Stanley "European Banks & Financials" Conference, London

Date	Presentation
14/06/2007	Presentation by Gilles de Margerie - Goldman Sachs "European Financials" Conference, Lisbon
26/09/2007	Presentation by Georges Pauget - Cheuvreux Conference, Paris
05/10/2007	Presentation of Cariparma FriulAdria 2007-2010 Development Plan - Italy Day, Milan

# 6. Information published in the «BALO" on the Annual General Meeting and on periodical publications

■ Published on the BALO website www.journal-officiel.gouv.fr/balo/:

Company: Crédit Agricole S.A., no. 784 608 416 RCS PARIS

Date of publication	Document description	BALO No.
21/03/2007	Notices of meetings - Shareholders' meeting - Notice of Annual General Meeting to be held on 23 May 2007	BALO No. 35
09/04/2007	Issues and listings - Supplement to the notice published in BALO of 02/02/2007	BALO No. 43
16/04/2007	Issues and listings - Addendum to notice published in BALO of 09/04/2007	BALO No. 46
18/04/2007	Issues and listings - Supplement to the notice published in BALO of 09/04/2007	BALO No. 47
20/04/2007	Periodical publications - Annual financial statements at 31 December 2006	BALO No. 48
27/04/2007	Issues and listings - Addendum to notice published in BALO of 18/04/2007	BALO No. 51
04/05/2007	Notices of meetings - Shareholders' meeting - Corrected notice of meeting published in BALO dated 21/03/2007	BALO No. 54
09/05/2007	Periodical publications - Quarterly revenues and reports - Quarterly publication as of 31 March 2007	BALO No. 56
08/06/2007	Issues and listings - Supplement to the notice published in BALO of 18/04/2007	BALO No. 69
18/06/2007	Issues and listings - Addendum to the notice published in BALO of 08/06/2007	BALO No. 73
22/06/2007	Periodical publications - Approval of the year-end financial statements by the General Meeting	BALO No. 75
10/08/2007	Periodical publications - Quarterly revenues and reports - Quarterly publication as of 30 June 2007	BALO No. 96
28/09/2007	Periodical publications - Interim accounts – Crédit Agricole S.A. half-year financial report - six months ended 30 June 2007	BALO No. 117
28/09/2007	Issues and listings - Supplement to the notice published in BALO of 8/06/2007	BALO No. 117
08/10/2007	Issues and listings - Addendum to notice published in BALO of 28/09/2007	BALO No. 121
09/11/2007	Periodical publications - Quarterly revenues and reports - Quarterly publication as of 30 September 2007	BALO No. 135
03/12/2007	Issues and listings - Supplement to the notice published in BALO of 28/09/2007	BALO No. 145
07/12/2007	Issues and listings - Supplement to the notice published in BALO of 03/12/2007	BALO No. 147
12/12/2007	Issues and listings - Addendum to notice published in BALO of 03/12/2007	BALO No. 149
14/12/2007	Issues and listings - Addendum to the notice, matter No. 0718047, published in BALO dated 07/12/2007	BALO No. 150
14/12/2007	Issues and listings - Addendum to the notice, matter No. 0718046, published in BALO dated 07/12/2007	BALO No. 150
18/01/2008	Issues and listings - Supplement to the notice published in BALO of 07/12/2007	BALO No. 8
28/01/2008	Issues and listings - Addendum to notice published in BALO of 18/01/2008	BALO No. 12
28/01/2008	Issues and listings - Addendum to notice published in BALO of 18/01/2008	BALO No. 12
11/02/2008	Periodical publications - Quarterly revenues and reports - Quarterly publication as of 31 December 2007	BALO No. 18

# 7. Filings with the Clerk of the Paris Tribunal de Commerce

Available from the Clerk of the Paris Tribunal de Commerce listed on the website www.infogreffe.com

Company: Crédit Agricole S.A., no. 784 608 416 RCS PARIS

Date	Document description and decisions	Registration No.
23/05/2007	Extract of Minutes - Change of Director	Registration No. 56465 of 27/06/2007
23/05/2007	Updated articles of association	Registration No. 55271 of 22/06/2007
23/05/2007	Extract of Minutes	Registration No. 55271 of 22/06/2007
17/07/2007	Minutes of the Board of Directors meeting - Appointment of 2 Deputy Chief Executive Officers	Registration No. 85457 of 27/09/2007
29/08/2007	Minutes of the Board of Directors meeting – resignation of a Deputy Chief Executive Officer	Registration No. 108544 of 04/12/2007
05/12/2007	Up-to-date Articles of Association  Certificate – bank affidavit – three affidavits  Official record of capital increase	Registration No. 3756 of 15/01/2008
21/12/2007	Statutory auditors' report	Registration No. 3756 of 15/01/2008

Information concerning the share capital

# Information concerning the share capital

# INFORMATION CONCERNING THE SHARE CAPITAL AND MAJOR SHAREHOLDERS

There are currently no shareholders' agreements.

Crédit Agricole S.A. has not issued any securities giving rights to the share capital other than those described in the paragraph entitled "Changes in share capital over the past five years" on page 99 of the registration document, or any securities giving rights to the potential share capital or shares carrying double voting rights. Nor has it pledged any of its shares as collateral.

To the knowledge of Crédit Agricole S.A., no shareholder other than SAS Rue La Boétie owns 5% or more of the share capital or voting rights.

### ► Control over the issuer

The shareholder relationships between Crédit Agricole S.A. and the Regional Banks are described in the notes to the financial statements under "General framework" on page 168 of this document.

Control over Crédit Agricole S.A. is described in Chapter 2, "Corporate governance".

The rules governing the composition of the Board of Directors are set out in article 10 of the Articles of Association.

The Regional Bank representatives therefore hold 62% of the seats on the Board. This illustrates the desire of Crédit Agricole S.A.'s largest shareholder (SAS Rue La Boétie, which is owned by the Regional Banks and held 54.5% of the voting rights at 31 December 2007) to give the Regional Banks a broad representation to reflect the Crédit Agricole Group's decentralised structure.

In addition to the Director appointed by joint decree by the Minister of Finance and the Minister of Agriculture, four seats are allocated to outside Directors. These four outside Directors are considered to be independent Directors in accordance with corporate governance guidelines (IFA Corporate Governance Report - May 2007). The outside Directors play an extremely important role on the Board. Three are chairmen of the Board's special committees (Audit and Risks, Compensation, and Appointments and Governance).

There are no arrangements, the operation of which may at a subsequent date result in a change in control of the issuer.

# Dividend policy

The dividend policy is determined by the Board of Directors of Crédit Agricole S.A. This policy may inter alia take account of company earnings and financial condition, as well as the dividend policy practices of leading French and international companies in the sector. Crédit Agricole S.A. gives no guarantee as to the amount of the dividend which will be paid in any given year.

Under the 2006-2008 Development Plan presented at the end of 2005, Crédit Agricole S.A. has set a minimum payout target of 30%-35%

The dividend in respect of 2007 to be proposed for approval by the shareholders at the Annual General Meeting of 21 May 2008 will be €1.20 per share, representing a payout ratio of 48%.

Information concerning the share capital

# >> DESCRIPTION OF CRÉDIT AGRICOLE S.A. SHARE BUYBACK PROGRAMME

Pursuant to article L. 241-2 of the *Autorité des Marchés Financiers* General Regulation, this document constitutes the description of the share buyback programme to be approved by the Combined General Meeting of 21 May 2008.

# ► I – Number of shares and percentage of share capital directly owned by Crédit Agricole S.A.

At 13 March 2008, Crédit Agricole S.A. directly owned 11,992,464 shares, representing 0.72% of the share capital.

# ► II – Breakdown of targets by equity securities Held

At 13 March 2008, the shares held by Crédit Agricole S.A. were broken down as follows:

- 10,001,464 shares used to cover undertakings to employees, either under stock option plans or under the Crédit Lyonnais employees' liquidity agreement;
- 1,991,000 shares held as part of an agreement to provide liquidity for the shares on the stock market.

# ► III – Purpose of share buyback programme

The authority to be granted by the shareholders at the Combined General Meeting of 21 May 2008 is designed to allow Crédit Agricole S.A. to trade in its own shares either on the market or over the counter for any purpose permitted or to be permitted by applicable laws or regulations, and more particularly:

- to grant stock options to some or all of the company's employees and/or to some or all of its officers and directors who act as executives of the company or the companies or groupings affiliated with it, now or in the future, as defined by Article L. 225-180 of the Code de Commerce;
- to allot shares in the company to the employees referred to in the above paragraph as part of an employee profit-sharing or share ownership plan and in connection with the transactions covered by Articles L. 225-197-1 to L. 225-197-3 of the Code de Commerce:
- to hold the shares purchased with a view subsequently to exchanging them or using them to pay for a potential acquisition;
- to ensure coverage of securities giving access to the company's share capital;

- to ensure that liquidity is provided for the shares on the equity market by an investment services provider under a contract that complies with the AFEI (French Association for Investment Firms) Code of Conduct;
- 6. to retire the purchased shares.

# ► IV – Maximum percentage of share capital, maximum number and characteristics of shares that may be bought back and maximum purchase price

# 1 – Maximum percentage of share capital to be bought back by Crédit Agricole S.A.

Crédit Agricole S.A. is authorised to acquire up to 10% of the total number of shares forming its share capital as of the date of settlement of the purchases; at 13 March 2008, this amounted to 166,975,687 shares. However, the number of shares purchased by the company for the purpose of holding the shares purchased with a view subsequently to exchanging them or using them to pay for a potential merger, spin-off or asset transfer shall not exceed 5% of the company's share capital.

The total cost of all such share purchases made during the term of the share buyback programme may not exceed €3 billion.

#### 2 - Characteristics of the shares covered

Class of shares: shares listed on Eurolist by Euronext Paris (Compartment A)

Name: Crédit Agricole S.A. ISIN code: FR 0000045072

#### 3 - Maximum purchase price

The purchase price for Crédit Agricole S.A. shares under the buyback programme may not exceed €35 per share.

#### ► V - Duration of programme

In accordance with Article L. 225-209 of the *Code de Commerce* and with the 17th resolution to be adopted by the Combined General Meeting of 21 May 2008, this share buyback programme may be implemented until it is renewed by a future General Meeting, and in any event, for a maximum term of 18 months as from the date of the Combined General Meeting, that is, until 21 November 2009 at the latest.

Information concerning the share capital

# ▶ VI - Disclosures of Crédit Agricole S.A. trading in its own shares from 1 January 2007 until 13 March 2008

Percentage of share capital held in treasury at 13 March 2008: 0.72%

Number of shares cancelled during last 24 months:

Number of shares held in portfolio at 13 March 2008: 11,992,464 €222,157,032 Book value of portfolio:

Market value of portfolio at 13 March 2008,

(closing price on 13 March 2008): €213,106,085

	Cumulati amou	_	Open po	ositions as of date of publication of programme description			
			Open Buy	positions	Open Sell p	ositions	
Period from 1 January 2006 until 13 March 2008	Purchases	Sales/ Transfers	Share purchase options bought <sup>(1)</sup>	Forward purchases	Share purchase options sold	Forward sales	
Number of shares	9,303,721	12,455,661	22,113,892	Nil	Nil	Nil	
Of which: liquidity contract	9,049,698	8,136,934	0				
Average maximum maturity			7/10/2013				
Average transaction price (in euros)	27.13	25.22					
Of which: liquidity contract	27.00	27.99					
Average exercise price (in euros)			27.00				
Amount (in euros)	252,417,882	314,092,695	597,119,809				
Of which: liquidity agreement	244,304,100	227,730,269	0				

<sup>(1)</sup> The amount of share purchase options corresponds to the nominal value.

**Additional information** 

# **Additional information**

# >> FEES PAID TO STATUTORY AUDITORS(1)

# ► College of Auditors of Crédit Agricole S.A. (2)

		Ernst &	Young		PricewaterhouseCoopers				
	Amo (excludi		9/				ount ling VAT) %		
(in thousands of euros)	2007	2006	2007	2006	2007	2006	2007	2006	
Independent audit, certific	ation, review	v of parent o	company an	d consolidat	ted financial	statements			
Issuer	2,626	3,515	13.3%	18.9%	2,626	3,514	12.8%	20.4%	
Fully-consolidated subsidiairies	11,475	9,592	57.9%	51.7%	11,779	10,380	57.3%	60.4%	
Ancillary assignments and	services dir	ectly linked	to the statu	tory auditors	s mission (3)				
Issuer	3,612	2,759	18.2%	14.9%	3,336	875	16.2%	5.1%	
Fully-consolidated subsidiairies	1,588	2,432	8.0%	13.1%	2,386	2,267	11.6%	13.2%	
Subtotal	19,301	18,298	97.4%	98.6%	20,127	17,036	97.9%	99.1%	
Other services									
Legal, tax, personnel-related	192	189	1.0%	1.0%	425	152	2.0%	0.9%	
Other	328	77	1.6%	0.4%	14	0	0.1%	0.0%	
Sbtotal	520	266	2.6%	1.4%	439	152	2.1%	0.9%	
TOTAL	19,821	18,564	100%	100%	20,566	17,188	100%	100%	

# ► Other Statutory Auditors engaged in the audit of fully-consolidated Crédit Agricole S.A. Group subsidiaries

Mazars &		Guera	rd	KPMG				Deloitte				Autres				
	Amo (excludi		o,	<b>%</b>	Amo (excludi		9/	6	Amo (excludi		9/	6	Amo (excludi		%	6
(in thousands of euros)	2007	2006	2007	2006	2007	2006	2007	2006	2007	2006	2007	2006	2007	2006	2007	2006
Audit	Audit															
Independent audit, certification, review of parent company and consolidated financial																
statements	1,678	1,599	98.2%	100.0%	399	446	94.8%	99.6%	524	595	97.0%	96.6%	683	818	98.1%	96.9%
Ancillary assignments (3)	31	0	1.8%	0.0%	22	2	5.2%	0.4%	16	21	3.0%	3.4%	13	26	1.9%	3.1%
TOTAL	1,709	1,599	100%	100%	421	448	100%	100%	540	616	100%	100%	696	844	100%	100%

<sup>(1)</sup> These figures comprise the annual cost of statutory auditors' fees.

<sup>(2)</sup> Including fully consolidated Crédit Agricole S.A. subsidiaries audited by the college of auditors.

<sup>(3)</sup> In accordance with AMF directive 2006-10 of 19 December 2006.

# Statutory Auditors' special report on related party agreements and commitments

This is a free translation into English of the Statutory Auditor's report issued in the French language and is provided solely for the convenience of English speaking readers.

This report should be read in conjunction with, and construed in accordance with, French law and professional auditing standards applicable in France.

Year ended 31 December 2007

#### To the Shareholders:

In our capacity as statutory auditors of your Company, Crédit Agricole S.A., we hereby report on the agreements or commitments with related parties.

Pursuant to article L. 225-40, of the Code de Commerce, we have been informed of the regulated agreements and commitments that are subject to prior approval by your Board of Directors.

We are not required to ascertain whether any other contractual agreements exist, but to inform you, on the basis of the information provided to us, of the terms and conditions of agreements indicated to us. It is not our role to comment as to whether they are beneficial or appropriate. It is your responsibility, in accordance with article R. 225-31 of the *Code de Commerce*, to evaluate the benefits of entering into these agreements prior to their approval.

We have conducted our work in accordance with professional standards applicable in France; these standards require that we perform the necessary procedures to verify that the information provided to us is consistent with the documentation from which it has been extracted.

# ► I – Agreements and Commitments authorised during the Year

Statutory Auditors' special report on related party agreements and commitments

#### 1. With the Foundation for World Agriculture and Rural Life (FARM)

#### **DIRECTOR CONCERNED**

Mr René Carron.

#### **NATURE AND PURPOSE**

At its meeting of 17 July 2007, the Board authorised the signature of a sponsorship agreement between your Company and the Foundation for World Agriculture and Rural Life (FARM), of which it is a founding member. This purpose of this not-for-profit foundation is to encourage society to work towards international solidarity to promote agricultural and rural development. FARM helps to further the interests of farmers and agri-business in developing countries.

Under the terms of this agreement, your Company will make available to FARM the use of premises, IT system and technological assistance and personnel for a period of five years.

#### **TERMS AND CONDITIONS**

The estimated value of the resources to made available free of charge is estimated at €600,660 per year.

#### 2. With Crédit Agricole Covered Bonds

#### **DIRECTORS CONCERNED**

Messrs Carron, Sander, Chifflet, Dupuy, Bru, David, de Laage, Dieval, Drouet, Lefebvre, Mary, Michaut and Pargade.

#### **NATURE AND PURPOSE**

To increase and diversify the Crédit Agricole Group's sources of funds, at its meeting of 23 May 2007, your Company's Board of Directors authorised a programme to issue covered bonds and the creation of a 99.99%-owned financial company, Crédit Agricole Covered Bonds – "CACB" for this purpose. CACB's sole corporate purpose is to issue covered bonds and to make "mirror advances" to Crédit Agricole S.A. Reimbursement of any amounts due by Crédit Agricole S.A. to CACB with respect to the mirror advances will be covered by a financial guarantee granted by the Regional Banks and LCL and consisting of amounts receivable on residential mortgage loans. Each advance granted by CACB to Crédit Agricole S.A. will be allocated as advances to each Regional Bank and to LCL, based on their respective contributions to the guarantee.

The receivables pledged as guarantees by each Regional Bank and LCL will continue to be managed by these institutions and will remain on their balance sheet, unless the guarantee is called. Prior to calling the guarantee, protection mechanisms are provided for CACB, based on Crédit Agricole S.A.'s ratings.

Statutory Auditors' special report on related party agreements and commitments

#### **TERMS AND CONDITIONS**

The covered bond issue programme was not implemented in 2007; hence, the agreements on financial guarantees and advances did not apply during that year.

#### 3. With Mr Edouard Esparbès, Deputy Chief Executive Officer until 1 September 2007

#### **NATURE AND PURPOSE**

At its meeting of 17 July 2007, your Board of Directors, duly noted the resignation of Mr Edouard Esparbès from his offices of Deputy Chief Executive Officer of Crédit Agricole S.A. as from 1 September 2007 and Chief Executive Officer of Calyon as from 1 October 2007, and approved his departure conditions.

#### **TERMS AND CONDITIONS**

As from 1 October 2007, Mr Esparbès was appointed Project Officer reporting to the chairman of Calyon until his retirement on 1 April 2008. It was decided that Mr Esparbès's fixed compensation, determined by your Board of Directors at its meeting of 6 March 2007, would remain at the 2007 level and would be payable on the same bases in 2008, on a pro rata basis until he retires, for a total of €368,000.

# ► II – Agreements and Commitments approved in Prior Years which remained in Effect during 2007

In addition, and in accordance with the *Code de commerce*, we have been advised that the following agreements and commitments, approved in prior years, remained current in the year ended 31 December 2007.

#### 1. With Crédit Agricole Regional Banks

#### **NATURE AND PURPOSE**

At the time of Crédit Agricole S.A.'s initial public offering, during its meeting of 31 October 2001, the Board of Directors authorised the Chairman and Chief Executive Officer to sign the "Protocol Agreement" on behalf of Caisse Nationale de Crédit Agricole (became Crédit Agricole S.A.), together with all its appendices and all associated undertakings required to implement the agreement. The provisions of the "Protocol Agreement" notably required the establishment of a Fund for Liquidity and Solvency Banking Risks.

The Regional Banks contributed to setting up this Fund, which totals €609.8 million. The aim of the Fund is to enable the Company to operate the internal solidarity mechanism within the Crédit Agricole Group and to fulfil its duties as a central body, by providing assistance to the Regional Banks facing difficulties.

#### **TERMS AND CONDITIONS**

Crédit Agricole S.A. has contributed €457.4 million to the Fund, representing 75% of the total amount of €609.8 million. The Regional Banks together contributed €152.4 million on the same quota basis as for the Deposit Guarantee Fund set up under Article L. 312-4 of the financial and monetary Code (Code monétaire et financier).

No drawing was made on the Fund in 2007 in favour of a Regional Bank having a director in common with your Company. In accordance with the terms and conditions of the Protocol Agreement, an additional sum of €46.1 million was allocated to the Fund in 2007.

### 2. With Calyon

#### **NATURE AND PURPOSE**

Following the link-up between the corporate and investment banking businesses of Crédit Agricole S.A. and Crédit Lyonnais, Crédit Lyonnais made a partial asset transfer to Calyon (formerly Crédit Agricole Indosuez).

In view of the above transaction, it was deemed necessary to increase Calyon's shareholders' equity. At its meeting of 9 March 2004, the Board of Directors authorised Crédit Agricole S.A. to carry out a series of transactions aimed at increasing Calyon's shareholders equity by a total amount of up to €3 billion.

#### **TERMS AND CONDITIONS**

In accordance with this authorisation, Crédit Agricole S.A. notably subscribed to an issue of deeply subordinated notes for an amount of US\$1,730 million. Your Company received no interest with respect to these notes during the 2007 financial year.

Neuilly-sur-Seine, 19 March 2008 The Statutory Auditors

PricewaterhouseCoopers Audit Gérard Hautefeuille ERNST & YOUNG et Autres Valérie Meeus

### **AGENDA**

# Ordinary General Meeting

- Approval of the parent company accounts for the financial year ended 31 December 2007;
- Approval of the consolidated accounts for the financial year ended 31 December 2007;
- Appropriation of income for the 2007 financial year, setting of dividend and payment of the final dividend in cash and/or stock;
- Approval of the agreements governed by Articles L. 225-38 et seq. of the French commercial code;
- Renewal of Directors' terms of office;
- Appointment of Directors;
- Directors' fees;
- Authorisation to the Board of Directors to trade in the company's shares:

#### ► Extraordinary General Meeting

- Authorisation to the Board of Directors to increase the share capital by issuing ordinary shares and/or other securities with immediate or future rights to equity, with pre-emptive rights;
- Authorisation to the Board of Directors to increase share capital by issuing ordinary shares and/or other securities with immediate or future rights to equity, without pre-emptive rights;
- Authorisation to the Board of Directors to increase the number of securities to be issued in the event of a capital increase with or without pre-emptive rights, in the event of excess demand;

- Authorisation to the Board of Directors to issue equity and/or securities which grant rights to the share capital as consideration for in-kind contributions to the company and consisting of equity or securities granting rights to the share capital;
- Authorisation to the Board of Directors to determine the issue price of ordinary shares or any securities granting rights to the share capital, where the pre-emptive right is waived, up to an annual limit of five per cent (5%) of the share capital;
- Authorisation to the Board of Directors to increase share capital by incorporating reserves, profits, share premiums or other items:
- Authorisation to the Board of Directors to effect capital increases reserved for Crédit Agricole employees enrolled in a company savings scheme;
- Authorisation to the Board of Directors to effect capital increases reserved for the Crédit Agricole International Employees company;
- Authorisation to the Board of Directors to effect capital increases reserved for Crédit Agricole employees enrolled in a Group savings scheme in the United States;
- Authorisation to the Board of Directors to grant stock options for company shares;
- Authorisation to the Board of Directors to allot existing or new shares free of charge;
- Authorisation to the Board of Directors to reduce share capital by retiring shares;
- Formalities, grant of powers.

# RESOLUTIONS PRESENTED BY THE BOARD OF DIRECTORS TO THE ANNUAL GENERAL MEETING OF WEDNESDAY 21 MAY 2008

# ► At the Ordinary General Meeting

#### **First Resolution**

(Approval of the parent company's accounts for the 2007 financial

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, having reviewed the Board of Directors' report and the auditors' general report, approves the Board's report and the annual accounts for the financial year ended 31 December 2007, as presented.

It approves the transactions reflected in the said accounts or summarised in the said reports, as well as the Board's management during the financial year just ended.

Pursuant to Article 223 quater of the French general tax code, the General Meeting approves the total costs and expenses referred to in Article 39-4 of the code that are not deductible from taxable profits, i.e. €124,921 for the financial year ended 31 December 2007, as well as the tax payable by the company as a result of these disallowed deductions, which amounts to €43,010.

#### Second Resolution

(Approval of consolidated accounts)

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, having reviewed the Board of Directors' report and the auditors' report pertaining to consolidated accounts, approves the Board's report and the consolidated accounts for the financial year ended 31 December 2007, as presented.

It approves the transactions reflected in those accounts or summarised in the said reports.

### Third Resolution

(Appropriation of income, setting of dividend and payment of the final dividend)

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, notes that the net income for the 2007 financial year amounts to €4,895,676,609.65. In light of a previous carryforward of €2,253,079,831.75, the total amount to be appropriated is €7,148,756,441.40.

Accordingly, the General Meeting, on the recommendation of the Board of Directors, resolves to appropriate this distributable income as follows:

1. €23,434,444.49 to the legal reserve;

- 2. €2,003,708,246.40 to the payment of a final dividend of €1.20 for each share entitled to a dividend in respect of the 2007 financial vear:
- 3. €5,121,613,750.51 to retained earnings.

The shares will go ex-dividend on 27 May 2008 on Euronext Paris and the dividend will be payable in cash from 23 June 2008.

Should Crédit Agricole S.A. hold treasury shares as at the payable date, any dividends accruing on such shares shall be recognised as retained earnings, and full authority is hereby granted to the Board of Directors for this purpose.

In accordance with the provisions of Article 243 bis of the French general tax code, dividends will be eligible for the forty per cent (40%) rebate referred to in paragraph 3(2) of Article 158 of the code in respect of 2007 income tax. Only natural persons resident in France for tax purposes will be eligible for this rebate.

The dividends for the three previous financial years are set out below.

Year	Dividend	Tax credit <sup>(1)</sup>	Total
2004			
Interim <sup>(2)</sup>	€0.30	€0.15	€0.45
Balance <sup>(3)</sup>	€0.36		€0.36
2005	€0.94		€0.94
2006	€1.15		€1.15

- (1) The dividend tax credit (avoir fiscal) is calculated at the rate of 50%. This rate may differ in certain instances.
- (2) Paid out during the 2004 financial year.
- (3) Paid out during the 2005 financial year this balance was eligible for a 50% rebate.

#### **Fourth Resolution**

(Option for stock dividend payment)

The General Meeting, pursuant to Articles L. 232-18 to L. 232-20 of the French commercial code and Article 29 of the articles of association, resolves to grant each shareholder the option of a dividend payment:

- either in cash;
- or in shares, with the payment broken down as follows:
- 80% of the dividend in shares, or €0.96 per share,
- 20% of the dividend in cash, or €0.24 per share.

The option must be exercised between 30 May 2008 and 13 June 2008. After 13 June, or if the option is not exercised, the dividend shall be paid in cash only.

The dividend shall be payable in cash as from 23 June 2008.

The issue price of new shares offered in lieu of dividends shall not be less than 90% of the average prices quoted on the twenty trading days before the decision to pay the dividend, minus the net dividend amount

The shares issued in lieu of dividends shall bear rights from 1 January 2008.

If the amount of the dividend for which the option is exercised does not correspond to a whole number of shares on the exercise date, the number of shares shall be rounded down to the next whole number and the shareholder shall receive those shares plus the difference in cash.

The General Meeting hereby grants full authority to the Board of Directors, with the right to further delegate such authority to the Chairman, to execute this resolution, conduct any transactions arising from the exercise of the option, determine the resulting increase in share capital and make the corresponding amendments to Article 6 of the articles of association relating to share capital.

#### **Fifth Resolution**

(Approval of the agreements governed by Articles L. 225-38 et seq. of the French commercial code)

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, having reviewed the auditors' special report on agreements governed by Articles L. 225-38 et seq. of the French commercial code, approves the agreements itemised in that report.

### **Sixth Resolution**

(Approval of the agreements governed by Article L. 225-42-1 of the French commercial code)

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, having reviewed the auditors' special report on the agreements governed by Article L. 225-42-1 of the French commercial code, approves the agreements relating to Mr Édouard Esparbès itemised in that report.

#### **Seventh Resolution**

(Renewal of a Director's term of office)

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, notes that Mr Philippe Camus's term as Director expires on this day and renews the said term for a period of three years expiring at the close of the Ordinary General Meeting called to approve the accounts for the financial year ending 31 December 2010.

#### **Eighth Resolution**

(Renewal of a Director's term of office)

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, notes that Mr René Carron's term as Director expires on this day and renews the said term for a period of three years expiring at the close of the Ordinary General Meeting called to approve the accounts for the financial year ending 31 December 2010.

#### Ninth Resolution

(Renewal of a Director's term of office)

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, notes that Mr Alain Diéval's term as Director expires on this day and renews the said term for a period of three years expiring at the close of the Ordinary General Meeting called to approve the accounts for the financial year ending 31 December 2010.

#### **Tenth Resolution**

(Renewal of a Director's term of office)

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, notes that Mr Xavier Fontanet's term as Director expires on this day and renews the said term for a period of three years expiring at the close of the Ordinary General Meeting called to approve the accounts for the financial year ending 31 December 2010.

#### **Eleventh Resolution**

(Renewal of a Director's term of office)

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, notes that Mr Michael Jay's term as Director expires on this day and renews the said term for a period of three years expiring at the close of the Ordinary General Meeting called to approve the accounts for the financial year ending 31 December 2010.

#### **Twelfth Resolution**

(Renewal of a Director's term of office)

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, notes that Mr Michel Michaut's term as Director expires on this day and renews the said term for a period of three years expiring at the close of the Ordinary General Meeting called to approve the accounts for the financial year ending 31 December 2010.

#### **Thirteenth Resolution**

(Appointment of a Director)

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, appoints Mr Gérard Cazals, as a Director, to replace Mr Jean-Pierre Pargade, who resigned in accordance with the company's articles of association, for the remainder of Mr Pargade's term, namely until the Ordinary General Meeting called to approve the accounts for the financial year ending 31 December 2008.

#### Fourteenth Resolution

(Appointment of a Director)

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, appoints Mr Michel Mathieu, as a Director, to replace Mr Jean-Roger Drouet, who resigned, for the remainder of Mr Drouet's term, namely until the Ordinary General Meeting called to approve the accounts for the financial year ending 31 December 2010.

#### **Fifteenth Resolution**

(Appointment of a Director)

(The missing information in this resolution will be published at a later date)

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, appoints Mr [...], as a Director, to replace Mr Daniel Lebègue, whose term of office expires on this day. The term of office of Mr [...] will expire at the Ordinary General Meeting called to approve the accounts for the financial year ending 31 December 2010.

#### **Sixteenth Resolution**

(Directors' fees)

Pursuant to Article L. 225-45 of the French commercial code, the General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, sets the total annual amount of fees to be allocated to members of the Board of Directors at nine hundred and fifty thousand euros (€950,000), according to their duties.

#### **Seventeenth Resolution**

(Authorisation to the Board of Directors to trade in the company's

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, having reviewed the report of the Board of Directors, authorises the Board of Directors, which may further delegate such authority as provided by law, to trade in the company's shares in accordance with the provisions of Articles L. 225-209 et seq. of the French commercial code and with European Commission Regulation 2273/2003 of 22 December 2003.

This authorisation, which replaces the one granted at the Ordinary General Meeting on 23 May 2007, is granted to the Board of Directors until renewed at a future Ordinary General Meeting and, in all circumstances, for a maximum period of eighteen (18) months from the date of this General Meeting.

The acquisition of company shares made by the Board of Directors pursuant to this authorisation may not, under any circumstances, result in the company holding more than ten per cent (10%) of its share capital. Furthermore, the number of shares purchased by the company to be held and delivered at a later date either as payment or in exchange for other securities in a merger, demerger or partial merger may not exceed five per cent (5%) of the company's share capital.

Trading in the company's shares under the share buyback programme may be effected in one or more transactions and by any method, i.e. on-exchange, over the counter or with derivatives traded on regulated markets or bilaterally (such as put and call options or any combination thereof), as permitted by the relevant market authorities and at such times as the Board of Directors or the person acting pursuant to a delegation from the Board of Directors shall determine. It should be noted that the entire buyback programme can be carried out through block trades.

The number of shares purchased may not exceed ten per cent (10%) of the total number of shares making up the company's share capital as of the date on which the said purchases occur, i.e. a maximum of 166,975,687 shares as of the present date, and the maximum number of shares held after the said purchases may not exceed ten per cent (10%) of the share capital.

The company shall be authorised to use up to three billion euros (€3 billion) to repurchase its shares during this period. Shares may not be purchased at a price greater than €35. However, such shares may be allotted as bonus shares on the terms provided for by law.

This authorisation is intended to allow the company to trade in its shares on-exchange or over the counter for any purpose authorised or to be authorised under prevailing laws or regulations. In particular, the company may use this authorisation:

- 1) to grant options to some or all company employees and/or to some or all of its officers and Directors serving as executives of the company or current and future affiliated entities or groups of entities, as defined by Article L. 225-180 of the French commercial code:
- 2) to distribute shares in the company to the employees listed in the previous paragraph under profit-sharing or company savings schemes, as well as pursuant to transactions referred to in Articles L. 225-197-1 to L. 225-197-3 of the French commercial
- 3) to hold company shares purchased for the purpose of subsequently exchanging them or using them as consideration for future acquisitions;
- 4) to cover options and other securities granting rights to the company's share capital;

- 5) to enable an investment service provider to make a market in the shares under a liquidity agreement, in compliance with the code of conduct of the French Association of Investment Firms (AFEI);
- 6) to cancel such shares, subject specifically to the approval of Resolution 29.

While the share buyback programme is in effect, the Board of Directors may effect transactions at any time, except during a public purchase or exchange offer for the company, under the authority hereby granted.

The company may also use this resolution and carry out its buyback programme in accordance with the law and regulations, including the provisions of Articles 231-1 et seq. of the General Regulation of the French securities regulator, Autorité des Marchés Financiers (AMF), during a cash tender or exchange offer initiated by the company.

The General Meeting grants full authority to the Board of Directors for the purpose of implementing this authorisation and determining the relevant procedures, including placing stock orders, signing instruments, entering into agreements, reporting to and carrying out formalities with the AMF, inter alia, and generally taking all necessary measures.

# ▶ At the Extraordinary General Meeting

#### **Eighteenth Resolution**

(Authorisation to the Board of Directors to increase share capital by issuing ordinary shares and/or other securities with immediate or future rights to equity, with pre-emptive rights)

The General Meeting, subject to the quorum and majority requirements applicable to Extraordinary General Meetings, having reviewed the report of the Board of Directors and the auditors' special report, and in accordance with the provisions of Articles L. 225-129-2, L. 225-132 et seq., L. 228-91 and L. 228-92 of the French commercial code:

1. delegates authority to the Board of Directors to carry out one or more capital increases by issuing ordinary shares in the company and/or other securities that grant immediate or future rights to ordinary shares in the company or to debt securities, which may be subscribed for in cash or by setting off claims, or by conversion, exchange, redemption or any other manner, in euros, foreign currencies or any monetary unit pegged to a basket of currencies, in France or elsewhere, with or without a premium, and with pre-emptive rights;

- 2. resolves that the nominal amount of immediate or future capital increases under the authority hereby granted shall not exceed two billion five hundred million euros (€2.5 billion) in nominal issues or the equivalent thereof, exclusive of adjustments required by law to safeguard the rights of holders of securities giving rights to shares:
- 3. further resolves that the nominal value of debt securities granting rights to share capital or rights to debt securities that may be issued pursuant to this authority shall not exceed five billion euros (€5 billion) or the equivalent thereof in foreign currencies;
- 4. resolves that shareholders may exercise their pre-emptive rights for an irreducible number of shares, as provided for by law, and that the Board may grant shareholders an additional pre-emptive right, subject to reduction, to subscribe for more securities than the said irreducible number, in proportion to their subscription rights and, in any event, up to the number they request. Should the rights issued not be fully subscribed, the Board may, at its discretion, limit the issue to securities subscribed for, provided that the legal requirements have been satisfied, allot the remaining shares as it sees fit, and/or offer them to the public;
- 5. expressly excludes shareholders' pre-emptive rights to shares issued through conversion of bonds or exercise of warrants, and notes that this resolution automatically implies that shareholders waive their pre-emptive rights to the shares to which securities issued under this delegation will grant them entitlement, in favour of the holders of said securities;
- 6. grants full powers to the Board of Directors, with the right to further delegate such powers as permitted by law, for the purpose of, but not limited to:
  - a) determining the form, nature and characteristics of securities to be issued, as well as the offering dates, expiry, procedures and other terms and conditions,
  - b) setting the issue price, amounts and date (including a retroactive date) as of which the securities to be issued will be eligible for dividend payments,
  - c) deciding on the payment method for shares and/or securities that have been or will be issued,
  - d) determining, as required, the procedures according to which the company has the right to purchase or exchange in the market any securities that have been or will be issued at any time or during specific periods,
  - e) determining, as required, the procedures to maintain the rights of holders of securities granting rights to the company's share capital, and suspending, as required, the exercise of rights attached to said securities, in accordance with legal and regulatory provisions,

- f) based solely on its decision and as it deems appropriate, allocating issue-related costs, duties and fees to the corresponding share premiums and deducting from said premiums amounts necessary to increase the legal reserve to one-tenth of the new share capital after each issue.
- g) if appropriate, listing securities to be issued on a regulated exchange,
- h) in general, taking all steps, entering into all agreements and attending to all necessary formalities in order to carry out the planned issues, formally record the resulting capital increases, and amend the articles of association accordingly,
- i) deciding, when issuing debt securities, whether or not those securities are to be subordinated, their rate of interest, their term, their fixed or variable redemption price, with or without premiums, the terms of redemption in accordance with market requirements and the terms on which such securities will entitle the holder to shares in the company or to an allocation of debt securities:
- 7. resolves that the authority hereby granted, which supersedes and replaces the unused portion of that granted by Resolution 14 of the Extraordinary General Meeting of 23 May 2007, shall be valid for a period of twenty-six (26) months from the date of this Meeting.

#### **Nineteenth Resolution**

(Authorisation to the Board of Directors to increase share capital by issuing ordinary shares and/or other securities with immediate or future rights to equity, without pre-emptive rights)

The General Meeting, subject to the quorum and majority requirements applicable to Extraordinary General Meetings, having reviewed the report of the Board of Directors and the auditors' special report, and in accordance with the provisions of L. 225-129-2, L. 225-135 et seq., L. 228-91 and L. 228-92 of the French commercial code:

- 1. delegates authority to the Board of Directors to carry out any and all issues of the securities referred to in item 1 of Resolution 18:
- 2. further resolves that:
  - a) the nominal amount of immediate or future capital increases under the authority hereby granted shall not exceed:
  - one billion euros (€1 billion) or the equivalent thereof in the event of an issue with a priority subscription period,
  - five hundred million euros (€500 million) or the equivalent thereof in the event of an issue without a priority subscription

exclusive of adjustments required by law to safeguard the rights of holders of securities with rights to shares,

- b) the nominal value of debt securities granting rights to share capital or rights to a debt interest which may be issued hereunder shall not exceed five billion euros (€5 billion) or the equivalent thereof in foreign currencies,
- c) all such issues shall not exceed the unused portion of the ceilings set out in Resolution 18; all issues completed pursuant to this resolution shall be counted against the corresponding ceiling(s);
- 3. resolves to exclude the shareholders' pre-emptive rights to the securities to be issued, as permitted by law, with the understanding that the Board of Directors may grant the shareholders a priority right to subscribe for some or all of the shares issued or, if applicable, for excess shares, in proportion to the shares they hold, subject to such time limits and terms and conditions as it may decide, in accordance with legal and regulatory provisions; this priority right shall not result in the creation of negotiable rights;
- 4. resolves that, if the entire issue has not been subscribed for, the Board of Directors shall be entitled to do one or both of the following, in the order it shall choose:
  - a) limit the issue to the amount of subscriptions, provided that the legal conditions are satisfied, or
  - b) distribute all or some of the shares not subscribed for as it deems fit;
- 5. expressly excludes shareholders' pre-emptive rights to shares issued through conversion of bonds or exercise of warrants, and notes that this resolution automatically implies that shareholders waive their pre-emptive rights to the shares to which securities issued under this delegation will grant them entitlement, in favour of the holders of said securities:
- 6. resolves that, in the event of an immediate or future issue of shares for cash, the proceeds received or to be received by the company for each share issued under the authority hereby granted shall be at least equal to the minimum legal offering price at the time the authority is used, adjusted, if necessary, to take into account differences in effective dates; proceeds from the sale of warrants shall be included in this calculation;
- 7. grants authority to the Board of Directors, within the limits of the aggregate capital increase referred to in (2) above, to increase share capital by issuing securities granting rights to share capital or shares in exchange for the in-kind contribution of securities tendered pursuant to a public exchange offer or a cash-and-shares offer (by way of a main, secondary or alternative offer) made by the company for the shares of another publicly traded company, subject to the terms, conditions and restrictions of Article L. 225-148 of the French commercial code, and for that purpose shall have full authority (i) to draw up the list and number of securities to be tendered in the exchange, (ii) to determine issue terms and conditions, the exchange ratio and, if applicable, any cash payment for partial shares, and (iii) to establish issuing procedures;

- 8. grants full powers to the Board of Directors, with the right to further delegate such powers as permitted by law, to decide on all the measures provided for in item 6 of Resolution 18 and to determine, as required, the procedures to maintain the rights of holders of securities granting rights to the company's share capital, and suspending the exercise of rights attached to said securities for a maximum of three (3) months;
- 9. resolves that the authority hereby granted, which supersedes and replaces the unused portion of that granted by Resolution 15 of the Extraordinary General Meeting of 23 May 2007, shall be valid for a period of twenty-six (26) months from the date of this Meetina.

#### Twentieth Resolution

(Authorisation to the Board of Directors to increase the number of securities to be issued in the event of a capital increase with or without pre-emptive rights)

The General Meeting, subject to the quorum and majority requirements applicable to Extraordinary General Meetings, and in accordance with the provisions of Article L. 225-135-1 of the French commercial code:

- 1. grants the Board of Directors, if it sees that a capital increase is over-subscribed, the option of increasing the amount of securities by up to fifteen per cent (15%) of the initial issue, with or without pre-emptive rights, and to be issued on each occasion pursuant to Resolutions 18, 19, 24, 25 and 26 of this Extraordinary General Meeting within thirty (30) days of the subscription closing, and at the same price set for the initial issue;
- 2. resolves that the maximum amount of capital increases, with or without pre-emptive rights, which may be effected pursuant to this authorisation, excluding the capital increases authorised under Resolutions 24, 25 and 26, shall fall within the total limits on capital increases set in Resolutions 18 and 19 of this Extraordinary General Meeting;
- 3. notes that the Board of Directors has full powers to use this authority under Resolutions 18, 19, 24, 25 and 26 of this Extraordinary General Meeting;
- 4. resolves that the authorisation hereby granted, which supersedes and replaces the unused portion of that granted by Resolution 16 of the Extraordinary General Meeting of 23 May 2007, shall be valid for a period of twenty-six (26) months from the date of this Meeting.

#### **Twenty-first Resolution**

(Authorisation to the Board of Directors to issue equity and securities which grant rights to the share capital as consideration for in-kind contributions to the company and consisting of equity or securities granting rights to the share capital, in situations other than public exchange offers)

The General Meeting, subject to the quorum and majority requirements applicable to Extraordinary General Meetings, having reviewed the report of the Board of Directors, and in accordance with the provisions of Article L. 225-147 of the French commercial

- 1. grants the Board of Directors the necessary powers to carry out a capital increase, in one or more transactions, without preemptive rights, of up to ten per cent (10%) of its share capital as consideration for in-kind contributions to the company and consisting of equity or securities granting rights to the share capital, where the provisions of Article L. 225-148 of the French commercial code do not apply:
- 2. grants full powers to the Board of Directors, with the right to further delegate such powers as permitted by law, for the purpose of, among other things, approving the valuation of the contribution and deciding the amounts to be issued, setting the date (including a retroactive date) of first entitlement to dividends for the securities to be issued, determining the mechanisms that would make it possible, if need be, to maintain the right of holders of securities granting access to the share capital, recording officially the completion of the associated capital increase, listing the securities to be issued, charging issue-related costs, duties and fees to the share premium based solely on its decision and as it deems appropriate, and deducting from said premiums amounts necessary to increase the legal reserve to one-tenth of the new share capital after each issue, and amending the articles of association accordingly;
- 3. resolves that the maximum amount of capital increases which may be effected under this authorisation shall fall within the total limits on such increases provided for in Resolutions 18 and 19 of this Extraordinary General Meeting;
- 4. resolves that the authorisation hereby granted, which supersedes and replaces the unused portion of that granted by Resolution 17 of the Extraordinary General Meeting of 23 May 2007, shall be valid for a period of twenty-six (26) months from the date of this Meetina.

#### **Twenty-second Resolution**

(Authorisation to the Board of Directors to determine the issue price of ordinary shares or any securities granting rights to the share capital, where the pre-emptive right is waived, up to an annual limit of five per cent (5%) of the share capital)

The General Meeting, subject to the quorum and majority requirements applicable to Extraordinary General Meetings, having reviewed the report of the Board of Directors and the auditors' special report, and in accordance with the provisions of Article L. 225-136 of the French commercial code, authorises the Board of Directors to determine the issue price of ordinary shares or any securities granting rights to the share capital, where the preemptive right is waived, up to an annual limit of five per cent (5%) of the share capital. Such price shall be no less than the weighted average price of the three trading sessions immediately prior to determination of that price, less any possible discount of up to a maximum of ten per cent (10%).

#### **Twenty-third Resolution**

(Authorisation to the Board of Directors to increase share capital by incorporating reserves, profits, share premiums or other items)

The General Meeting, subject to the quorum and majority requirements applicable to Ordinary General Meetings, after having familiarised itself with the report of the Board of Directors, and in accordance with the provisions of Articles L. 225-129-2, L. 225-130 and L. 228-92 of the French commercial code:

- 1. authorises the Board of Directors to carry out one or more capital increases, in such proportions and at such times as the Board may deem appropriate, by incorporating share premiums, reserves, profits or other items as permitted by law or the articles of association, by distributing bonus shares or by increasing the nominal value of shares outstanding, or both;
- 2. resolves that the nominal amount of the capital increases that may be effected hereunder, including the amount required in accordance with the law to safeguard the rights of holders of securities with rights to shares, shall not exceed three billion euros (€3 billion) and shall not be subject to the aggregate ceiling set in Resolutions 18 and 19 of this General Meeting;
- 3. grants full powers to the Board of Directors, with the right to further delegate such powers as permitted by law, in the event that use is made of the authority hereby granted, for the purpose of, but not limited to:
  - a) determining the amount and the type of monies to be incorporated in the share capital, determining the number of new shares to be issued or the amount by which the nominal value of current shares will be increased, setting the date (including a retroactive date) from which the new shares will be entitled to dividends or from which the increase in nominal value will be effective,

- b) deciding, in the event of a bonus share distribution, that fractional rights shall not be negotiable and the corresponding shares shall be sold, the proceeds from such sales being allotted to the holders of rights no later than thirty (30) days after the whole number of shares allotted to them is recorded in their account,
- c) making any adjustments required by law or regulations,
- d) formally recording each capital increase and amending the articles of association accordingly,
- e) taking all measures required and entering into any agreement necessary for the performance of the planned transactions and, in general, taking all necessary measures and completing all formalities necessary to finalise the capital increase or increases effected under the authority hereby granted;
- 4. resolves that the authority hereby granted, which supersedes and replaces the unused portion of that granted by Resolution 19 of the Extraordinary General Meeting of 23 May 2007, shall be valid for a period of twenty-six (26) months from the date of this Meeting.

#### **Twenty-fourth Resolution**

(Authorisation to the Board of Directors to effect capital increases reserved for Crédit Agricole employees enrolled in a company savings scheme)

The General Meeting, subject to the quorum and majority requirements applicable to Extraordinary General Meetings, having reviewed the report of the Board of Directors and the auditors' special report:

- 1. authorises the Board of Directors to issue shares, pursuant to the provisions of Articles L. 225-129-6 and L. 225-138-1 of the French commercial code and Articles L. 443-1 et seg. of the French labour code, in one or more transactions and at its discretion, at times and in the manner it shall decide, for offering to employees enrolled (hereafter "the Beneficiaries") in the company savings scheme of one of the Crédit Agricole Group entities, consisting of the company and the entities or groups of entities consolidated by the company (including the companies consolidated by Crédit Agricole S.A. no later than the day before the starting date of the offering period or the starting date of the reservation, if any), Crédit Agricole Regional Banks and their subsidiaries, as well as entities or groups of entities controlled by the company and/or by Crédit Agricole Regional Banks within the meaning of Article L. 444-3 of the French labour code:
- 2. resolves to waive, in favour of the Beneficiaries, shareholders' pre-emptive rights to the shares that may be issued pursuant to this authorisation and as regards the shares that may be allotted free of charge to the Beneficiaries in lieu of the discount;

- 3. resolves that the nominal value of shares issued under the authority hereby granted shall not exceed one hundred and fifty million euros (€150 million), and that their value shall not be included in the capital increases resulting from preceding resolutions:
- 4. resolves that the subscription price of Crédit Agricole S.A. shares shall not exceed the average of the prices quoted on Euronext Paris for the twenty (20) trading days immediately preceding the decision by the Board of Directors or by the Chief Executive Officer (or, subject to the Chief Executive Officer's consent, by one or more Deputy Chief Executive Officers) setting the start of the offering period, nor be more than twenty per cent (20%) below that average. When making use of the authority hereby granted, the Board of Directors may adjust the discount on a case-bycase basis in order to comply with law and regulations, including tax-related, accounting or social security restrictions in effect in any country where Crédit Agricole Group companies or groups of entities taking part in the capital increase are located;
- 5. authorises the Board of Directors to allot existing or new shares, or any other existing or new securities with rights to the share capital, free of charge to subscribers, in lieu of all or part of the share price discount referred to in paragraph 4 of this resolution, pursuant to the terms and limits set in Article L. 443-5 §4 of the French labour code;
- 6. resolves that the authority hereby granted shall be valid for a period of twenty-six (26) months from the date of this Meeting and that it supersedes and replaces Resolution 20 adopted by the Extraordinary General Meeting of 23 May 2007, except insofar as capital increases already decided by the Board of Directors and not yet effected are concerned.

The General Meeting grants full powers to the Board of Directors, with the right to further delegate such powers as permitted by law, for the purpose of setting the terms and conditions of capital increases carried out under the authority hereby granted, including, but not limited to:

- a) setting the criteria that Crédit Agricole affiliates shall meet in order for Beneficiaries to be entitled to subscribe for shares issued pursuant to the capital increases under the authority hereby granted,
- b) setting the conditions which Beneficiaries entitled to subscribe for new shares must satisfy, including whether shares may be subscribed for directly by Beneficiaries of a company savings scheme, or through a company investment fund (FCPE fonds commun de placement d'entreprise) or another qualified entity under applicable laws and regulations,
- c) determining the characteristics, terms, amount and conditions of share issues carried out under the authority hereby granted, including, for each issue, deciding the number of shares to be issued, the offering price and the rules applicable if the issue is over-subscribed,

- d) setting the dates on which offering periods start and expire, subscription terms and procedures, the pre-subscription reservation period, payment and delivery procedures, as well as the date from which new shares will earn dividends,
- e) choosing to totally or partially replace the share price discount with an allotment of bonus shares or other securities with rights to the share capital, pursuant to the terms and limits set in Article L. 443-5 of the French labour code,
- f) recording or arranging for the recording of the increase or increases in capital corresponding to the number of shares subscribed for,
- g) charging the cost of capital increases against the corresponding share premiums and deducting from such proceeds the sums necessary to bring the legal reserve to one-tenth of share capital after each increase,
- h) amending the articles of association accordingly, and
- i) generally taking any action and decision required to ensure that the capital increase(s) are duly completed and signing all documents and agreements and attending to all formalities necessary and subsequent to the aforementioned capital increase(s).

#### Twenty-fifth Resolution

(Authorisation to the Board of Directors to effect capital increases reserved for the Crédit Agricole International Employees company)

The General Meeting, subject to the quorum and majority requirements applicable to Extraordinary General Meetings, having reviewed the report of the Board of Directors and the auditors' special report:

1. takes note of the fact that (i) the employees of Crédit Agricole Group entities (as defined hereafter) with registered offices located in countries where legal or tax restrictions make it difficult to set up employee shareholding schemes through a company investment fund (FCPE), and (ii) the employees of Crédit Agricole Group entities residing in those countries who are enrolled in a company savings scheme of one of the Crédit Agricole Group entities shall be hereafter referred to as "Foreign Employees"; for the purpose of this resolution, the term "Crédit Agricole Group" shall mean Crédit Agricole S.A., the entities or groups of entities consolidated by the company (including the companies consolidated by Crédit Agricole S.A. no later than the day before the starting date of the offering period or the starting date of the reservation period, if any), Crédit Agricole Regional Banks and their subsidiaries, as well as entities or groups of entities controlled by the company and/or by Crédit Agricole Regional Banks within the meaning of Article L. 444-3 of the French labour code;

- 2. resolves, pursuant to the provisions of Article L. 225-138 of the French commercial code, to increase the share capital of the company, in one or more transactions, by issuing new shares for offering to Crédit Agricole International Employees, a French limited-liability company with a share capital of €40,000. having its registered office at 9 Quai du Président Paul Doumer, 92400 Courbevoie, registered with the Nanterre Trade and Company Registry, under number 422 549 022, hereinafter the "Beneficiary", and grants full authority to the Board of Directors for the purpose of setting the date, amount and terms of such issues as set forth below;
- 3. resolves to exclude shareholders' pre-emptive rights to subscribe for shares issued under the authority hereby granted, in favour of the Beneficiary;
- 4. resolves that the offering price of the new shares subscribed for by the Beneficiary pursuant to the authority hereby granted shall under all circumstances be identical to the price at which shares are offered to other Beneficiaries of the Group pursuant to the authority granted by Resolution 24, and shall not be more than twenty per cent (20%) below the average trading price of Crédit Agricole S.A. shares on Euronext Paris over the twenty (20) trading days immediately preceding the decision by the Board of Directors or by the Chief Executive Officer (or, subject to the Chief Executive Officer's consent, by one or more Deputy Chief Executive Officers) setting the starting date of the offering period:
- 5. resolves that the authority hereby granted shall be valid for a period of eighteen (18) months from the date of this Meeting and that it supersedes and replaces the authority granted by Resolution 21 of the Extraordinary General Meeting of 23 May 2007, except as regards capital increases already decided by the Board of Directors and not yet effected;
- 6. resolves that the nominal value of shares issued under the authority hereby granted shall not exceed forty million euros (€40

The General Meeting grants full powers to the Board of Directors, with the right to further delegate such powers as permitted by law, for the purpose of setting the terms and conditions of capital increase(s) carried out under the authority hereby granted, including, but not limited to:

- a) deciding the maximum number of shares to be issued, within the limits set by this resolution, and recording the final amount of each capital increase,
- b) setting the dates and all other terms and conditions of such capital increases, including the minimum number of shares to be allotted to subscribers,
- c) charging the cost of capital increases against the corresponding share premiums and deducting from such proceeds the sums necessary to bring the legal reserve to one-tenth of share capital after each increase, and

d) generally entering into all agreements, taking all measures and attending to all formalities required for the issuance and record-keeping for the shares issued under the authority hereby granted, or by the exercise of rights attached to the said shares, recording the increase in share capital resulting from an issue under the authority hereby granted and amending the company's articles of association accordingly.

#### **Twenty-sixth Resolution**

(Authorisation to the Board of Directors to effect capital increases reserved for Crédit Agricole employees enrolled in a Group savings scheme in the United States)

The General Meeting, subject to the quorum and majority requirements applicable to Extraordinary General Meetings, having reviewed the report of the Board of Directors and the auditors' special report, and in accordance with the provisions of the French commercial code, especially Article L. 225-138-1, as well as Articles L. 443-1 et seq. of the French labour code:

- 1. authorises the Board of Directors to increase share capital in one or more transactions, by issuing shares for cash;
- 2. resolves that all new shares shall be offered to employees of certain Crédit Agricole Group entities (as defined in Resolutions 24 and 25) operating in the United States, whose employment contracts are governed by US laws or who are US residents, provided that such employees are enrolled in a company savings scheme at one of the Crédit Agricole Group entities (hereafter the "US Employees");
- 3. resolves that the authority hereby granted shall be valid for a period of twenty-six (26) months as from the date of this Meeting and that it supersedes and replaces the authority granted by Resolution 22 of the Extraordinary General Meeting of 23 May 2007, except as regards capital increases already decided by the Board of Directors and not yet effected;
- 4. resolves that the nominal value of shares issued under the authority hereby granted shall not exceed forty million euros (€40 million);
- 5. resolves that the offering price of newly-issued shares shall be equal to the higher of (i) eighty-five per cent (85%) of the average opening price of Crédit Agricole S.A. shares on Euronext Paris over the twenty (20) trading days immediately preceding the decision by the Board of Directors or by the Chief Executive Officer (or, subject to the Chief Executive Officer's consent, by one or more Deputy Chief Executive Officers) setting the starting date of the offering period for US Employees and (ii) eighty-five per cent (85%) of the trading price of Crédit Agricole S.A. shares on the above market on the date of the decision by the Board of Directors or by the Chief Executive Officer (or, subject to the Chief Executive Officer's consent, by one or more Deputy Chief Executive Officers) setting the starting date of the offering period for US Employees, provided that this amount does not exceed a

hundred per cent (100%) of the average opening price of Crédit Agricole S.A. shares on Euronext Paris over the twenty (20) trading days immediately preceding the decision by the Board of Directors or by the Chief Executive Officer (or, subject to the Chief Executive Officer's consent, by one or more Deputy Chief Executive Officers) setting the starting date of the offering period for US Employees:

- 6. authorises the Board of Directors to allot existing or new shares, or any other existing or new securities with rights to the share capital, free of charge, in lieu of all or part of the share price discount referred to above, pursuant to the terms and limits set in Article L. 443-5 §4 of the French labour code;
- 7. resolves to waive, in favour of the US Employees, shareholders' pre-emptive rights to the shares that may be issued pursuant to this authorisation and as regards the shares that may be allotted free of charge to the Beneficiaries in lieu of the discount.

The General Meeting grants full powers to the Board of Directors, with the right to further delegate such powers as permitted by law, for the purpose of setting the terms and conditions of the capital increases carried out under the authority hereby granted, including, but not limited to:

- a) deciding the maximum number of shares to be issued, within the limits set by this resolution, as well as deciding, in respect of each issue, whether the shares are to be subscribed for directly by US Employees or through an investment fund (fonds commun de placement),
- b) setting the date and the terms and conditions of issues under the authority hereby granted, as well as the allotment rules in the event of over-subscription, including setting the price of shares, the date from which they shall earn dividends and, if applicable, the maximum number of shares per issue for which each employee may subscribe,
- c) choosing to totally or partially replace the share price discount with an allotment of bonus shares or other securities with rights to the share capital, pursuant to the terms and limits set in Article L. 443-5 of the French labour code,
- d) recording the increases in capital corresponding to the number of shares effectively subscribed for,
- e) carrying out, either directly or through an assigned agent, all transactions and formalities,
- f) amending the articles of association following each increase in share capital,
- g) charging the cost of capital increases against the corresponding share premiums and deducting from such proceeds the sums necessary to bring the legal reserve to one-tenth of share capital after each increase, and
- h) in general, taking all necessary measures.

#### Twenty-seventh Resolution

(Authorisation to the Board of Directors to grant stock options for company shares)

The General Meeting, subject to the quorum and majority requirements applicable to Extraordinary General Meetings, having reviewed the report of the Board of Directors and the auditors' special report:

- 1. authorises the Board of Directors, pursuant to the provisions of Articles L. 225-129-1, L. 225-177 to L. 225-185 and L. 225-208 to L. 225-209 of the French commercial code, to grant one or more allotments to some or all of the employees and/ or officers of the company and the affiliated companies and groups, as defined by the provisions of Article L. 225-180 of the French commercial code, of options to subscribe new shares issued through a capital increase, or to purchase shares that the company has acquired pursuant to the requirements set by law;
- 2. resolves that the shares allotted pursuant to this authorisation may not represent more than 2% of the existing share capital as of the date of this Meeting, or 33,395,137 shares, up to the total limits set in Resolutions 18 and 19 of this Extraordinary General Meeting:
- 3. resolves that, in the event of a capital increase by incorporating reserves and allotting bonus shares, or in the event of a stock split or reverse stock split, the number of shares referred to in point 2 above shall be adjusted mathematically for the resulting variation in the total number of shares;
- 4. resolves that the subscription or purchase price of the shares shall be set pursuant to the provisions of Articles L. 225-177 et seq. of the French commercial code, with the stipulation that the Board of Directors may not apply any discount;
- 5. resolves that if, during the option exercise period, the company carries out any of the transactions governed by Article L. 225-181 of the French commercial code, the Board of Directors shall adjust the number and price of shares available for subscription or purchase with the options in accordance with regulatory procedures; in this case, the Board of Directors may temporarily suspend the right to exercise the options while the transaction is under way, if it deems it necessary;
- 6. resolves that the option exercise period may not exceed 7 years as from the date they are granted by the Board of Directors and grants the Board of Directors full authority to set a shorter deadline;
- 7. resolves that such authority implies that shareholders explicitly waive their pre-emptive rights to the shares issued when exercising options to subscribe shares;

- 8. delegates full powers to the Board of Directors with the right to further delegate such powers as permitted by law and within the limits stipulated above, to:
  - a) set the dates on which options are granted, set the dates of each allotment and the requirements for granting options, draw up the list of option grantees, determine the nature of the options, set the number of securities for which subscription or purchase options are granted, set the requirements for exercising options and the possible exercise periods, subject to the maximum period stipulated in this resolution,
  - b) set the requirements for any adjustments to the price and number of shares to be acquired by the Beneficiaries,
  - c) repurchase company shares, if needed, before granting share purchase options and informing the Ordinary General Meeting of transactions carried out under the terms of this authorisation each year,
  - d) attend to all formalities relating to capital increases that may be effected under the authority hereby granted, amend articles of association accordingly and, in general, take all necessary measures;
- 9. resolves that the authority hereby granted, which supersedes and replaces the unused portion of that granted by Resolution 20 of the Combined General Meeting of 17 May 2006, shall be valid for a period of thirty-eight (38) months from the date of this Meeting.

#### **Twenty-eighth Resolution**

(Authorisation to the Board of Directors to allot existing or new shares free of charge)

The General Meeting, subject to the quorum and majority requirements applicable to Extraordinary General Meetings, having reviewed the report of the Board of Directors and the auditors' special report, and pursuant to the provisions of Articles L. 225-197-1 et seq. of the French commercial code:

- 1. authorises the Board of Directors to allot existing or new shares free of charge in one or more transactions to company employees or one or more categories of company employees and/or to the company officers stipulated in Article L. 225-197-1 II of the French commercial code, and to the employees and company officers of affiliated companies and groups pursuant to the requirements of Article L. 225-197-2 of the French commercial code;
- 2. resolves that the shares allotted pursuant to this authorisation may not represent more than 1% of the existing share capital as of the date of allotment by the Board of Directors, up to the total limits set in Resolutions 18 and 19 of this Extraordinary General Meetina.

The General Meeting authorises the Board of Directors, instead or additionally, and within the limits stipulated in the preceding paragraph, to:

1. allot the shares repurchased by the company pursuant to the requirements of Articles L. 225-208 and L. 225-209 of the French commercial code; and/or

2. allot new shares by means of a capital increase, in which case, the authorisation granted by the General Meeting shall automatically imply that shareholders waive their pre-emptive subscription rights and that the Board increases the share capital by the maximum nominal amount corresponding to the number of shares finally allotted.

The General Meeting resolves that:

- 1. the minimum acquisition period for any or all of the shares allotted by the Board of Directors shall be either two (2) years, with the right for the Board of Directors to set longer acquisition periods, or four (4) years, with the stipulation that the rights resulting from the allotment of shares free of charge remain non-transferable until the end of said period, pursuant to the provisions of Article L. 225-197-3 of the French commercial code; however, in the event of the recipient's death or incapacity and in compliance with the requirements set by law, the final allotment of the shares may take place before the end of the acquisition period;
- 2. the minimum holding period for the shares allotted shall be two (2) years, except for shares where the minimum acquisition period was four (4) years and where the minimum holding requirement could be eliminated, with the shares being fully transferable as from their final allotment, in accordance with the provisions of Article L. 225-197-1 §7 of the French commercial code.

The General Meeting grants the Board of Directors full powers, with the right to further delegate such powers as permitted by law, to implement this authorisation, within the limits set out above, to:

- 1. identify the recipients of the allotments, and the category or categories of recipients of allotments of shares, with the stipulation that no shares may be allotted to employees and/or company officers that individually hold more than 10% of the share capital and that the allotment of shares free of charge may not result in said persons holding more than 10% of the share
- 2. allot the shares in one or more transactions as and when it sees
- 3. determine whether the shares allotted free of charge shall be new or existing shares;
- 4. set any requirements and criteria for allotting shares, such as seniority requirements, requirements relating to maintaining a contract of employment, or an executive position, during the acquisition period, and any other financial requirement or individual or collective performance requirement;
- 5. determine the final acquisition period and holding period, subject to the limits set out above;
- 6. determine any holding procedures for shares during the holding period:
- 7. set aside a reserve allocated to the recipients' rights that is equal to the total nominal value of the shares to be issued by means of a capital increase by taking the sums necessary from any reserves, profits or premiums available to the company;

- 8. take the necessary sums from the said reserve to pay up the nominal value of the new shares for the recipients and increase the share capital accordingly by the nominal amount of the shares allotted free of charge;
- 9. in the event of a capital increase, amend the articles of association accordingly and attend to any necessary formalities;
- 10. in the event of financial transactions governed by the provisions of Article L. 228-99 §1 of the French commercial code, implement any measures during the acquisition period to safeguard and adjust the rights of the recipients of shares, in accordance with the procedures and requirements of said article.

The General Meeting resolves that this authorisation shall be valid for a period of thirty-eight (38) months from the date of this Meeting.

#### **Twenty-ninth Resolution**

(Authorisation to the Board of Directors to reduce share capital by retiring shares)

The General Meeting, subject to the quorum and majority requirements applicable to Extraordinary General Meetings, having reviewed the report of the Board of Directors and the auditors' special report, and in accordance with Article L. 225-209 of the French commercial code, authorises the Board of Directors to:

1. retire, in one or more transactions and at its sole discretion, some or all of the shares purchased by the company under the authority

- granted to it by Resolution 17 or any subsequent authorisations to repurchase its own shares, up to a limit of ten per cent (10%) of the share capital in any twenty-four (24) month period, as from this General Meeting;
- 2. correspondingly reduce the share capital by charging the difference between the redemption value of the retired shares and the nominal value to share premiums and available reserves, as it deems fit.

Effective from this day, the authority hereby granted supersedes and replaces that granted by Resolution 23 of the Extraordinary General Meeting of 23 May 2007, and is granted for a period of twenty-four (24) months to the Board of Directors, which may further delegate such authority, for the purpose of carrying out all measures, formalities or registrations required to cancel shares, finalise capital reductions, record such reductions, amend the articles of association accordingly and, in general, take all necessary measures.

#### Thirtieth Resolution

(Formalities, grant of powers)

The General Meeting hereby grants full powers to the bearer of an original, copy or excerpt of the minutes of this combined ordinary and/or Extraordinary General Meeting to complete any legal filing or publication formalities relating to or resulting from the decisions taken in the aforementioned resolutions and/or any additional resolutions.

Persons responsible for the registration document

Persons responsible for the registration document

Mr. Georges Pauget, Chief Executive Officer, Crédit Agricole S.A.

# >> RESPONSIBILITY STATEMENT

I hereby certify that, to my knowledge and after all due diligence, the information contained in this registration document is true and accurate and contains no omissions likely to affect the import thereof.

I hereby certify that, to my knowledge, the financial statements have been prepared in accordance with the applicable accounting standards and give a true and fair view of the financial position and results of the companies and entities included in the consolidated group, and that the management report appearing on page 69 provides a true and fair view of the business trends, results and financial condition of the Company data and all entities included in the consolidated group, together with a description of the main risks and uncertainties that they face.

I have obtained a letter from the statutory auditors, PricewaterhouseCoopers Audit and Ernst & Young et Autres, upon completion of their work, in which they state that they have verified the information relating to the financial situation and financial statements provided in this registration document and read the document as a whole.

The statutory auditors have issued reports on the historical financial information provided in this document:

- for the year ended 31 December 2005, they had no observations to make with respect to the report on the consolidated financial statements of Crédit Agricole S.A.;
- for the year ended 13 December 2006, they had no observations to make with respect to the report on the consolidated financial statements of Crédit Agricole S.A. and one observation in the report on the parent company financial statements of Crédit Agricole S.A.;
- for the year ended 31 December 2007, appearing on pages 274 and 321 of this registration document, which contains one observation.

Executed in Paris on 20 March 2008

The Chief Executive Officer of Crédit Agricole S.A.

Georges Pauget

Persons responsible for the registration document

# STATUTORY AUDITORS

# Statutory Auditors

#### **Ernst & Young et Autres**

Represented by Valérie Meeus

41. rue Ybrv

92576 Neuilly-sur-Seine Cedex

Statutory auditors, Member, Compagnie Régionale des Commissaires aux Comptes de Versailles

#### PricewaterhouseCoopers Audit

Represented by Gérard Hautefeuille

63, rue de Villiers 92200 Neuilly-sur-Seine

Statutory auditors, Member, Compagnie Régionale des Commissaires aux Comptes de Versailles

#### Alternate Auditors

#### Picarle et Associés

Represented by Denis Picarle

11, allée de l'Arche 92400 Courbevoie

Statutory auditors, Member, Compagnie Régionale des Commissaires aux Comptes de Versailles

#### Pierre Coll

63, rue de Villiers 92200 Neuilly-sur-Seine

Statutory auditors, Member, Compagnie Régionale des Commissaires aux Comptes de Versailles

Barbier, Frinault et Autres was appointed Statutory Auditor at the Ordinary General Meeting of 31 May 1994 for a term of six years, which was renewed for six years at the Ordinary General Meeting of 25 May 2000. This term of office was renewed for a further six years at the Combined General Meeting of 17 May 2006.

The company, represented by Valérie Meeus, has been a member of the Ernst & Young network since 5 September 2002.

It adopted the name 'Ernst & Young et Autres' on 1 July 2006.

Alain Grosmann was appointed Alternate Auditor at the Ordinary General Meeting of 31 May 1994 for a term of six years, which was renewed for six years at the Ordinary General Meeting of 25 May 2000. His term of office expired at the end of the Combined General Meeting of 17 May 2006.

Picarle et Associés was appointed Alternate Auditor for Ernst & Young et Autres for a term of six years at the Combined General Meeting of 17 May 2006.

PricewaterhouseCoopers Audit was appointed Statutory Auditor at the Ordinary General Meeting 19 May 2004. This term of office was renewed for a further six years at the Combined General Meeting of 17 May 2006.

PricewaterhouseCoopers Audit, represented by Gérard Hautefeuille, belongs to the PricewaterhouseCoopers network.

Pierre Coll was appointed Alternate Auditor PricewaterhouseCoopers Audit at the Ordinary General Meeting 19 May 2004. This term of office was renewed for a further six years at the Combined General Meeting of 17 May 2006.

**Cross-reference table** 

# **Cross-reference table**

The following table indicates the page references corresponding to the main information headings required by regulation EC 809/2004 (annex I), enacting the terms of the "Prospectus" Directive.

Headings required by regulation EC 809/2004	Page number
1. Persons responsible	36
2. Statutory Auditors	362
3. Selected financial information	
3.1. Historical financial information	8 to 10 – 12
3.2. Interim financial information	N.A
4. Risk factors	106 to 135 – 184 to 185 – 211 to 224 · 238 to 239 – 244 to 245
5. Information about the issuer	
5.1. History and development of the issuer	4 to 7 – 52 – 54 to 55 – 324 to 325
5.2. Investments	70 to 71 – 94 to 96 – 198 to 204 – 258 – 332 to 333
6. Business overview	
6.1. Principal activities	56 to 67 – 94 to 96 – 334
6.2. Principal markets	58 to 67 – 229 to 23
6.3. Exceptional factors	N.A
6.4. Extent to which issuer is dependent on patents or licences, industrial, commercial or financial contracts	13
6.5. Basis for any statements made by the issuer regarding its competitive position	N.
7. Organisational structure	
7.1. Brief description of the Group and the issuer's position within the Group	5
7.2. List of significant subsidiaries	170 to 171 – 259 to 27
8. Property, plant and equipment	
8.1. Information regarding any existing or planned material property, plant and equipment	227 – 242 to 24
8.2. Description of any environmental issues that may affect the issuer's utilisation of property, plant and equipment	154 to 16
9. Operating and financial review	70 to 9
9.1. Financial condition	174 to 179 – 276 to 27
9.2. Operating income	174 – 27
10. Capital resources	
10.1. Information concerning the issuer's capital resources	92 – 99 – 177 to 178 – 246 to 248 – 31
10.2. Explanation of the sources and amounts of the issuer's cash flows	178 to 179
10.3. Information on borrowing requirements and funding structure	124 to 126 – 220 to 22
10.4. Information regarding any restrictions on the use of capital resources that have materially affected, or could materially affect, the issuer's operations	N.A
10.5. Information regarding the anticipated sources of funds needed to fulfil commitments	332 to 33
11. Research and development, patents and licences	N.A
12. Trend information	6 – 93 to 96 – 33
13. Profit forecasts or estimates	N.A
14. Administrative, management and supervisory bodies and senior management	
14.1. Information about the members of the administrative, management and supervisory bodies and senior management	38 to 4
14.2. Administrative, management and supervisory bodies and senior management conflicts of interests	4

#### **Cross-reference table**

Headings required by regulation EC 809/2004	Page numbe
15. Remuneration and benefits	
15.1. Amount of remuneration paid and benefits in kind	21 to 25 – 35 to 37 – 253 to 25
15.2. Total amounts set aside or accrued to provide pension, retirement or similar benefits	23 to 25 – 36 to 37 – 188 to 189 – 196 – 244 to 245 - 249 to 254 – 289 to 29
16. Board practices	
16.1. Date of expiration of current term of office	38 to 4
16.2. Information about members of the administrative, management or supervisory bodies' service contracts with the issuer or any of its subsidiaries	4
16.3. Information about the issuer's audit committee and remuneration committee	20 to 2
16.4. A statement as to whether or not the issuer complies with the corporate government regime in its country of incorporation	16 to 34 – 4
17. Employees	
17.1. Number of employees and breakdown by main category of activity and geographic location	9 – 137 to 141 – 148 to 153 – 24
17.2. Shareholdings and stock options	36 to 48 – 251 to 253 – 29
17.3. Arrangements for involving the employees in the issuer's capital	99 to 102 – 246 – 251 to 253 – 29
18. Major shareholders	
18.1. Shareholders owning more than 5% of the share capital or voting rights	10 - 100 - 246 - 34
18.2. Whether the issuer's major shareholders have different voting rights	10 - 100 - 103 to 104 - 246 - 326 - 343 to 34
18.3. Control over the issuer	17 - 47 - 53 - 173 - 34
18.4. Description of any arrangements, known to the issuer, the operation of which may at a subsequent date result in a change in control of the issuer	34
19. Related party transactions	169 to 173 – 346 to 34
20. Financial information concerning the issuer's assets and liabilities, financial positions and profits and losses	
20.1. Historical financial information*	168 to 32
20.2. Pro forma financial information	N.
20.3. Financial statements	168 to 273 – 276 to 32
20.4. Auditing of historical annual financial statements	274 to 275 – 321 to 32
20.5. Age of latest financial information	167 – 33
20.6. Interim financial information	N.
20.7. Dividend policy	10 to 13 – 98 – 247 to 248 – 342 – 34
20.8. Legal and arbitration proceedings	47 – 134 to 135 – 244 to 245 – 33
20.9. Significant change in the issuer's financial or commercial position	33
21. Additional information	
21.1. Share capital	10 – 99 to 102 – 246 – 324 – 32
21.2. Memorandum and articles of association	324 to 33
22. Material contracts	173 – 334 – 346 to 3
23. Third party information and statement by experts and declarations of any interests	N.
24. Documents on display	33
25. Information on holdings	205 – 207 – 259 to 273 – 295 to 3

N.A.: Not applicable

- \* In accordance with article 28 of regulation EC 809/2004 and article 212-11 of the AMF's General Regulations, the following are incorporated by reference:
  - the consolidated financial statements for the year ended 31 December 2005, the Statutory Auditors' Report on the consolidated financial statements for the year ended 31 December 2005 and the Group's Management report appearing on pages 118 to 215, 216 to 217 and 61 to 116 of the Crédit Agricole S.A. 2005 registration document registered by the AMF on 30 March 2006 under number D.06-0188;
  - the consolidated financial statements for the year ended 31 December 2006, the Statutory Auditors' Report on the consolidated financial statements for the year ended 31 December 2006 and the Group's Management report appearing on pages 133 to 237, 238 to 283, and 65 to 131 of the Crédit Agricole S.A. registration document registered by the AMF on 22 March 2007 under number D.07-0214.

The sections of the registration documents D.06-0188 and D.07-0214 not referred to above are either not applicable to investors or are covered in another part of this registration document.

This document was created using environmentally-friendly methods designed to minimise paper use. It is printed on PEFC-certified paper sourced from sustainably managed forests. The printer is an Imprim'Vert certified company. It recycles and processes all printing waste. This document is recyclable.



Crédit Agricole S.A.

A French limited company with a share capital of € 5,009,270,616

Paris Trade and Company Registry № 784 608 416

91-93, boulevard Pasteur - 75015 Paris

Tel. (33) 1 43 23 52 02

www.credit-agricole-sa.fr