









Green Funding Program Green Covered Bonds Investor Presentation

MAY 2024









Disclaimer

This presentation may contain forward-looking statements and comments relating to the objectives and strategy of Groupe BPCE. By their very nature, these forward-looking statements inherently depend on assumptions, project considerations, objectives and expectations linked to future events, transactions, products and services as well as on suppositions regarding future performance and synergies.

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The financial information presented in this document relating to the fiscal period ended March 31, 2024, has been drawn up in compliance with IFRS standards, as adopted in the European Union.

Preparation of the financial information requires Management to make estimates and assumptions in certain areas regarding uncertain future events.

These estimates are based on the judgment of the individuals preparing this financial information and the information available at the date of the balance sheet. Actual future results may differ from these estimates.

The transition from IFRS 4 to IFRS 17 may create differences due to different recognition rates in revenues.

With respect to the financial information of Groupe BPCE for the year ended March 31, 2024, and in view of the context mentioned above, attention should be drawn to the fact that the estimated increase in credit risk and the calculation of expected credit losses (IFRS 9 provisions) are largely based on assumptions that depend on the macroeconomic context.

The financial results contained in this presentation have not been reviewed by the statutory auditors. The quarterly financial information of Groupe BPCE for the period ended March 31, 2024, approved by the Management Board at a meeting convened on April 30, 2024, were verified and reviewed by the Supervisory Board at a meeting convened on May 2, 2024.

- ESG ambitions of Groupe BPCE
- Sustainable Development Funding Program
- O3 Green building and Energy-efficient Urban Development

01

ESG Ambitions of Groupe BPCE



Long-standing commitments Active representation in think tanks

2003 Global Compact
Advanced Level



2010

Principles for Responsible Investment⁽¹⁾







2018 Act4Nature(2)



2019 UNEP FI



2020 Natixis Assurances and Mirova join the PRI Leaders

2021 Net Zero Banking Alliance

2022 Net Zero Asset Owners Alliance

Sustainable finance

Responses to the European Commission's technical consultations

- New sustainable finance strategy
- Taxonomy regulations for sustainable activities and SFDR
- European Standard for Green Bond Issues
- Non-financial reporting

Climate

The Chairman of the BPCE Management Board is also chairman of the Climate Commission of the French Banking Federation (FBF) Main topics covered:

 Coal exit strategy: comprehensive timetable for disengagement, with firm, transparent and monitored commitments

TCFD

 Methodological work on the evaluation of portfolio exposure to climate risk and on alignment with a Net Zero scenario, in collaboration with the supervisory authorities

Biodiversity

Participation in the *Taskforce on Nature-related Financial Risk and Disclosure* (TNFD)

Transparency

October 2021: publication of Groupe BPCE's 1st TCFD report

https://groupebpce.com/en/csr/our-csr-approach

(1) 22 NIM affiliates have signed up to the PRI (2) Commitment made by Natixis

Clear strategic priorities and a set of ambitious objectives

Climate as a strategic priority for all the Group's business lines and companies

Alignment of our portfolios with a "Net Zero" emissions trajectory

Support for all customers in their environmental transition

Extension of the sustainable funding strategy

Accelerated reduction of the Group's own environmental footprint

The climate issues that are inseparable from the activities of our businesses

Retail banking and related business lines

- Energy renovation and green mobility: dedicated financing offers (loans, lease-to-buy/long-term leasing, equipment leasing solutions) and adapted insurance cover
- Impact loans for social landlords, local authorities, and companies
- **⊙** Responsible savings offer

Asset Management

- Design for our clients an asset allocation approach in line with the Net Zero trajectory
- Invest in products under responsible, sustainable, and impact management

Corporate & Investment Banking

- Green & Sustainable Hub: experts to assist our clients in their financing and investment issues
- Finance renewable energies
- Develop the Green Bonds and Green loans













A pioneering system for measuring the climate impact of our activities

Green Weighting Factor (GWF) methodology



Scope: Corporate & Investment Banking portfolios, excluding financial sector and sovereigns
Coverage rate > 92% at the end of 2023

Objectives

Speed up the pace of transition of CIB to sustainable finance

By encouraging the business lines to generate "green" business (including for "brown" rated customers/activities)

Integrate climate transition risk into the assessment of overall financing risks

By penalizing negative climate impacts

A robust tool

Simple: no interpretation, limited number of criteria, easily accessible information, clearly defined thresholds

Life cycle analysis approach that takes account of market practices

Sector-based approach: consistency between different sectors and between different assets within each sector

2018

Development of the methodology

2021

Definition of the trajectory

2019

Rollout to all sectors, all geographical regions, and all types of financing 2022

Implementation of HR incentive mechanisms

Climate impact assessment methodology

Each funding operation is rated on a 7-step color scale ranging from brown to green

Internal capital allocation mechanism

A mechanism that links the amount of internal capital allocated to each transaction to its level of impact (positive or negative) on the climate and on other material environmental issues (biodiversity, water, pollution, waste)

Implemented in information systems and made an integral part of lending processes



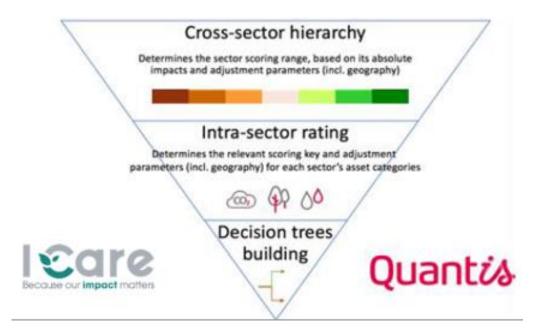


A pioneering system for measuring the climate impact of our activities

Dedicated purpose financing

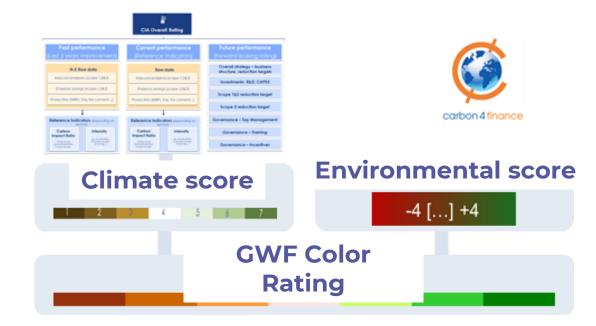
Objective: determine the "color" (rating) of each loan depending on the environmental impact of the object being financed

Tool: development of 49 different decision trees for each activity within 8 macro-sectors



General purpose financing

Objective: determine the "color" (rating) of each client depending on their carbon footprint, overall decarbonization strategy, and impact on other material environmental criteria



02

Sustainable Development Funding Program



Sustainable Development Funding Programme

Groupe BPCE acts as a regular issuer, fostering innovation in the sustainable bond market



Sustainable Development meets the needs of the present without compromising the ability of future generations to meet their own needs

As expressed in the Paris Agreement on Climate Change and the UN Sustainable Development Goals, there is need for private capital to help finance sustainable development objectives

Groupe BPCE's Sustainable Development Bond Programme:

- Supporting Groupe BPCE's contribution to the United Nations Sustainable Development Goals, and
- Aligned with the Green and Social Bond Principles published by ICMA which relies on clear concepts supporting repeat transactions



METHODOLOGY

Based on external research and Green & Social Bond Principles, ensuring transparency and common understanding of concepts





SCALABILITY

Dedicated issuance targets supporting regular issuance and repeat transactions

BPCE intends to issue 3 green or social bonds per year during the 2021-2024 strategic plan

INNOVATION

Regarding eligible assets and impact metrics

GOVERNANCE

Dedicated Sustainable Development Funding Committee tasked with governance of issuances under the Sustainable Development Funding Program

The new 2024 Funding Frameworks

A fundamental overhaul of the framework to keep up with investors' expectations, regulatory evolutions and market practices

Higher standards

A **Green** Funding Framework & a **Social** Funding Framework with the highest degree of details including the:

- Alignment of eligibility criteria with the EU Taxonomy (full alignment or substantial contribution criteria only) when applicable, on a best effort basis
- Innovation in financing operations and Eligible Project Categories with expansion of the Health category to include private healthcare providers and two new eligible categories
 - Clean Transportation infrastructure & sustainable mobility
 - Education, professional training & access to culture



Simpler approach

A new format designed for investors:

- Replacement of the methodological notes by 2 Green & Social Funding Frameworks which consolidate the eligibility criteria for each asset class
- Allocation of bonds issuances optimised by mixing asset classes within each Funding Framework
- Simplification of the allocation/impact reporting structure consolidating all the different asset classes





Sustainable Development Funding Program aligned with **Green & Social Bond Principles**

Sustainable Development Funding Framework built on the four core components of the Green & Social Bond Principles (GBP/SBP) and committed to aligning with the EU taxonomy over time, on a best effort basis

USE OF PROCEEDS



- Renewable Energy
- Green buildings & energy-efficient urban development
- Sustainable Agriculture
- Clean transportation Infrastructure and sustainable mobility (New)



SOCIAL

- Social Housing
- Local Economic development
- Sport infrastructure & sport economy
- Healthcare
- Education, Professional Training & access to culture

(New)

PROCESS for PROJECT EVALUATION & SELECTION

Selection of Eligible Project Categories determined following three different methodologies:

- EU Taxonomy aligned* eligible assets, when applicable
 EU Taxonomy TSC aligned* eligible assets, when applicable
- Groupe BPCE's internal criteria

A Sustainable Development Bond Governance **Committee** to oversee the Program

REPORTING

Annual reporting on:

Allocations by eligible project category and examples of refinanced loans

Environmental and/or social performance indicators (outputs / impacts)

Assurance report provided by external auditor

EXTERNAL REVIEWS ISS ESG **▷**

MANAGEMENT OF PROCEEDS

Green / Social Bond proceeds not fungible with any other source of wholesale funding

Pool of earmarked eligible loans quarterly updated **screened** for potential changes

Look-back and look-forward period defined on a caseby-case basis

Innovation at the heart of Groupe BPCE's funding policy

€11.4 bn BPCE outstanding ESG bonds as of May 02, 2024



GREEN & TRANSITION

€7.5 bn outstanding

Renewable Energy Energy Efficiency Green buildings Sustainable Agriculture



SOCIAL

€3.9 bn outstanding

Social Housing Local Economic development Sport infrastructure & sport economy Healthcare

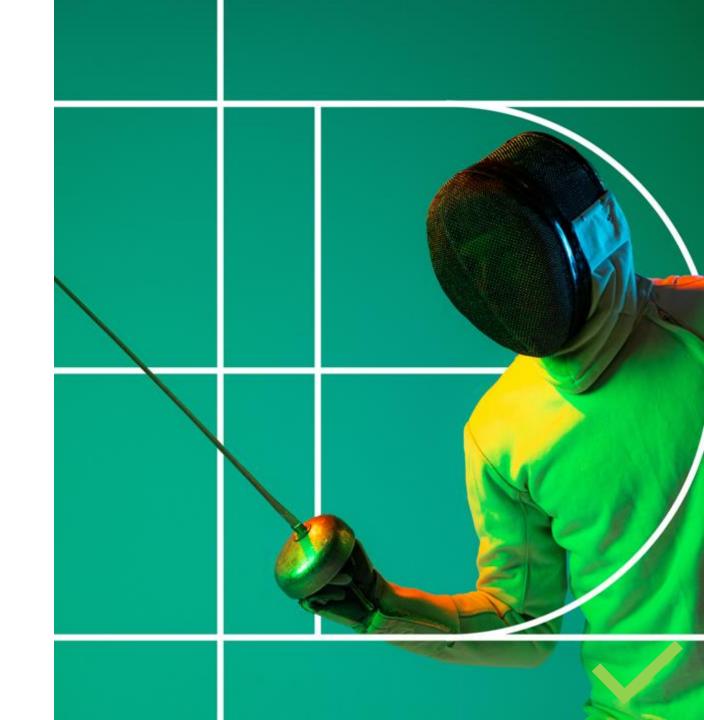
Timeline of Groupe BPCE's issuances



This timeline shows the issuances since 2017 for information purposes. LED bond issuances of €1.7 bn equiv. between 2018 and 2021 and a €500mn equiv. HUD bond issuance in 2018 have reached maturity.

03

Green Buildings and Energy-efficient urban development



Rationale for issuance (1/2)

Groupe BPCE issues its fifth public Green Buildings covered bond



Consistency with Groupe BPCE's commitments to green growth

• In line with its commitments in terms of funding of the energy transition and of the improvement of French building stock energy efficiency





Being a repeat sustainable issuer

- Pursue the dynamic started from 2015
- Progressively widen the scope of eligible green assets in the context of new Green Funding Framework released
- Foster dialogue with SRI Investors



Contribution to the sustainable finance market

- Provide investment opportunities for investors who seek to contribute to the financing of green investments
- Support our development of credit products with environmental objectives
- Facilitate transparency, disclosure and integrity

Rationale for issuance (2/2)

According to the International Energy Agency, the building sector accounts for about 40% of global energy consumption and about one-third of global greenhouse gas emissions. In France, housing and tertiary buildings are responsible for more than 28% of the country's greenhouse gas emissions without including those linked to construction/deconstruction of buildings (scope 3).

7.3 By 2030, double the global rate of improvement in energy efficiency

7 AFFORDABLE AND CLEANENERGY

11.3 By 2030, enhance inclusive and sustainable urbanization and capacity for participatory, integrated and sustainable human settlement planning and management in all countries

11.c Support least including through assistance, in building and resilient buildings materials



developed countries, financial and technical sustainable utilising local The Green Buildings & Energy-efficient urban development Eligible Green Project Category as part of Groupe BPCE Sustainable Development Funding Programme aims at channelling funds towards activities notably contributing to climate change mitigation by:

- reducing energy demand through greater efficiency
- reducing the carbon footprint of buildings throughout their life cycles



Groupe BPCE has established eligibility criteria to identify Eligible Green Assets to be earmarked against Sustainable Funding Instruments supporting decarbonisation efforts associated with low-carbon building construction, energy efficiency improvements and buildings energy retrofits.

Groupe BPCE's Green building & Energy-efficient Urban development Category

Use of Proceeds (1/2)

Green Buildings - Design, construction, acquisition, and operation of new/existing green buildings (including residential and non-residential buildings such as office, retail, commercial, logistics, healthcare, sport, administrative and cultural, leisure, hotel, and resort buildings) which meet regional, national, or internationally recognised standards or environmental certifications.

Energy Performance - Alignment with Substantial Contribution Criteria to Climate change Mitigation of EU Taxonomy for economic activity:

- 7.1. Construction of new buildings
- 7.7. Acquisition and ownership of buildings



Labels & certifications - reinforced selection criteria (see appendix)

- Environmental certifications (LEED>Gold, DGNB>Gold, ...)
- Energy-efficiency & Low-carbon labels such as BBCA, E+C, ...

Carbon Risk Real Estate Monitor (CRREM)

Buildings having achieved or targeting to achieve upon completion carbon intensity threshold at any time of the financing maturity, in kgCO2e/m².year, as defined by the Carbon Risk Real Estate Monitor (CRREM) applicable building type pathway and for the applicable geography (1.5°C pathway).



Natixis CIB Green Weighting Factor minimum rating: Medium Green



Groupe BPCE's Green building & Energy-efficient Urban development Category

Use of Proceeds (2/2)

Energy Efficiency - Renovation of existing buildings (residential or non-residential), primarily located in France or in other geographic areas where Groupe BPCE is implemented and meeting either of the following applicable eligibility criteria:

Energy Performance - Alignment with Substantial Contribution Criteria to Climate change Mitigation of EU Taxonomy for economic activity:

• 7.2. Renovation of existing buildings



Labels & certifications - reinforced selection criteria (see appendix)

- Environmental certifications (LEED>Gold, DGNB>Gold, ...)
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Natixis CIB Green Weighting Factor minimum rating: Medium Green



Selection methodology and workflow

For this BPCE SFH covered bond, Groupe BPCE will select only Residential French Mortgage Loans aligned with the 15% most energy-efficient residential buildings in France.

THREE YEAR LOOK-BACK PERIOD

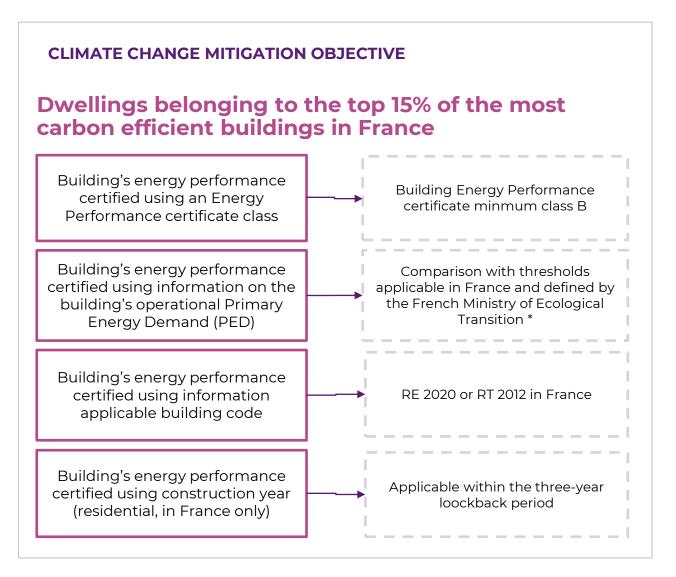
Loans financing

Loans refinancing

TYPE OF PROJECTS

Construction started since 2021 of:

- Single & multi-housing dwellings
- Located in France





DO NO HARM **SUSTAINABILITY OBJECTIVE**

E&S risk and impact assessment and mitigation measures at loan level

- Environmental impact mitigation
- Stakeholders' engagement and consultation
- ESG due diligence process
- Business practices' review
- Labour and human rights conformity and social requirements

Client risk assessment (based on KYC¹ and LAB² definitions)

ESG controversies check (sector, client, project) at project approval and / or legal authorization.

Loans eligible for refinancing via Green Building Bond









€3.7bn

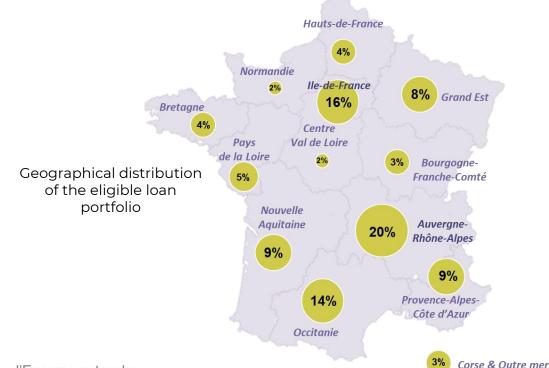
Mortgage loans eligible to BPCE SFH refinancing

Only loans granted within a lookback period of 3 years and meeting the Green eligibility criteria Of which Eligible Green Building Loans Of which available for earmarking of a new green covered bond



65 % loans granted by





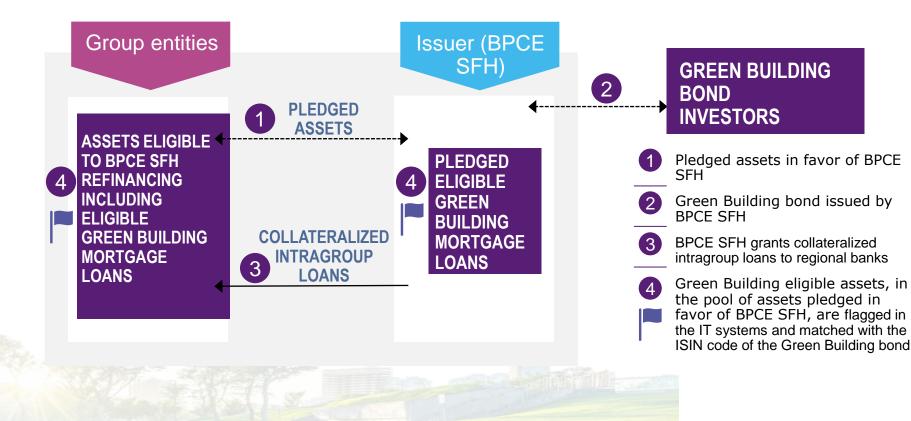


Management of Proceeds

Groupe BPCE has implemented dedicated processes to ensure tracking and transparency



dedicated The Group Committee (via the Financial Solutions team) adequate ensures monitoring the evolution of the Green Portfolio on a quarterly basis and that the issued remains amount significantly lower than the amount of the Green Portfolio



Two levels of reporting

Groupe BPCE reports publicly and annually at Program level (pool of eligible loans) on allocation and environmental impacts

- Reports dedicated to Green Buildings issuances prior to 10, April 2024 are available on Groupe BPCE institutional website:
- https://groupebpce.com/en/investors/sustainable-bonds/green-bonds
- Further reports (post 10 April 2024) will be published on https://groupebpce.com/en/investors/sust-ainable-bonds/framework-isin-of-issuances

ALLOCATION REPORT

- Number and amount of loans granted
- Asset Types (%)
- Regions / Geography (%)
- Year of credit issuance



IMPACT REPORT

Impact report will include an estimate of avoided green house gas emissions thanks to financing green building housing compared to non green building housing 2 key indicators will be provided:

- Estimated annual energy savings (in KWh per sqm/year)
- Conversion in estimated annual avoided/saved GHG emissions (in tCO2 equivalent per sqm/year)

External review

Second Party Opinion

- Alignment of the Green Funding framework with the Green Bond Principles (Use of proceeds, project selection and evaluation process, fund management, reporting)
- Positive contribution to the identified Sustainable Development Goals
- Main environmental objectives and cohérence with the Issuer CSR Global Strategy

ALIGNEMENT WITH BEST MARKET PRACTICES









Use of proceeds

Selection and project evaluation strategy

Management of proceeds

Reporting

Obstruction No Net Impact Contribution CONTRIBUTION TO THE SDG ISS-CORPORATE Total Proper It Duncation To The Surge Proper It Duncation To The SDG Total Proper It Duncation Total Property Total Proper It Duncation Total Proper It Duncation Total Property Total Proper

Annual Verification

- Independent verification report on the allocation of funds from green financing instruments to eligible green assets
- Annual publication on the Groupe BPCE institutional website of the verification report with the publication of the annual allocation and environmental or social impact report
- Verification of compliance with the eligibility criteria for the Green Eligible Assets selected in the portfolio of eligible assets and verification of the amount allocated

KPMG



<u>04</u>

Appendix



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Reinforcement of Eligibility criteria for selection of Green Building Project Category (1/4)

Green Buildings & Energy-efficient urban development

Eligible Project Categories (GBP)

Indicative EU Environmental Objective(s) **Green buildings** that meet regional, national or internationally recognized standards or certifications for environmental performance **Energy Efficiency** (such as in new and refurbished buildings, district heating, appliances and products)

Climate change mitigation

Green Buildings - Design, construction, acquisition, and operation of new/existing green buildings (including residential and non-residential buildings such as office, retail, commercial, logistics, healthcare, sport, administrative and cultural, leisure, hotel, and resort buildings) which meet regional, national, or internationally recognised standards or environmental certifications including:

Eligibility criteria

Acquisition and ownership of existing buildings or construction of new buildings (residential or non-residential), primarily located in France or in other geographic areas where Groupe BPCE is implemented and meeting at least one of the following applicable eligibility criteria:

	Alignment with Substantial Contribution Criteria to Climate change Mitigation of EU Taxonomy for economic activity	Internal criteria
	 7.1. Construction of new 	Primary Energy Demand (PED) defining the energy performance of the building resulting from the construction:
	buildings	• Buildings built before 31 December 2020 having at least an Energy Performance Certificate (EPC) class A. As an alternative, the building is
•	 7.7. Acquisition and ownership of buildings 	within the top 15% of the national or regional building stock expressed as operational PED. Additional information on methodology for evaluation of the top 15% of the national or regional building stock is provided in Appendix V of the framework <u>Groupe BPCE sustainable bonds</u> or
		 Buildings built <u>after 31 December 2020</u> with PED at least 10 % lower than the threshold set for the nearly zero-energy building (NZEB) requirements in national measures implementing Directive 2010/31/EU. Additional information on methodology for evaluation of the NZEB-10% threshold is provided in Appendix V of the framework <u>Groupe BPCE sustainable bonds</u>
		or
		 Residential buildings located in France built in accordance with the 2012 Thermal Regulation (RT 2012), which correspond to the threshold set for the requirements relating to Near Zero Energy Buildings (NZEB), for which the building permit was submitted on or after 1 January 2017.

Reinforcement of Eligibility criteria for selection of Green Building Project Category (2/4)

Alignment with Substantial
Contribution Criteria to Climate change
Mitigation of EU Taxonomy for
economic activity

Internal criteria

- 7.1. Construction of new buildings
- 7.7. Acquisition and ownership of buildings

Environmental Certifications

• Buildings having achieved or targeting to achieve upon delivery at least one of the following environmental certification(s) with minimum level (In-Use, New Construction or Refurbishment environmental certification, as applicable):

Existing buildings	New construction
o LEED ≥ Gold	o LEED ≥ Gold
o DGNB ≥ Gold	o DGNB ≥ Gold
 HQE, HQE-B and HQE-BT ≥ Excellent 	 HQE, HQE-B and HQE-BT ≥ Excellent
 O HQE-BD ≥ Très Performant 	 HQE-BD ≥ Très Performant
NF Habitat HQE	NF Habitat HQE
o BREEAM ≥ Very Good	 BREEAM ≥ Excellent
NABERS 5 stars	NABERS 5 stars
o Green Star 5 stars	o Green Star 5 stars
Green Globes Platinum	Green Globes Platinum

or

Energy-efficiency and low-carbon labels

- Buildings having achieved or targeting to achieve at least one of the following energy-efficiency or low-carbon label(s) with minimum level (In-Use, New Construction or Refurbishment, as applicable):
 - o BBCA (Bâtiment Bas Carbone)
 - o E+C- (≥ E2C1, Energie Positive et Reduction Carbone)
 - o HPE (RT 2012-10%, Haute Performance Energétique)
 - o THPE (RT 2012 -20%, Très Haute Performance Energétique)
 - Effinergie, BBC Effinergie Rénovation, Effinergie +, BePOS Effinergie, BePOS+ Effinergie, Effinergie Patrimoine,
 Effinergie Rénovation, Effinergie RE2020, Effinergie E+C-
 - o Passive House (Maison Passive)
 - Minergie, Minergie-A, Minergie-P
 - Verde

Reinforcement of Eligibility criteria for selection of Green Building Project Category (3/4)

Alignment with Substantial Contribution Criteria to Climate change Mitigation of EU Taxonomy for economic activity	Internal criteria
buildings7.7. Acquisition and ownership of buildings	Carbon Risk Real Estate Monitor (CRREM) Buildings having achieved or targeting to achieve upon completion carbon intensity threshold at any time of the financing maturity, in kgCO ₂ e/m².year, as defined by the Carbon Risk Real Estate Monitor (CRREM) applicable building type pathway and for the applicable geography (1.5°C pathway) or Natixis CIB Green Weighting Factor minimum rating Medium Green

Energy Efficiency - Design, construction, acquisition, maintenance, retrofit and operation of energy efficient assets including refurbished buildings, appliances, and products.

Eligibility criteria

Renovation of existing buildings (residential or non-residential), primarily located in France or in other geographic areas where Groupe BPCE is implemented and meeting either of the following applicable eligibility criteria:

the following applicable enginitity criteria.	
Alignment with Substantial Contribution Criteria to Climate change Mitigation of EU Taxonomy for economic activity	Internal criteria
• 7.2. Renovation of existing	Primary Energy Demand (PED)
buildings	• The building renovation complies with the applicable requirements for major renovations as set in the applicable national and regional building regulations for 'major renovation' implementing Directive 2010/31/EU, alternatively it leads to a reduction of primary energy demand (PED) of at least 30 % in comparison to the baseline performance of the building before the renovation (in kWh/m²/year). or
	• The building renovation aims to achieve an energy label of at least level C as defined by the <i>Diagnostic de Performance Energétique</i> (DPE) in France and representing an improvement in the energy label of at least 2 letters (corresponding to a reduction in post-renovation primary energy demand of at least 30%).
	or
	• The building post-renovation has an Energy Performance Certificate (EPC) class A or better. As an alternative, the building is within the top 15% of the national or regional building stock expressed as operational PED or the building's PED post-renovation is at least 10 % lower than the threshold set for the nearly zero-energy building (NZEB) requirements in national measures implementing Directive 2010/31/EU.

Reinforcement of Eligibility criteria for selection of Green Building Project Category (4/4)

Alignment with Substantial Contribution Criteria to Climate change Mitigation of EU Taxonomy for economic activity	Internal criteria	
• 7.2. Renovation of existing	or	
buildings	Environmental Certifications	
	• Buildings having achieved or targeting to achieve post-retrofit at least one of the following environmental certification(s) with minimum level (In-Use or Refurbishment, as applicable):	
	 LEED ≥ Gold HQE-BD ≥ Très Performant NABERS 5 stars 	
	o DGNB ≥ Gold o NF Habitat HQE o Green Star 5 stars	
	 O HQE, HQE-B and HQE-BT ≥ Excellent O BREEAM ≥ Excellent O Green Globes Platinum 	
	or	
	Energy-efficiency and low-carbon labels	
	Buildings having achieved or targeting to achieve post-retrofit at least one of the following energy-efficiency or low-carbon label(s) with minimum level (In-Use or Refurbishment, as applicable):	
	 BBCA (Bâtiment Bas Carbone) E+C- (≥ E2C1, Energie Positive et Reduction Carbone) HPE (RT 2012 -20%, Très Haute Passive House Minergie, Minergie-A, Minergie-P BBC Effinergie Rénovation, Effinergie Kenovation Passivhaus 	
	or	
	Carbon Risk Real Estate Monitor (CRREM)	
	• Buildings having achieved or targeting to achieve post retrofit carbon intensity threshold at any time of the financing maturity, in kgCO ₂ e/m².year, as defined by the Carbon Risk Real Estate Monitor (CRREM) applicable building type pathway and for the applicable geography (1.5°C pathway)	
	or	
	Natixis CIB Green Weighting Factor minimum rating Medium Green	
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