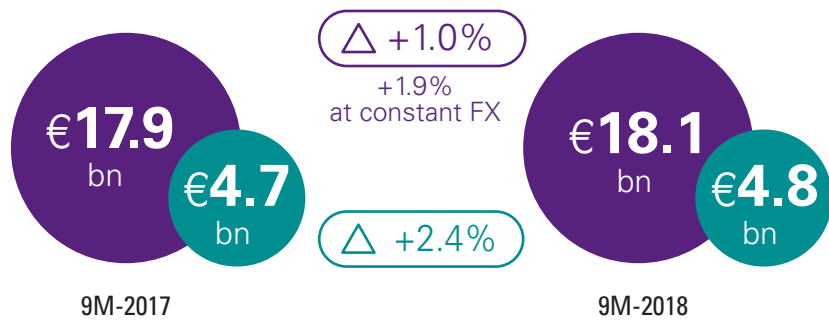


**GROUPE BPCE: RESULTS FOR THE FIRST NINE MONTHS OF 2018**

**A DIVERSIFIED REVENUE BASE ENSURING STABLE EARNINGS**

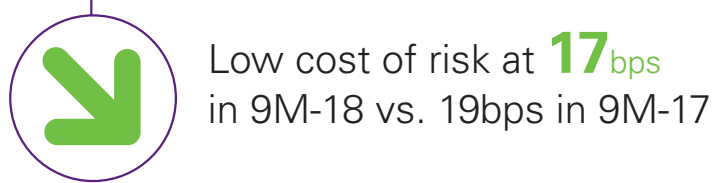
**Net banking income <sup>(1)</sup>**



**Net income <sup>(1)</sup>**



**Income before tax <sup>(1)</sup>**



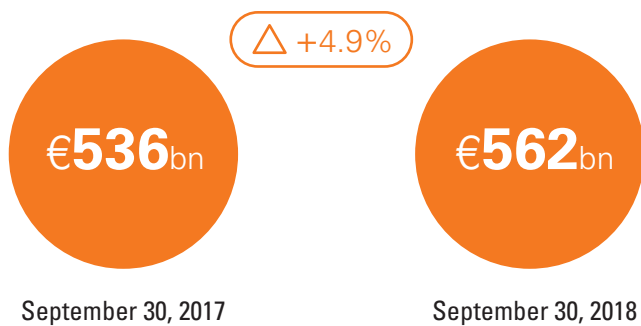
**A DIVERSIFIED UNIVERSAL BANKING MODEL**

- **Growth** for **Retail Banking & Insurance** division revenues
- Strong **momentum** in the **Asset & Wealth Management** division
- High 9M-18 **ROE** at 14.4% in **Corporate & Investment Banking**

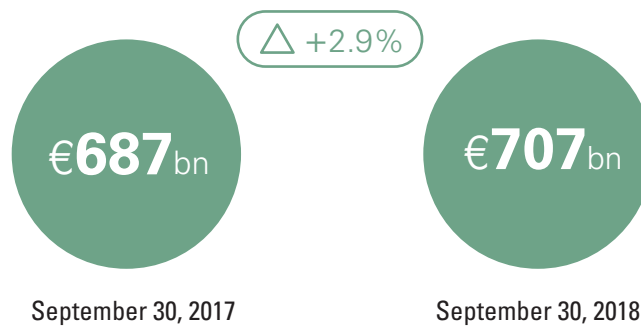
(1) Excluding exceptional items.

**RETAIL BANKING & INSURANCE: COMMERCIAL DYNAMISM**

**Loan outstandings**



**Deposits & Savings**



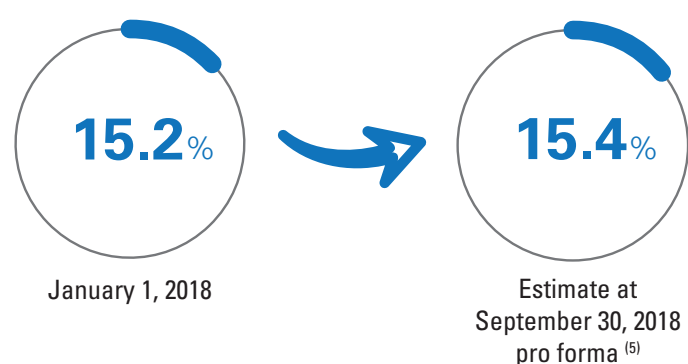
**Life funds <sup>(3)</sup>**



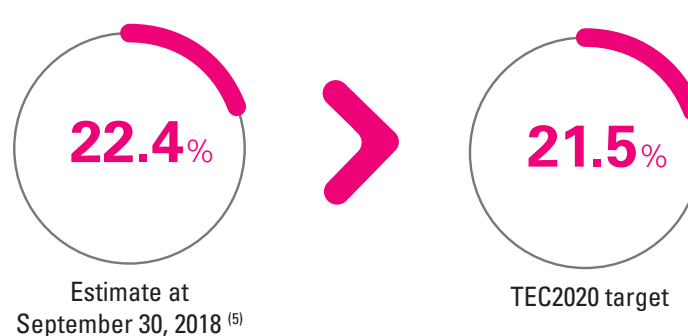
(2) Excluding centralized savings products  
(3) Excluding reinsurance agreement with CNP

**CONTINUED STRENGTHENING OF CAPITAL ADEQUACY**

**CET1 ratio <sup>(4)</sup>**  
(Common Equity Tier 1)



**TLAC ratio <sup>(4)</sup>**  
(Total Loss Absorbing Capacity)



Following Moody's in June, the **Standard&Poor's** rating agency has raised its **long-term credit rating** assigned to BPCE from A to **A+ stable**.

The Japanese **R&I** rating agency has improved BPCE's outlook from **stable** to **positive**.

(4) CRR/CRD IV without transitional measures  
(5) After deduction of irrevocable payment commitments (IPC) and projects impacts

**ACCELERATION OF THE TRANSFORMATION OF THE GROUP**

- Project<sup>(6)</sup> to integrate Crédit Foncier activities and expertise within the group
- Project<sup>(6)</sup> to integrate the Consumer Finance, Factoring, Leasing, Sureties & Guarantees, and Securities services businesses of Natixis' SFS division within BPCE SA
- Project<sup>(6)</sup> to dispose of banking interests in Africa

<sup>(6)</sup> Projects are subject to the notification/consultation process of the trade union representatives of the employees of the Group entities concerned by this initiative and will also be subject to the usual conditions precedent for this type of transaction