Groupe BPCE at a glance

Strong, trusted brands

- Banque Populaire
- Caisse d’Epargne
- Natixis
- Credit Coopératif
- Banque Palatine
- Oney

Diversified range of business activities in France and abroad

- Retail Banking, Insurance, Financial Solutions & Expertise
- Asset & Wealth Management
- Corporate & Investment Banking
- Payments

- 2nd largest banking group in France
- 100,000 employees
- 36 million customers
- 9 million cooperative shareholders
- > 20% of the contribution to financing the French economy
- Present in > 40 countries
Organizational structure as at December 31, 2020

Our cooperative business model is our identity and our strength. It allows us to ensure that our strategy and actions are sustainable over the long term, as close as possible to our local communities and our customers.

A robust banking group

**FIGURES FOR THE 2020 FINANCIAL YEAR**

<table>
<thead>
<tr>
<th>REPORTED NET BANKING INCOME</th>
<th>CET1 RATIO (1)</th>
<th>REPORTED NET INCOME (GROUP SHARE)</th>
</tr>
</thead>
<tbody>
<tr>
<td>€22.5bn</td>
<td>16.0%</td>
<td>€1.6bn</td>
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**LONG-TERM RATINGS (SENIOR PREFERRED)**

- **Fitch Ratings**: A+
- **Moody’s**: A1
- **R&I**: A+
- **Standard & Poor’s**: A+

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1) Indirectly through Local Savings Companies.
2) Fédération Nationale des Banques Populaires.
3) Fédération Nationale des Caisses d’Epargne.
4) The Communauté BPCE is a collective of business lines bringing together 9,000 employees from BPCE, the Financial Solutions & Expertise Division, BPCE IT, IT-CE, i-BP, BPCE Achats, BPCE Solutions Crédit, BPCE Services and BPCE Services financiers.
5) Free float: 29%.

[1] As at December 31, 2020
Bankers and insurers serving the needs of our customers in all our different territories

We accompany our customers in the key moments of their lives when buying real estate, for instance, or preparing for retirement.

We protect them against the vicissitudes of life and provide insurance for their homes and vehicles.

We develop expertise in savings and private banking to advise them in building up and enhancing their wealth.

We are also banking and insurance partners to a clientele of self-employed professionals, companies, and local authorities.

We are constantly innovating to offer increasingly easy-to-use and secure payment solutions.

We run an easily accessible online bank providing user-friendly and secure solutions for day-to-day transactions and subscription processes.

We work for Banque Populaire, Caisse d’Epargne, Natixis, Banque Palatine, Crédit Coopératif, CASDEN Banque Populaire, and Oney and we work to deliver solutions for all our clientele of individual customers, professionals, companies, associations, and institutions.

Our horizon? The long term.
What motivates us? Trust.

WE ARE THE SECOND LARGEST BANKING GROUP IN FRANCE.
Thanks to our status today as a fully-fledged insurance specialist, we design, distribute, and manage a comprehensive range of personal insurance and non-life insurance products. In 2020, Natixis Assurances created a new individual retirement savings plan distributed through the Banques Populaires and Caisses d’Epargne retail banking networks allowing everyone to take out standardized retirement saving plans that have a positive social and environmental impact. This reflects the long-standing climate commitment adopted by Natixis Assurances that, every year, devotes 10% of its investments to green assets, with a view to having 10% of its total investments in green assets by the end of 2030 at the latest.

Specialized expertise

We also offer expertise to the customers of the Banques Populaires and Caisses d’Epargne in consultancy services and specialized financing operations (leasing, consumer credit, sureties & guarantees, etc.) in addition to securities custody services provided by dedicated entities.

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<th>No.1</th>
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<tr>
<td><strong>in the real estate development financing market</strong>&lt;br&gt;Source: Federation of real estate promoters (FPI)</td>
<td><strong>French provider of outsourced custody services on the retail market</strong>&lt;br&gt;[Internal analysis]</td>
</tr>
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€901m in net banking income in 2020 (+8% year-on-year)

10.6 million policies under management (excl. payment protection insurance) at December 31, 2020
A remote banking provider: ever closer to its customers

The Group’s remote banking services now form an integral part of our customers’ everyday lives. Our digital channels (web or mobile applications) are already used by 80% of our principal active customers who clock up an aggregate total of more than 2 billion visits per year. In 2020 – and notably during the Covid lockdown periods – our customers also massively adopted our strong authentication solution (Sécur’pass) that allows them to conduct their day-to-day banking transactions instantaneously and autonomously in a totally secure environment. All loan application processes (real estate, consumer, and professional equipment loans) are now entirely digitized. The electronic signature is now widely used for contracts and agreements, a greatly appreciated solution in the context of the health crisis, notably for state-guaranteed loans. We are also stepping up our efforts to develop the potential of data analysis in the design of services and tools with the help of artificial intelligence.

All of these advances have enabled our Group to consolidate its leadership position in digital services. It was one of the top-ranked European banks for customer satisfaction with mobile applications during the first lockdown period (Covid-19 report published by the D-Rating agency).

6.2 million customers every month use the Banque Populaire and Caisse d’Epargne mobile apps.

> 40

A Digital NPS (Net Promoter Score, or the rate at which our customers recommend us) higher than the banking industry average.
Thanks to Natixis Payments, we cover the entire payment value chain ranging from issuance to acquisition, from e-payments to e-wallets and prepaid cards. In 2020, we contributed to changing consumer purchasing and payment behavior. Contactless transactions doubled over the year (to nearly 1 billion transactions) and the use of mobile payments has grown widespread since we first launched it in 2016 (nearly one million customers now use this solution every month). As of May 11, 2020, all of our customers’ bank cards have accepted contactless payments of up to 50 euros, and the electronic payment terminals of our professional customers have been adapted accordingly. We have also helped merchants to grow their online sales, notably through the omnichannel platforms provided by our Dalenys and PayPlug FinTech companies.

Payment experiences: ever more innovative

[AN INDUSTRY LEADER](Figures as at December 31, 2020)

**No.1**
issuer of Visa cards in continental Europe

> **23 million**
cards managed

> **8 billion**
transactions per year

1.3 million
customers using Paylib between friends, or 30% of all users
Investment solutions to meet our customers’ objectives

With more than 1,100 billion euros in assets under management at the end of 2020, Natixis Investment Managers is one of the world’s largest asset management companies. Thanks to our multi-affiliate business model drawing on the expertise of more than 20 independent asset management firms worldwide, we help institutional and retail investors to achieve their objectives thanks to a wide range of investment solutions. We place all our expertise at the service of our clientele of private individuals, business creators and company directors with Natixis Wealth Management, a Group entity responsible for designing and implementing financial solutions tailor-made to manage and optimize their wealth. Finally, with Natixis Interépargne, we are a front-ranking player in employee savings and retirement savings plans in France, with more than 67,000 corporate clients, more than 3 million individual savers, and a 26.7% market share in employee savings.

Birth of a European leader

The Group has finalized one of the components of its partnership set up in 2019 with La Banque Postale and created a European leader in fixed-income and insurance-related asset management. The new entity, Ostrum Asset Management, had more than 448 billion euros in assets under management at the end of December 2020, and 581 billion euros under administration on its services platform that offers a comprehensive, modular range of services: post-trade activities such as execution services, risk management, compliance, customized reporting, and order execution via Natixis TradEx Solutions. This partnership has enabled Natixis Investment Managers to become the second largest European asset manager in terms of assets under management.

No.9

Ostrum Asset Management’s ranking among institutional customers in Europe in terms of assets under management.

€1,135.5bn
of assets under management
(at December 31, 2020)

23
affiliated management companies present in more than 20 countries
Working through the Corporate & Investment Banking division of Natixis, we provide advice and support throughout the world to a clientele of corporate customers, financial institutions, institutional investors, financial sponsors, and public sector entities... in addition to the customers of the Banques Populaires and Caisses d’Epargne retail banking networks. We offer them a diversified range of innovative, tailor-made solutions to support and optimize their development. To achieve this, we draw on a comprehensive range of expertise: M&A advisory services, investment banking, financing (structured and traditional), capital markets (fixed income, commodities, research), treasury solutions, and trade finance.

In favor of green and sustainable finance

After the launch of the ‘Green Weighting Factor’ in 2019, Natixis confirmed its status as a key player in green and sustainable finance through the ramp-up of its ‘Green & Sustainable Hub.’ In 2020, this platform expanded its activities substantially in loans and investment solutions, and maintained its growth in the bond market.

No.8 worldwide
Mandated Lead Arranger in infrastructure project financing in 2020.
(source: IJGlobal)

No.1
Mandated Lead Arranger in real estate in Europe in 2020.
(source: Dealogic)
Health crisis: committed to supporting our customers and the French economy

From the very outbreak of the pandemic, we went to enormous lengths to mobilize our energies and we played our role to the full in managing the health crisis. We took measures beyond those required by the French government with the launch of a host of support initiatives.

Financial support and economic recovery
In 2020, the Banques Populaires and Caisses d’Epargne networks, Banque Palatine, and Natixis granted state-guaranteed loans worth an aggregate total of almost 31 billion euros to more than 200,000 customers throughout France. Our Group was also among the first to offer its customers the possibility to defer paying off the principal on their loans. This significant support measure places us among the top-ranking banking groups as far as supporting and safeguarding the French economy is concerned. The French government also launched the Relance (‘Recovery’) label in October 2020. The Mirova Insertion Emplois Dynamique fund was one of the first ten funds to be awarded the Recovery label and already boasts significant assets under management (906 million euros). Since December 2020, we have communicated on the online stock market page of our customers’ securities accounts and personal equity plans, sending messages to highlight the goals of this initiative and provide all the necessary information about this investment fund.

Loan repayment holidays and continuity of service
The Banques Populaires and Caisses d’Epargne have deferred 518,000 loan payments. Two further initiatives have also proved decisive in supporting our customers: keeping our bank branches open during the first lockdown period (at a rate of 90%) and speeding up the adoption of remote banking services, notably by simplifying routine operations. For example, our Group was the first player in the French market to implement electronic signatures on a massive scale.

Targeted actions for the most affected
The Caisses d’Epargne rolled out a large-scale support plan for the public hospital sector, accompanied by a financing package worth 1 billion euros. Natixis Payments mobilized its efforts to meet the numerous requests for additional cash flow facilities received from hospitals, care homes for the elderly, and municipalities while the Banques Populaires launched the Prêt SOCAMA Relance (SOCAMA recovery loan) to support professional customers. The Banques Populaires and Caisses d’Epargne also launched a support scheme for students and apprentices.

Figures at December 31, 2020

| €31bn | IN STATE-GUARANTEED LOANS |
| 200,000 | CUSTOMERS WERE GRANTED THESE LOANS |
Insurer with a strong local presence
Natixis Assurances has taken a host of measures, such as suspending all formal notice and collection procedures for SMEs and VSEs in difficulty, and maintaining all provident and non-life insurance coverage for professional customers of the Banques Populaires and Caisses d’Epargne, even in the event of late payment.

Socially responsible employer
New working arrangements have been set up using teleworking solutions to ensure both continuity of service for customers and the individual safety of employees.

Customer communications
For the customers of its asset & wealth management and corporate & investment businesses, Natixis reinforced one-to-one exchanges or enhanced contacts via communication initiatives, notably webinars and podcasts hosted by economists and experts.

Solidarity on every front
With the large-scale distribution of masks before they were easily available in sufficient numbers, financial donations, appeals for gifts to help the most financially exposed individuals, etc... mutual aid took on a wide range of different forms.

> 500,000
LOAN REPAYMENT HOLIDAYS
[Banque Populaire and Caisse d’Epargne]

90%
OF THE BANK BRANCHES REMAINED OPEN DURING THE FIRST LOCKDOWN PERIOD
We work to promote a more responsible and solidarity-based economy

True to its cooperative values, our Group continues to intensify its commitment to social and environmental responsibility through its own initiatives and the actions of its different banking businesses, and is actively committed to the creation of a low-carbon society.

Our Group supports all economic players, both in terms of financing and refinancing or investment and savings – whether they are entities active in the renewable energy sector or local authorities, professionals, SMEs and ISEs, private individuals and, of course, members of the farming industry and large corporations – in their ecological transition and in the transformation of their business models.

In 2020, our Group continued to increase its financing for renewable energies, to develop the ‘Green Weighting Factor’ (its capital allocation mechanism that prioritizes the most environmentally virtuous financing), and to promote the renovation of buildings (notably residential accommodation) by offering its customers zero-interest eco-loans and Energy Renovation Loans, by innovating with turnkey solutions (such as the experiment conducted with Cozynergy, a global energy renovation operator that intervenes from the preliminary audit to the successful completion of the work), and by conducting work to improve the reliability of the Energy Performance Diagnosis.

**Sustainably responsible**

On September 1st, 2020, BPCE launched Ambition Durable, the first green bond aimed at customers of the Banques Populaires and Caisses d’Epargne retail banking networks. The funds raised will be used to finance the construction and renovation of low environmental-footprint buildings. The ‘Water and Ocean’ equity index has been chosen as the performance driver. This first 100% Groupe BPCE and 100% responsible bond issue, which meets the expectations of customers wanting to give meaning to their savings, has already raised over 280 million euros.
Our contribution to life in local and regional France

Accompanying changes in society and the development of regional economies has been one of the missions pursued by the Banques Populaires and Caisses d’Epargne ever since they were first created. Their close customer relationships and their understanding of the local public and private ecosystems make them essential contributors to the economic life of the regions. This commitment is reflected in many areas, from banking inclusion to responsible purchasing without forgetting human resources policies sensitive to the goals of diversity and equality. As a front-ranking employer, our Group provides its 100,000 employees with support in their professional careers through training or mobility against a background of far-reaching changes in banking activities.

A STRONG TERRITORIAL FOOTPRINT

1.6 million jobs supported by the activities of the Banque Populaire and Caisse d’Epargne networks.

No.1 financier of the social & solidarity-based economy (collection & management) with €15.9bn in assets.

Leader in personal and professional microcredit financing.

Our commitment praised by ESG rating agencies

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<tr>
<th>Rating Agency</th>
<th>Score</th>
<th>Category</th>
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<tbody>
<tr>
<td>C-Prime</td>
<td>64/100</td>
<td>(AVERAGE PERFORMER)</td>
</tr>
<tr>
<td>AA MSCI</td>
<td>60/100</td>
<td>(ADVANCED)</td>
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FOR ITS FIRST ASSESSMENT BY CDP, OUR GROUP OBTAINED A RATING OF A-, ONE OF THE HIGHEST IN THE BANKING INDUSTRY.
As patrons and sponsors, our companies are committed to life in the regions, and mobilized in favor of a host of public-interest organizations. Involved with all the different actors in the world of sport, they also support a group of about one hundred athletes throughout France.

A total of 34.8 million euros in cultural and solidarity-based sponsorship has been allocated by the Banques Populaires and Caisses d’Epargne. Natixis, working through the Foundation it created in 2020, also supports two international projects promoting access to drinking water and the production of solar energy.

As a partner of sports teams, clubs and federations, our Group works alongside enthusiasts as well as outstanding athletes. Banque Populaire sponsored Clarisse Crémer in her first Vendée Globe and finalized the construction of a new boat, the Maxi Banque Populaire XI launched in May 2021. As a major partner of the French handball and basketball teams, the Caisse d’Epargne was thrilled when the women’s handball team won a silver medal in the Euro 2020 competition and when the men’s basketball team qualified for Euro 2022. Natixis, an official sponsor of the Racing 92 rugby club, has supported the team in sky blue & white-striped shirts in their dream of winning the European Cup final. As a natural extension of its brands’ commitment to sport and its involvement in the French National Olympic and Sports Committee since 2010, our Group has been a Premium Partner of the Olympic & Paralympic Games Paris 2024 for the past two years and actively supports the French Olympic & Paralympic team.

Day-to-day support

87 days, 2 hours, 24 minutes and 25 seconds: Clarisse Crémer crossed the finish line of the 2020/2021 Vendée Globe in 12th position to become the new holder of the women’s solo round-the-world record in a monohull.

The launch of the Team IMAGINE 2024 platform represented a new stage in the in-house campaign to activate our partnership with Paris 2024 and to mobilize all the Group’s employees around sporting activities, solidarity actions, and societal initiatives. The platform now boasts more than 8,000 subscribers.
In addition to the publication, in February 2020, of economic research conducted by BPCE L’Observatoire on the sports industry, we also launched, in association with the Choiseul Institute, the Choiseul Sport & Business Club, set up to contribute to the development of the sports economy and make it the new showcase of French excellence. The Sport & Performance Capital investment fund is continuing its work with five high-potential innovative companies in very different sectors of activity. And lastly, with the financing of the construction of the future athletes’ village on the Ile Saint-Denis next to Paris, we are working hard to ensure the success – and the continuing legacy – of the Olympic & Paralympic Games Paris 2024.

The first concrete steps taken in this area in support of companies, local authorities or associations are already making a tangible impact.

Our ambition: to become the benchmark player in the sports economy

The first concrete steps taken in this area in support of companies, local authorities or associations are already making a tangible impact.

Entreprendre 2024: spectators in four years’ time, already actors today

Organized throughout France since March 2020, the Entreprendre 2024 meetings represent a concrete expression of our commitment to Paris 2024, particularly in terms of business opportunities. Set up to help micro-companies, SMEs and entities in the social & solidarity-based economy to seize the economic opportunities offered by the Olympic Games Paris 2024, they have already mobilized three-quarters of the Banques Populaires and Caisses d’Epargne, in addition to Banque Palatine, via the sixteen events organized so far. More than 2,000 companies and partners have already been made more aware of these opportunities and received support in pursuing them.

€80m
the target investment amount
of Sport & Performance Capital, the investment fund dedicated to the sports economy launched by Seventure Partners and the Caisse d’Epargne.