Solid results thanks to a diversified universal banking model

**REPORTED net banking income**

€24bn +1.2% vs 2017

**REPORTED net income**

Group share: €3bn

**Cost of risk**

19 bps vs 20 bps in 2017

Retail banking & Insurance: dynamic business performance

Net banking income

€16.8bn (1) stable vs 2017

Loan outstandings

€564bn +4.8% vs 2017

On-balance sheet Deposits & savings (2)

€427bn +2.5% vs 2017

Strong momentum in Asset Management

**Net banking income**

€3.4bn +12.6% (1) vs 2017

**Assets under management**

€808bn

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

**UNDERLYING net banking income** (1)

€3.2bn (1)

Global Finance

€1.4bn +9% (2) vs 2017

Investment Banking and M&A

€0.4bn +4% (2) vs 2017

Enhanced capital position

**CET1 ratio** (1)

15.5% including 43 bps of organic capital creation

Target defined in the strategic plan achieved (15.5%)

**TLAC ratio** (1)

22.5%

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

Acceleration of the Group’s digital transformation

4.3 million people now use our mobile applications in 2018

9.1 million credit transfers on mobile devices in December 2018

Consolidated results of Groupe BPCE for 2018

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

(1) At constant exchange rates.

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

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

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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.

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

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).

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

A partnership project(2) creating value in retail banking in Europe

Partnership project(3) 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.

(1) On April 1st, 2019, the transfer of Crédit Foncier employees due to join other Group companies will become effective.

(2) Project is 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.