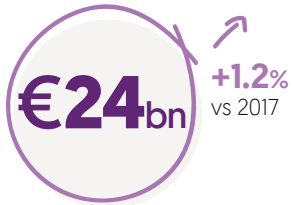


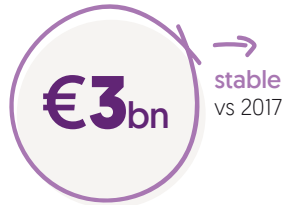
Consolidated results of Groupe BPCE for 2018

Solid results thanks to a diversified universal banking model

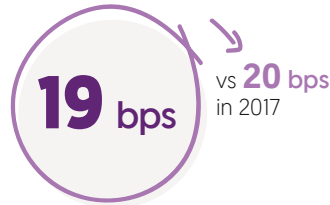
REPORTED net banking income



REPORTED net income Group share



Cost of risk

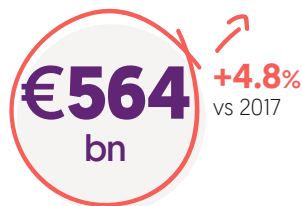


Retail banking & Insurance: dynamic business performance

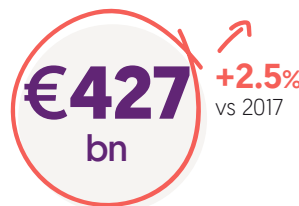
Net banking income



Loan outstandings



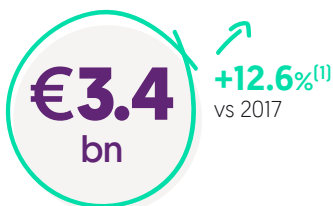
On-balance sheet Deposits & savings⁽²⁾



(1) Excluding provision for home-purchase savings schemes. (2) Excluding centralized regulated savings.

Strong momentum in Asset Management

Net banking income



Assets under management



(1) At constant exchange rates.

Corporate & Investment Banking: revenues growth in Global Finance and Investment Banking and M&A

UNDERLYING net banking income⁽¹⁾ including



Global Finance



Investment Banking and M&A



(1) Excluding exceptional items. (2) At constant exchange rates.

Enhanced capital position

CET1 ratio⁽¹⁾



Target defined in the strategic plan achieved (≥ 15.5%)

TLAC ratio⁽¹⁾



Target defined in the strategic plan achieved (21.5% in early 2019)

(1) Estimate at December 31, 2018 – CRR / CRD IV without transitional measures; pro forma and after deduction of irrevocable payment commitments (IPCs).

Acceleration of the Group's digital transformation

4.3 million people now use our mobile applications
+600,000 in 2018

9.1 million credit transfers on mobile devices in December 2018



Execution of the strategic projects well on track



Integration^[1] of **Crédit Foncier's activities and expertise** with a major milestone of the implementation of the project on April 1st, 2019.



Integration of **SFS businesses** within BPCE SA in line with our initial schedule.



Project to dispose of banking interests in Africa: closing of the Banque des Mascareignes disposal in October 2018 and finalization of the other transactions in progress.

Corporate & Investment Banking: continued development of multi-boutique business in M&A model with the acquisitions of Fenchurch Advisory, Vermillion Partners and Clipperton.

Asset & Wealth Management: renhancement of the multi-affiliates model with the acquisition of MV Credit, an investment house specializing in alternative strategies [private debt]

Speeding up the transformation of banking activities through the activation of digital services for our customers



Finalization of the deployment of **100% digital customer pathways** for consumer, equipment and residential mortgages.

4.3 million customers active on mobile applications, +600,000 in 2018

Partnership project^[2] with Auchan Holding, through the acquisition of a 50.1% stake in Oney Bank by BPCE, European player active in consumer loans, payment solutions and digital products .

Oney Bank, with **7.6 million customers** and present in **11 countries** [mainly France, Spain and Portugal], has developed a unique business model based on a network of 400 partnerships including major retailers and major e-commerce companies.



This partnership will allow **Groupe BPCE** to:

- Start a carefully managed expansion in Europe building on the presence of an established, recognized and innovative player; **Oney Bank** will be positioned as the **Group's international retail focused digital bank**,
- **Create value** from the Group's expertise and capabilities, particularly in payments,
- Build on its **digital transformation** with Oney Bank's profitable activities.

