Groupe BPCE at a glance

In our capacity as a cooperative group providing universal banking and insurance services, we base our strategy and actions on long-term objectives closely aligned with the needs of our territories and our customers.

Strong, trusted brands

Two major business lines operating in France and abroad

- Banking & financial services
- Advisory & specialized financing
- Insurance
- Digital & Payments

- Corporate & Investment Banking
- Asset & Wealth Management
In 2021, our Group took steps to streamline its organization to further boost efficiency and develop its business lines. These measuring included the delisting of Natixis, the bringing together of our two major Asset Management and Corporate & Investment Banking global business lines within a newly created business unit, the transfer of our insurance and payment activities to BPCE, and the consolidation of the support functions of Natixis and BPCE, etc. The completion of this project has made the Group’s organization more legible, more agile, and consequently more efficient.
A total of 36 million customers, comprised of private individuals, professionals, businesses, local authorities, associations, etc., count on us and on the services we provide.

As local bankers, we play a key role in the life of the regions and finance more than 20% of the French economy.

We are experts in financing, savings, private banking, insurance, payment solutions, and specialized services such as leasing and factoring... working closely with our customers every day in the realization of their projects.

Committed to the major challenges facing society – and climate change, in particular – we support all our customers in their ecological transition.

Our decentralized, cooperative banking business model, our close proximity to our customers, our perfect understanding of local ecosystems, and our capacity to act over the long term make us a key partner in the economic life of our territories.

We are the Banques Populaires, the Caisses d’Epargne, Banque Palatine, Crédit Coopératif, CASDEN Banque Populaire, and Oney.

All the expertise of two major retail banking networks and insurer serving the needs of its customers

No.1 BANK FOR SMES

No.2 BANK FOR INDIVIDUAL CUSTOMERS

No.2 BANK FOR PROFESSIONALS AND INDIVIDUAL ENTREPRENEURS

No.1 BANK FOR THE PERSONNEL OF THE FRENCH NATIONAL EDUCATION SERVICE*

* Banque Populaire and CASDEN

No.1 BANK FOR LOCAL AUTHORITIES
Insurance is also our business

We are a full-service insurer that designs, distributes, and manages a comprehensive range of life and non-life insurance products.

**Personal insurance.** Whether the customer’s intention is to build up savings, prepare for retirement, insure their property, secure their means of payment, or protect themselves and their loved ones, Groupe BPCE provides solutions to cover the full range of our customers’ needs.

**Non-life insurance.** Automotive, two-wheeler, home, health, personal accident, civil liability, and legal protection insurance: a comprehensive range of insurance solutions is available for Groupe BPCE customers.

“We are also a pioneering insurer as far as our commitment to climate action is concerned. Every year, we devote 10% of our investments to green assets to ensure that this asset class represents 10% of our overall insurance assets under management by 2030 at the latest.”
No.1
French provider of outsourced custody services on the retail market.

No.1
in the real estate development financing market.

Recognized for our specialized expertise

We offer our customers the expertise of our financing, advisory, and custody services business activities.

In financing, our solutions cover factoring, equipment and real estate leasing, sureties and financial guarantees, and real estate development financing.

“In 2021, we became the No. 1 bank for consumer credit in France.”

In the field of advisory services, we specialize in meeting the needs of French SMEs and mid-sized companies wanting to develop their activities in the international arena by organic or acquisition-driven growth. We also provide expertise in the different segments of the real estate market: appraisals and advisory services, residential and investment properties, and transactions.

Finally, we are also developing our know-how in the area of securities custody services. We are the leading French provider of outsourced custody services on the retail market.
Payments, a range of solutions for our customers

We offer integrated solutions that make life easier for our customers and fully support the efforts made by companies, retailers and e-merchants of all sizes to enhance their performance and complete their digital transformation.

As such, the expertise of our different brands covers the entire value chain of digital, physical, online, and split payment solutions:

• with BPCE Payment Services, we are a recognized payment operator in the field of electronic payment processing and payment flows;

• with our fintechs PayPlug, Dalenys and Xpollens, we support the efforts made by SMEs, large retailers, and retail marketplaces to digitize their operations;

• with Bimpli, we are one of the players in the digital transformation of employee benefits (meal vouchers, gift vouchers) and benefits for works councils;

• with Oney*, we boast extensive expertise in payment, financing, and insurance solutions serving the needs of more than 1,700 retailers and e-merchants in 12 different European countries.

* Oney is 50.1% owned by BPCE.

3.6 billion transactions made by our cardholders per year.

24 million cards managed.

20% of the payment processing services in France is provided by our teams.

No.1 issuer of Visa cards in continental Europe with Groupe BPCE.

No.1 in split payment activities in France with Oney.

Figures as at December 31, 2021.
ASSET & WEALTH MANAGEMENT
Building high-performance, sustainable investment portfolios for our customers

Ranked among the world’s largest asset managers, Natixis Investment Managers offers a range of diversified solutions covering a variety of asset classes, management styles and vehicles, including strategies and products dedicated to the development of sustainable finance. We work in close partnership with our customers to understand their objectives and offer them a wide range of investment strategies tailored to their long-term goals.

A multi-affiliate network

Natixis Investment Managers draws on the expertise of approximately 20 affiliated asset management companies around the world to provide a comprehensive range of investment solutions.

A single priority: responsible investment

Working closely with its affiliates, Natixis Investment Managers actively pursues its commitment to transitioning to a more sustainable economy. One third of its assets are currently managed sustainably or on an impact basis, with a target of 50% by 2024. In their capacity as active asset managers, Natixis Investment Managers and its affiliates commit themselves to these principles through individual and collective actions, active voting policies, and key market initiatives designed to advance responsible investment.

Figures as at December 31, 2021.

~ €1,250bn in assets under management.
(x 2 in 10 years)

2nd largest European asset manager.

~ 20 affiliates.

1/3 of assets under management are invested using sustainable management or impact investment strategies.
With Natixis Wealth Management, we provide long-term support to a clientele of business owners, senior executives, and wealthy families in France and Luxembourg with an array of tailor-made wealth management and financial solutions. This clientele enjoys access to an extensive service offering that benefits from the expertise of three subsidiaries: Vega Investment Managers, Teora by Natixis Wealth Management, and Massena Partners.

The expertise of a private bank

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Employee savings and retirement solutions

With Natixis Interépargne, we have been supporting savers and companies of all sizes for more than 50 years, designing and managing uncomplicated, innovative employee savings and retirement products and services.

NATIXIS WEALTH MANAGEMENT

€30bn in assets under management.

€2.2bn in projects financed with our customers.

Figures as at December 31, 2021 in France and Luxembourg – excluding Funds and Third-Party Asset Manager activities.

NATIXIS INTERÉPARGNE

> 74,000 corporate customers and more than 3 million savers.

~ €32bn in assets under management in employee and retirement savings.

Figures as at December 31, 2021.
CORPORATE & INVESTMENT BANKING
Offering a diversified range of products and solutions for our customers

Natixis Corporate & Investment Banking advises its customers on their corporate strategy and helps them develop and transform their activities while simultaneously maximizing their positive impacts. The goal of the bank is to pursue long-term strategic dialogues with its customers and to forge close relationships with them by building on its strong domestic and international presence.

Selective and diversified expertise
We provide companies, financial institutions, financial sponsors, and sovereign & supranational issuers with a full range of financial services in eight priority sectors*:  
• Advisory services,
• Investment Banking,
• Financing solutions,
• Commercial Banking,
• Capital markets.


No.2 MLA worldwide for infrastructure financing.
No.2 bookrunner for real-estate financing in the EMEA region.
No.1 in share buyback programs for SBF120 companies for the 7th year in succession.
No.2 worldwide for euro-denominated bond issues to financial institutions.

Figures as at December 31, 2021
As a pioneer in green and sustainable finance, Natixis Corporate & Investment Banking helps its customers reduce the environmental impact of their activities. It is committed to aligning its own financing portfolio with a +1.5°C warming trajectory by 2050. Between 2017 and 2020, the bank doubled its revenues from green and sustainable activities, and aims to increase them further by a factor of 1.7 between 2020 and 2024.

Natixis Corporate & Investment Banking is the 1st bank to measure and monitor the carbon footprint of its own balance sheet using the Green Weighting Factor, a novel capital allocation tool that ranks each financing deal in terms of its impact on the climate.

Two hubs of expertise dedicated to green finance and the technological transition

- The Green & Sustainable Hub, a center of expertise in green finance with specialists working from Paris, New York, and Hong Kong, advises customers about financing and investment issues to facilitate their ecological and social transition.

- The Tech Hub, a unit dedicated to supporting customers in their technological transition, helps them complete this transition whether they are specialized in the Technology sector or not.

Supporting our customers in their sustainable growth strategies

2022 AWARDS
NATIXIS NAMED

- ESG Infrastructure Bank of the Year (IJ Global ESG Awards)
- Best Investment Bank 2022, France (Global Finance)
With its strategic plan “BPCE 2024: More United, More Useful, More Robust,” our Group is embarking upon a new stage in its development. With this new strategic roadmap, we intend to take full advantage of both present and future opportunities, to provide concrete responses to the concerns of our customers and of society at large, by releasing the full potential of our multi-brand, entrepreneurial cooperative bank model.

A single goal: to be a leader in banking, insurance, and asset management services accessible to all.
Three strategic priorities and three key principles

BPCE 2024 is based on **three strategic priorities** and **three key principles**, and presents strong ambitions for each of its business lines.

### Three strategic priorities

**WINNING SPIRIT:** because the Group is founded on a future-oriented business model, it intends to speed up the pace of its development.

**CUSTOMER:** because a strong local and regional presence is written in its very DNA, the Group undertakes to provide its customers with the highest quality of service over the long term.

**CLIMATE:** because climate change is the major challenge of our time, the Group has made it an area of priority action for all its business lines and companies.

### Three key principles

**SIMPLE:** a simpler, more legible and more efficient organization.

**INNOVATIVE:** a set of strong ambitions in Data and the Future of work, the foundation for HR innovation.

**SECURE:** an enhancement of its economic performance and a confirmation of its role as a trusted third party.
In France and abroad, we respond to the expectations of our customers and, beyond them, of society at large. We are actively involved in all areas of Corporate & Social Responsibility: the ecological transition, new business creation, banking inclusion, healthcare, quality of service, education, economic and social integration, commitments to our employees, etc. What distinguishes us from our peers? Our business model: we act over the long term while maintaining close ties at a local and regional level.

**Acting in favor of the climate**

The transition to a low-carbon economy calls for considerable financing. We are playing a leading role in this area, with three major objectives for 2024:

1. **A commitment to align the Group’s portfolios with a ‘net zero’ emissions trajectory**, prioritizing those portfolios where the bank can have the most significant impact.

2. **Supporting all our customers in their environmental transition**: project financing, privileged advisory services and strategic dialogue on the transition, dedicated ESG savings offers.

3. **Speeding up the Group’s reduction of its own environmental footprint** (real estate, employee mobility, purchasing, digital practices).

**Our measurement tools**

In order to measure the climate impact of our portfolios, we rely on dedicated measurement tools, specific to the nature of the portfolios evaluated.

The **Green Weighting Factor** developed since 2018 for our Corporate & Investment Banking activities (which include the sectors emitting the highest quantities of greenhouse gases) analyzes the financing of large companies and allows us to draw up the temperature trajectory of portfolios by sector.

With the **Green Evaluation Models**, our Group is extending its measurement and alignment work to other portfolios (home loans, loans to local authorities, etc.). Our goal is to have the climate impact of all our portfolios measured by 2024.
Meeting the expectations of society and of our employees

The nature of our business activities and our power confer considerable responsibility upon us with regard to CSR issues. As a cooperative group, we are attuned to the aspirations and the needs of society.

Our local banking model enables us to be well acquainted with social and societal expectations and to provide concrete solutions closely aligned with the needs of our customers, including the most vulnerable categories of the population.

As a service company, we also encourage the professional commitment of our 100,000 employees by creating the conditions necessary for their personal growth and the quality of their working conditions, notably through the implementation of hybrid working solutions.

No.1 in private financier of the social and solidarity-based economy.

No.1 banking operator for personal and professional microloans.

Major player in social housing in France with €3.5bn in medium- and long-term financing for social housing.

€207m invested in training in 2021.

Figures as at December 31, 2021
A strong local presence at the heart of our corporate identity

Our cooperative, multi-brand and entrepreneurial business model is our identity and the source of our strength. Our local roots, our deep involvement in local ecosystems, our proximity to, and knowledge of, our customers enable us to be a committed player in the life of our regions and local communities. We provide support at every level:

- **Local** thanks to our extremely strong physical or digital presence,
- **Regional** with the Banques Populaires and Caisses d’Epargne, key players in the dynamics of our territories,
- **National** with our financing of more than 20% of the French economy,
- **Worldwide** with a presence in more than 40 countries thanks, in particular, to Natixis Investment Managers working through a multi-affiliate network and to Natixis Corporate & Investment Banking but also thanks to Oney’s presence in Europe.

When proximity rhymes with solidarity

Our strong local roots of our companies find expression in the large number of actions taken by them in their respective communities. The main areas of intervention, defined with the Fédération nationale des Banques Populaires and the Fédération nationale des Caisses d’Epargne, include education and research, support for new business creation, social integration, in addition to consumer protection, health, and heightening the public’s awareness of environmental issues.

14 Banques Populaires and 15 Caisses d’Epargne present throughout the country.

**PARTICIPATORY GOVERNANCE**

9 million cooperative shareholders elect their representatives to sit on the boards of the regional banks.

**No.1** banker for social housing, the social and solidarity-based economy and microloans with accompanying support measures.

**No.1** collector and manager of solidarity-based savings in France.

€40 million The amount of corporate philanthropic investment made by the Group’s companies.
A strong local presence also means giving our customers the possibility to contact and interact with their bank as and when they wish: digital technology and the range of services now offered in ‘self-care’ enable our customers to manage their banking business on a daily basis, combining speed with ease of use.

12 million of our customers – both private individuals and professionals – were active on our digital channels (web and mobile) in 2021, representing more than 2 billion individual visits per year. Thanks to these channels, they can enjoy local access to ever more innovative and comprehensive services and offers. Our goal is to provide the best customer experience on the web and on mobile devices.

**Digital solutions always closely aligned with our customers’ needs**

81% of principal active customers on digital channels as at December 2021.

4.7/5 is the score obtained by the Banque Populaire and Caisse d’Epargne mobile applications in the Apple Store. This score puts us at the head of the rankings of traditional French banks.

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**DIGITAL BANKING: KEY FIGURES**

- 81% of principal active customers on digital channels as at December 2021.
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8.8 million active customers using mobile devices have had access since late-2021 to a dedicated space in the mobile application.
More than a mere ‘public image’ and ‘marketing’ commitment, our partnership is helping us realize our ambition of becoming the leading banking player in the sports economy.

In their capacity as Premium Partners of the Olympic and Paralympic Games Paris 2024 since January 1, 2019, the Group and its different companies are mobilizing their energies to give full expression to this unique adventure throughout France.

One partnership, many ambitions

The Olympic & Paralympic Games Paris 2024 represent a historic opportunity to transform our country in ways that benefit all French people over the long term. Thanks to this partnership, Groupe BPCE, a local banking partner committed to serving French society at large and the geographical regions, wants to play its role in this adventure to the full.

In perfect harmony with the Group’s essential DNA and its long-standing commitment to sport – sailing, handball, basketball, rugby and surfing – our ambition is also to view these Games from a historic perspective and to contribute fully to the Legacy of Paris 2024 through actions related to social inclusion, diversity, and environmental excellence. **It also represents a unique opportunity to unite the 100,000 employees of Groupe BPCE around the key values of team spirit and personal initiative, of surpassing oneself, and of solidarity.** This is what the in-house mobilization program IMAGINE 2024, launched in 2019, sets out to achieve in pursuit of a single ambition: to make everyone the leading ambassador of the Olympic Games Paris 2024! As a result of this program, the Team IMAGINE 2024 platform now boasts a total of 22,000 registered employees.

“More than a mere ‘public image’ and ‘marketing’ commitment, our partnership is helping us realize our ambition of becoming the leading banking player in the sports economy.”
Concrete achievements

All our companies are actively committed. ‘Entreprendre 2024,’ a program launched in early 2020 to help local micro-companies, SMEs and companies active in the local social & solidarity-based economy submit bids in response to calls for tenders issued under the aegis of Paris 2024, has heightened awareness of these opportunities and provided support to more than 3,000 companies and partners. Publications of an edition of BPCE L’Observatoire focused on the sports economy have enabled us to highlight the economic importance of this sector in all the different French regions.

In their desire to work with the athletes as closely as possible, the Group’s companies are currently accompanying nearly 200 athletes, helping them not only to prepare for the Games but also to realize their professional ambitions by supporting the French Sports Foundation and the Performance Pact. And finally, CASDEN Banque Populaire is running the educational program ‘History, Sport & Citizenship.’ This initiative, pays tribute to the male and female champions who have left their mark on the Olympic Games from 1896 to the present day.

Our Group is well on the way to Paris 2024!

SUPPORTERS, EVERY DAY!

By becoming partners of sports teams, clubs, federations, etc., Groupe BPCE’s companies are actively promoting the sporting activities of the general public as well as the performance of exceptional male and female athletes.

Banque Populaire, which has been the ‘bank of sailing’ for more than 30 years and the ‘bank of surfing’ since 2020, gives tangible expression through this support to its image as a bold, dynamic and successful bank.

The Caisse d’Epargne, a major partner of handball, basketball, and skiing in France, sponsors sports that bring people together and celebrate life in a group.

Natixis has been involved in rugby since 2007, sharing with this sport the same values of a winning spirit, collective strength, and diversity of talent.