In our capacity as the 2nd largest banking group in France, we play a key role in the projects pursued by our 30 million customers, to whom we offer our support every day thanks to the expertise and know-how of our 105,000 employees.

**Strong, respected brands**

- BANQUE POPULAIRE
- CAISSE D’ÉPARGNE
- NATIXIS
- BANQUE PALATINE
- casden
- CREDIT COOPERATIF
banking model

Diverse range of business activities in France and abroad

**Retail banking, Insurance**
Banking and financial services, Insurance, Specialized financing
Banque Populaire, Caisse d’Epargne, Banque Palatine, Natixis Assurances

**Asset & Wealth Management**
Asset management, Wealth management
Natixis Investment Managers, Natixis Wealth Management

**Corporate & Investment Banking**
Capital Markets, Financing, Trade & Treasury Solutions
Natixis

**Payments**
Management of domestic, European and international payment instruments
Natixis Payments

Financing more than 20% of the French economy
Present in more than 40 different countries
Financing the economy at a local and regional level

Sav ing for retirement, buying your first apartment, starting a new business and financing your company’s growth, managing your everyday banking operations in a few clicks, obtaining advice on how to develop your business activities in France or abroad...

- As many expectations as customers
  Our banks provide our customers – a clientele of private individuals, professionals, associations, companies, and local authorities – with personalized solutions tailored to their various needs and projects, ranging from the most mundane to the most highly complex...
- Banque Populaire banks, Caisses d’Epargne, Banque Palatine, Crédit Coopératif, CASDEN... all our banks support their customers at every stage of their lives and play an active role in the economic development of our country.

Loans worth €700 million for French SMEs

A major agreement signed in October 2018 between Groupe BPCE and the European Investment Fund enables the Banque Populaire banks and the Caisses d’Epargne to step up their support [for €500 million and €200 million respectively] for small and medium-sized enterprises within the framework of their mechanisms for financing competitiveness and innovation projects.

Transforming a bank card into a loyalty card

The Banque Populaire and Caisse d’Epargne have launched FID PRO and CE boost FID, an innovative digital solution directly integrated into the payment terminal, to allow their professional customers to develop their business activities and build customer loyalty. In this way, the customer’s bank card is transformed into a loyalty card.

Digital

4.4 million

active users of Cyberplus and Banxo, the mobile applications of the Banque Populaire banks and Caisses d’Epargne.

March 2019

KEY HIGHLIGHTS

€564bn
This is the total of our loan outstandings [as at December 31, 2018]

€705bn
This is the total of our customers’ savings deposits [as at December 31, 2018]
Banque Populaire launches Pack Familie

Banque Populaire has innovated with the creation of the first banking offer aimed at families. For a fixed price, Pack Famille (or Family Pack) offers the majority of day-to-day banking services and the best of banking innovations.

Being useful to women entrepreneurs

The Caisse d’Epargne has again committed itself to female entrepreneurship with the #FemmesDeTalent program. This notably includes the creation of a referral network, the signing of regional action plans, commitment to women’s support networks, and a partnership with Business & Professional Women.
At the heart of real-estate financing activities

For individual customers, we also offer a wide range of financial solutions and expertise, particularly in the field of credit (consumer credit, sureties & financial guarantees, tailor-made factoring services, equipment and real-estate leasing, financing solutions dedicated to real-estate professionals).

LEADING PLAYER IN REAL-ESTATE FINANCING FOR INDIVIDUAL CUSTOMERS

€50bn
This is the aggregate total of home loans granted by our banks to French households in 2018, representing one out of every four real-estate projects.

No. 1
for real estate leasing in France
[In-house analysis]

No. 2
for home loan guarantees in France
[In-house analysis]

No. 3
for consumer credit and factoring in France
[In-house analysis]

A front-ranking insurer

To satisfy the needs of the customers of the Banque Populaire and Caisse d’Epargne retail banking networks, Natixis Assurances designs and manages a comprehensive range of personal insurance products (life insurance, savings, transfer of assets, retirement, death benefit, long-term care insurance, payment protection insurance) and non-life insurance products (car and comprehensive home insurance, supplementary health insurance, personal accident insurance, multimedia device insurance, legal protection, non-banking insurance, remote surveillance, professional insurance).

• We are the fastest-growing player in the French market and one of the top 10 insurance companies.

No. 3
for bancassurance in France
[Based on 2017 revenues, Argus de l’Assurance 2018]

95%
of our customers are satisfied with the management of their claims
Supporting business innovation

With the Next Innov and Néo Business solutions for the Banque Populaire banks and Caisses d’Epargne respectively, our two brands support innovative companies and start-ups. In this way, the customers of the Banque Populaire banks enjoy access to the expertise of about one hundred specially trained advisors in more than 70 specialized business centers. For its part, Néo Business boasts 50 Innovation project managers and has entered into approximately one hundred regional and national partnerships.

**MoneyPitch, a private bank in your mobile phone**

MoneyPitch, a digital solution, helps all the private banking customers of the Banque Populaire banks and Caisses d’Epargne in the management of their assets. Through a secure web portal and mobile application, they enjoy access to extremely high-level services, ranging from account aggregation to personalized investment advice thanks to the expertise of their private banker. They can consult their personal financial situation 24 hours a day, 7 days a week, monitor the performance of their investments using theme-based dashboards and receive notifications according to their investor profile.

**Selfcare Mobile, your bank in a couple of clicks**

In 2018, the Banque Populaire and Caisse d’Epargne banking applications were enhanced with new functionalities to simplify customers’ day-to-day banking practices: the execution of standing orders, deferred or instant credit transfers or transfers between friends; the instant addition of a beneficiary; real-time management of their bank card in order to activate/deactivate remote or overseas payments or to block/unblock their card; enhanced security of online banking transactions thanks to Secur’pass, a customizable and reusable code. Our customers can also take out a 100% digital consumer loan, completing the entire subscription process from initial simulation to signing the offer, thanks to the use of electronic signatures.

**Instant payment: a first in France!**

Natixis Assurances is the first insurance company in France to offer its customers a new, exclusive service providing for instant compensation of insurance losses. Immediately after presenting their insurance claims, insured customers have their bank accounts credited in real time with the compensation paid out.

**DIGITAL**

26.7 million credit transfers carried out from mobile terminals in the first quarter of 2019

**4.3/5** is the customer satisfaction rate for the Banque Populaire and Caisse d’Epargne applications.
Helping our customers to achieve their investment targets

Natixis Investment Managers, the Group’s management company boasting €802 billion in assets under management, is one of the largest in the world. Present in more than twenty countries, it helps investors to build their financial and real-estate asset portfolios. Thanks to the expertise of more than twenty affiliated asset management companies implementing multiple investment strategies, we help our clientele of institutional or retail investors to achieve their objectives regardless of market conditions by offering them a wide range of investment solutions.

We make the full array of our expertise available to our private customers, business owners and director-shareholders through Natixis Wealth Management, which designs and implements tailor-made financial solutions to optimize their assets. Finally, with Natixis Interépargne, we are a front-ranking player in employee savings and retirement schemes in France with more than 73,000 corporate customers, nearly 3 million investor accounts, and €32.8 billion in assets under custody and management as at December 31, 2018.

One of the world’s largest asset management companies

€802bn of assets under management
(at December 31, 2018)

16th ranking worldwide in terms of assets under management (Cerruli Associates)

A multi-affiliate organization
Natixis Investment Managers’ international distribution platform serves two major types of customers: institutional and retail investors.

Key highlights

An enhanced network of affiliates
Natixis Investment Managers has strengthened its network of affiliates with the creation of Thematics Asset Management. This new Paris-based investment company will offer investors access to a wide range of theme-based strategies focused, in particular, on security, water, artificial intelligence, and robotics.

Acquisition of Massena Partners
Natixis Wealth Management is continuing to develop a new market position in the Wealth Management segment in France and Luxembourg through the acquisition of Massena Partners, an asset management and investment consulting company.
Sharing the wealth of our expertise with large corporations and investors

Thanks to the Corporate & Investment Banking division of Natixis, we provide advice and support around the world to a clientele of corporate customers, financial institutions, institutional investors, financial sponsors, and public sector entities along with the customers of our Banque Populaire and Caisse d’Epargne retail banking networks. We offer them a diversified range of innovative, tailor-made solutions designed to support and optimize their development. To do this, we rely on an integrated array of expertise: mergers & acquisitions advisory services, investment banking, financing (structured and traditional), capital markets (fixed income, equity derivatives, commodities, research), treasury solutions, and trade finance. Our Corporate & Investment Banking division enjoys benchmark status in four strategic sectors (see opposite).

No. 1
M&A advisory award — large corporates category presented to Natixis Partners by Private Equity Magazine in 2018

No. 3
in the M&A advisory segment in terms of number of transactions in 2018 for Natixis (L’Agefi)

EXPERTISE IN 4 STRATEGIC SECTORS

Energy & Natural Resources
Energy, mining & metals, food industry for all types of market players (producers, processors, traders, distributors, and service companies).

Infrastructure
Social and transport infrastructure, conventional and renewable energy, offshore assets and telecommunications.

Aviation
Airlines and aircraft leasing companies.

Real Estate & Hospitality
Housing, logistics and hospitality premises (offices, shops, hotels, clinics, retirement homes, etc.).

International expertise
Natixis is strengthening its position in mergers & acquisitions through the development of a multi-boutique network. It consolidated its organization in 2018 with strategic investments in Fenchurch Advisory Partners in the United Kingdom, Vermilion Partners in China, and Clipperton in France. These investments rounded out its operations based in France (via Natixis and Natixis Partners), Spain (Natixis Partners Spain), and the United States (PJ Solomon).
Thanks to Natixis Payments, we are able to offer services and products to the clientele of the Banque Populaire and Caisse d’Epargne retail banking networks as well as to specific customers. As a result, payment activities cover the entire payment value chain, from issuance to acquisition, from online payment to pre-paid cards and electronic wallets. In order to become a key digital payment player in Europe, Natixis Payments relies on an ecosystem based on solid expertise in financial flow processing services, card issuance and fraud prevention combined with the digital solutions of its FinTech companies. Natixis Payments also contributes to the digital transformation of its customers by offering products adapted to new uses such as Open Payment, multi-payment or mobile payment solution.

NEW, PROMISING SERVICES

Thanks to its FinTech companies, Natixis Payments provides the most advanced and connected solutions in line with the new behaviors of all its customers.

e-commerce

Individuals and associations

Works councils

20% This is the share of the payments market controlled by Natixis Payments in France

22 million This is the number of cards managed by Natixis Payments in 2018 (+10% in two years)

7.6 billion This is the number of transactions recorded per year, representing 20% of the French market

Launch of Samsung Pay

After Apple Pay, Groupe BPCE was the first banking group to offer the Samsung Pay solution. Banque Populaire and Caisse d’Epargne customers can use their smartphones to make their purchases wherever contactless Visa payments are accepted.

“Contactless” in public transport

The contactless payment card has become a ticket valid on public transport in Dijon thanks to the initiative launched by the Caisse d’Epargne Bourgogne Franche-Comté and Natixis Payments in the area of Open Payment.

No. 1 banking player in France to offer the instant payment solution to its customers
Speeding up our transformation

Our Group has accelerated the pace its transformation with the announcement of defining projects that place local banking at the very heart of our ambitions.

- Creation of the Solutions and Financial Expertise division around three business lines
- First steps toward expansion in the European market
- Redeployment of the activities and expertise of Crédit Foncier
- International presence

FIRST PREMIUM PARTNER OF THE PARIS 2024 OLYMPIC AND PARALYMPIC GAMES

This long-term partnership – which corresponds to what we are – represents an unprecedented opportunity to bring together our employees, cooperative shareholders and customers around a joint ambition: to offer our country an outstanding series of Olympic Games competed around the country and shared by all!

KEY HIGHLIGHTS

Oney Bank: the first step in European expansion

Groupe BPCE will be taking a first step in its European expansion through the acquisition from the Auchan Group of an equity interest in Oney Bank SA*, already present in 11 different countries. This long-term partnership will be founded on the complementary strengths of our respective distribution methods and expertise, and on the creation of new value for customers.

*The transaction will only be completed once the necessary authorizations have been obtained from the competent authorities.
A robust and socially committed cooperative banking group

Boasting deep roots at a local and regional level, we serve a total of 30 million customers, 9 million of whom have opted to become cooperative shareholders owning 100% of the capital of the Banque Populaire banks and Caisses d’Epargne. Their representatives sit on the Boards of Directors and on the Steering and Supervisory Boards of the Banque Populaire banks and Caisses d’Epargne respectively. The two retail-banking networks own 100% of BPCE’s capital on a 50/50 basis. This relationship based on trust confers upon us a responsibility expressed in a great many areas. Our cooperative model is the source of our identity as well as our strength. It allows us to focus our corporate strategy and our actions on the long term.

THE KEY FEATURES OF OUR BUSINESS MODEL

PARTICIPATORY GOVERNANCE

The cooperative shareholders elect their representatives to sit on the Boards

LOCAL PRESENCE

29 banks operating in all the different regions of mainland and overseas France

ABILITY TO TAKE ACTION OVER THE LONG TERM

Indivisible reserves

The Fédération Nationale des Banques Populaires (FNBP) and the Fédération Nationale des Caisses d’Epargne (FNCE) are bodies providing deliberation, communication and representation respectively for the two retail banking networks and their cooperative shareholders. They play a key role in defining, coordinating and promoting the cooperative spirit and social responsibility actions of the banks, in line with the commercial and financial orientations defined by Groupe BPCE.

THE FEDERATIONS, HOME TO THE COOPERATIVE SHAREHOLDERS
ORGANIZATIONAL STRUCTURE OF GROUPE BPCE AT DECEMBER 31, 2018

9 MILLION COOPERATIVE SHAREHOLDERS

14 BANQUE POPULAIRE BANKS

100%

50% 50%

15 CAISSES D'ÉPARGNE

100%

SUBSIDIARIES (4)

BPCE

FNCE (3)

100%

100%

NATIXIS

(1) Indirectly through Local Savings Companies
(2) Fédération Nationale des Banques Populaires
(3) Fédération Nationale des Caisses d’Epargne
(4) Banque Palatine, BPCE International, etc.
(5) Float: 29%

SOCIETAL SOLIDARITY

€42.8 million paid to public interest structures at a regional and local level

ENVIRONMENTAL COMMITMENT

€8.7 billion in outstanding loans in favor of the energy transition

ACKNOWLEDGED FINANCIAL STRENGTH [AT DECEMBER 31, 2018]

REPORTED NET BANKING INCOME

€24bn

REPORTED NET INCOME (GROUP SHARE)

€3bn

CETI RATIO (1)

15.5%

(1) At December 31, 2018 – CRR/CRD IV without transitional measures; pro forma and after deduction from regulatory capital of irrevocable payment commitments (IPCs)

Financial ratings [2]

A+ FitchRatings
A1 Moody’s
A Sustainalytics
A+ Vigeo-Eiris

Extra-financial ratings

C-Prime
OEKOM
AA
MSCI
65/100 Sustainalytics
57/100 Vigeo-Eiris

[2] Long-term senior preferred credit ratings
A benchmark banking group for green growth

We reaffirm our determination to be a responsible bancassureur by directing our customers’ savings towards a more responsible economy and by financing the energy and ecological transition. Our commitment includes identifying financing solutions for the energy transition, speeding up responsible savings inflows, and promoting dedicated refinancing tools such as the issuance of green or social bonds.

**FOUR PRIORITY SECTORS**

- Improving the energy efficiency of buildings
- Renewable energies
- Sustainable agri-food production
- Low-carbon mobility

**KEY HIGHLIGHTS**

**Financing of solar power plants**

The Caisse d’Epargne Midi-Pyrénées arranged and financed, in association with Natixis and the Caisse d’Epargne d’Auvergne et du Limousin and the Caisse d’Epargne Loire Drôme Ardèche, the development by the REDEN Solar group of a portfolio of 12 solar power plants worth €21 million.

**Financial engineering: a 100% dedicated structure**

Grand Ouest Environnement, the financial engineering structure set up by Banque Populaire Grand Ouest, has financed more than 350 projects since its creation, including more than 250 in the photovoltaic sector.

**Exclusion policies**

We have adopted exclusion policies at Natixis targeting sectors that represent major environmental and human challenges, such as: controversial weapons, coal industry, oil and gas exploration/production industries, defense, and the tobacco industry.

**€71.8bn**

This is the amount of deposits & savings held in responsible investments

of which **€10bn** is managed by Mirova, an asset management company affiliated to Natixis Investment Managers, dedicated to sustainable investment

**37.9%**

This is the Group’s market share in solidarity-based savings, making it a front-ranking player in this segment (Finansol barometer, December 2018)
Support in every field

The companies belonging to Groupe BPCE focus on sustainable actions in the heart of their regions to promote social solidarity, encourage talent, and support all enthusiasts. In every field—culture, social solidarity and, of course, sports—our Group stands as their No.1 supporter to accompany them on a daily basis as well as during major events.

PARIS 2024
A natural partnership

Building on our partnership with the French National Olympic & Sports Committee (CNOSF), we became the first Premium Partner of Paris 2024 on January 1st, 2019. In this way, our Group is beginning to write, with all its brands, a new chapter in the history of the Olympic and Paralympic Games. While this partnership strengthens our brands’ commitment to sport, it also provides an opportunity for our Group to give a concrete response to the challenges facing our society and to involve our employees, customers and cooperative shareholders around a single ambition: to offer France an exceptional and innovative series of Olympic Games.

Laurent Mignon, (right) Chairman of the Management Board of Groupe BPCE alongside Tony Estanguet, Chairman of the Organizing Committee for the Paris 2024 Olympic & Paralympic Games.

PATRONAGE
Commitment to society

Favoring active patronage over the long term: to achieve this goal, our Group’s companies and their foundations support a host of cultural and solidarity-based initiatives. Above and beyond the examples concerning France as a whole, a multitude of other actions are pursued each year by our banks at a regional level, working in close collaboration with local stakeholders.

800 prizewinners supported by the Fondation Banque Populaire since its creation in 1992.

40,000 visitors per year for the Belem, the three-masted sailing vessel whose foundation is supported by the Caisses d’Epargne.

2019
Natixis supports the Paris Symphony Orchestra’s digital platform initiative, named Monsieur Onde, which is scheduled to go online in June 2019.

SPONSORING
Sharing the thrill of sport

Banque Populaire
As a ship-owner and competitor, Banque Populaire has distinguished itself on all the seas and oceans of the world over the past 30 years. In 2019, the brand reaffirmed its commitment to sailing with the development of an ambitious program that will take it to the Paris 2024 Olympic and Paralympic Games.

Caisse d’Epargne
The Caisse d’Epargne, a partner of the French Handball, Basketball and Ski Federations as well as the sponsor of a team of athletes, puts all its energy and passion into its support and considers itself a truly committed player alongside sportsmen and sportswomen.

Natixis
Since 2007, Natixis has been supporting and encouraging the Racing 92 rugby club in its quest to win the French and European championships. Convinced that performance and excellence are transmitted from an early age, Natixis has also been supporting the educational project of the three Racing 92 rugby schools since 2013.