



**GROUPE BPCE**

Bankers and insurers with a different perspective

**Results for the 3<sup>rd</sup> quarter and  
first 9 months of 2014**

November 4, 2014

# Disclaimer

This presentation may contain forward-looking statements and comments relating to the objectives and strategy of Groupe BPCE. By their very nature, these forward-looking statements inherently depend on assumptions, project considerations, objectives and expectations linked to future events, transactions, products and services as well as on suppositions regarding future performance and synergies.

No guarantee can be given that such objectives will be realized; they are subject to inherent risks and uncertainties and are based on assumptions relating to the Group, its subsidiaries and associates and the business development thereof; trends in the sector; future acquisitions and investments; macroeconomic conditions and conditions in the Group's principal local markets; competition and regulation. Occurrence of such events is not certain, and outcomes may prove different from current expectations, significantly affecting expected results. Actual results may differ significantly from those anticipated or implied by the forward-looking statements. Groupe BPCE shall in no event have any obligation to publish modifications or updates of such objectives.

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The financial information presented in this document relating to the period ended September 30, 2014 has been drawn up in compliance with IFRS guidelines, as adopted in the European Union. This financial information is not the equivalent of summary financial statements for an interim period as defined by IAS 34 "Interim Financial Reporting."

The quarterly results of Groupe BPCE for the period ended September 30, 2014 approved by the Management Board at a meeting convened on October 27, 2014, were verified and reviewed by the Supervisory Board at a meeting convened on November 4, 2014.

This presentation includes financial data related to publicly-listed companies which, in accordance with Article L. 451-1-2 of the French Monetary and Financial Code (*Code Monétaire et Financier*), publish information on a quarterly basis about their total revenues per business line. Accordingly, the quarterly financial data regarding these companies is derived from an estimate carried out by Groupe BPCE. The publication of Groupe BPCE's key financial figures based on these estimates should not be construed to engage the liability of the abovementioned companies.

## Notes on methodology

*Groupe BPCE's 60% stake in BPCE Assurances was transferred to Natixis on March 13, 2014 with a retroactive effect as of January 1<sup>st</sup>, 2014. This transfer retains the existing equity and cooperation agreements with Macif and MAIF. The contribution of BPCE Assurances to the Group's consolidated accounts, previously included within the results of the Commercial Banking and Insurance division, is now attributed to Natixis' Investment Solutions division.*

*The segment information has been modified as of Q2-14. The Commercial Banking & Insurance division is now divided into 3 sub-divisions: the Banque Populaire banks, the Caisses d'Épargne, and the Insurance & Other networks business line that chiefly comprises the Banque Palatine, BPCE IOM and Credit Foncier subsidiaries along with the minority equity interest in CNP Assurance. The Workout portfolio management sub-division has also been grouped together with the "Other businesses" division.*

*The segment information of Groupe BPCE has been restated accordingly for previous reporting periods.*

*The Q3-13 and 9M-13 financial results are presented pro forma to account for the operation completed on August 6, 2013 whereby the Banque Populaire banks and Caisses d'Épargne bought back, and subsequently cancelled, the cooperative investment certificates (CICs) held by Natixis.*

*Regulatory capital is allocated to Groupe BPCE business lines on the basis of 9% of their Basel 3 average risk-weighted assets.*

# Robust attributable net income<sup>1</sup> of €2.5bn in 9M-14 (+8.2%) and €810m in Q3-14 (+4.0%) leading to a Group CET1 ratio<sup>2</sup> of 11.5% (up 110bp since end 2013)

## Buoyant commercial activity

### Banque Populaire and Caisse d'Épargne retail networks

- On-balance sheet deposits & savings<sup>3</sup>: **+5.3%** year-on-year
- Loan outstandings: **+3.7%** year-on-year

### Core business lines of Natixis

- Wholesale Banking: **2.4%** growth in net banking income in 9M-14 and new loan production of €20bn in the Structured financing business at end-September 2014
- Investment Solutions: record net inflows of **€24bn** in 9M-14 in asset management; +20% growth of insurance revenues in 9M-14; +15.9% growth in Investment Solutions revenues in 9M-14
- SFS: 2% growth in Specialized financing revenues in 9M-14

## A base of recurring income founded on the performance of the core business lines

- Growth in revenues<sup>1</sup>: +3.5%, to **€17.7bn** in 9M-14, and +3.2% to €5.8bn in Q3-14
- Decline in the cost of risk: 27bp in Q3-14 vs. 31bp in Q3-13
- Net income generated by the core business lines: +9.6%, reaching **€2.7bn** in 9M-14 and +15.1% in Q3-14, rising to €975m

## A strong balance sheet with capital adequacy reinforced still further

- High level of capital adequacy: Common Equity Tier-1 ratio<sup>2</sup> of **11.5%** (+110bp in 9 months) and a total capital adequacy ratio<sup>2</sup> of **15.0%** (+190bp in 9 months)
- Leverage ratio<sup>4</sup> of **4.5%** as at Sept. 30, 2014
- Liquidity reserve: **€168bn** as at Sept. 30, 2014, covering 161% of short-term funding

Q3-13 and 9M-13 results are presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Épargne of the Cooperative Investment Certificates (CICs) held by Natixis <sup>1</sup> Excluding revaluation of own debt <sup>2</sup> Estimate as at Sept. 30, 2014 – CRR/CRD 4 without transitional measures and after restatement to account for deferred tax assets <sup>3</sup> Excluding centralized savings products <sup>4</sup> Estimate at Sept. 30, 2014 in accordance with the rules of the Delegated Act published by the European Commission on October 10, 2014 – CRR/CRD 4 without transitional measures and after restatement to account for deferred tax assets

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# Non-operating items

<b>Revaluation of own debt</b> In millions of euros	<b>Q3-14</b>	<b>Q3-13</b>	<b>9M-14</b>	<b>9M-13</b>
Revaluation of own debt <sup>1</sup>	-182	-72	-242	-120
<b>Impact on income before tax</b>	<b>-182</b>	<b>-72</b>	<b>-242</b>	<b>-120</b>
<b>Total impact on net income attributable to equity holders of the parent</b>	<b>-89</b>	<b>-32</b>	<b>-120</b>	<b>-58</b>
<b>Other non-operating items</b> In millions of euros	<b>Q3-14</b>	<b>Q3-13</b>	<b>9M-14</b>	<b>9M-13</b>
Capital gains on Natixis' sale of its equity interest in Lazard			99	
Prolonged decline in the value of the equity interest in Banca Carige	-58		-68	-32
Disposal of international assets and covered bond buyback operations	1	-50	5	-80
First application IFRS13 (S1-13) and related changes in method (Q2-14)			-37	72
<b>Impact on net banking income</b>	<b>-57</b>	<b>-50</b>	<b>-1</b>	<b>-40</b>
Provision booked on a company accounted for by the equity method (VBRO) <sup>2</sup>	-119		-119	
Capital gains on the disposal of operating real estate assets	75		75	
Capital gains on the disposal of equity interests				23
Impairment of goodwill and miscellaneous			-54	
<b>Total impact on income before tax</b>	<b>-101</b>	<b>-50</b>	<b>-99</b>	<b>-17</b>
<b>Total impact on net income attributable to equity holders of the parent</b>	<b>-131</b>	<b>-32</b>	<b>-123</b>	<b>-27</b>

<sup>1</sup> Concerns Natixis and Crédit Foncier <sup>2</sup> Provision for our minority stake (24.5%) in Romania with a view to a capital increase completed in October 2014

# Q3-14 results of Groupe BPCE

Healthy 15.6% growth in the Group's Q3-14 income before tax, driven by the core business lines

Results In millions of euros	Q3-14	Q3-14/Q3-13 pf % change	Core business lines <sup>2</sup> Q3-14	Q3-14/Q3-13 pf % change
Net banking income <sup>1</sup>	5,839	3.2%	5,449	2.4%
Operating expenses	-3,921	0.2%	-3,498	-
<b>Gross operating income <sup>1</sup></b>	<b>1,918</b>	<b>10.0%</b>	<b>1,950</b>	<b>7.1%</b>
<b>Cost/income ratio</b>	<b>67.1%</b>	<b>-2.0 pts</b>	<b>64.2%</b>	<b>-1.5 pt</b>
Cost of risk	-412	-10.1%	-385	-8.9%
<b>Income before tax <sup>1</sup></b>	<b>1,543</b>	<b>15.6%</b>	<b>1,642</b>	<b>13.3%</b>
<b>Net income attributable to equity holders of the parent excluding the revaluation of own debt</b>	<b>810</b>	<b>4.0%</b>		
Impact of the revaluation of own debt on net income	-89	ns	-	-
<b>Net income attributable to equity holders of the parent</b>	<b>720</b>	<b>-3.5%</b>	<b>975</b>	<b>15.1%</b>
<b>ROE</b>	<b>5.4%</b>	<b>-0.6 pt</b>	<b>11%</b>	<b>1 pt</b>



- Revenues generated by the core business lines: **€5.4bn, +2.4%** vs. Q3-13
- 1.5-pt improvement in the cost/income ratio of the core business lines vs. Q3-13
- Cost of risk down 8.9% vs. Q3-13, to 27bp in Q3-14
- Core business net income attributable to equity holders of the parent: **€975m, +15.1%** vs. Q3-13

Q3-13 results presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Épargne of the Cooperative Investment Certificates (CICs) held by Natixis <sup>1</sup> Excluding revaluation of own debt for the Group's results <sup>2</sup> Commercial Banking and Insurance, Wholesale Banking, Investment Solutions and Specialized Financial Services

# 9M-14 results of Groupe BPCE

Net income attributable to equity holders of the parent<sup>1</sup>: +8.2% over the first 9 months of the year

Results In millions of euros	9M-14	9M-14/9M-13 pf % change	Core business lines <sup>2</sup> 9M-14	9M-14/9M-13 pf % change
Net banking income <sup>1</sup>	17,707	3.5%	16,454	2.9%
Operating expenses	-12,006	1.1%	-10,704	1.3%
<b>Gross operating income<sup>1</sup></b>	<b>5,702</b>	<b>9.0%</b>	<b>5,750</b>	<b>6.1%</b>
<b>Cost/income ratio</b>	<b>67.8%</b>	<b>-1.6 pt</b>	<b>65.1%</b>	<b>-1.0 pt</b>
Cost of risk	-1,337	-9.4%	-1,249	-10.6%
<b>Income before tax<sup>1</sup></b>	<b>4,500</b>	<b>13.8%</b>	<b>4,703</b>	<b>12.3%</b>
<b>Net income attributable to equity holders of the parent excluding the revaluation of own debt</b>	<b>2,504</b>	<b>8.2%</b>		
Impact of the revaluation of own debt on net income	-120	ns	-	-
<b>Net income attributable to equity holders of the parent</b>	<b>2,384</b>	<b>5.7%</b>	<b>2,736</b>	<b>9.6%</b>
<b>ROE</b>	<b>6.1%</b>	<b>-0.1 pt</b>	<b>10%</b>	<b>-</b>

- Revenues: €17.7bn, +3.5% vs. 9M-13
- 1.6-pt point improvement in the cost/income ratio over the period
- Cost of risk down 9.4% vs. 9M-13
- Net income attributable to equity holders of the parent<sup>1</sup>: €2.5bn, +8.2% vs. 9M-13

9M-13 results presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Épargne of the Cooperative Investment Certificates (CICs) held by Natixis <sup>1</sup> Excluding revaluation of own debt for the Group's results <sup>2</sup> Commercial Banking and Insurance, Wholesale Banking, Investment Solutions and Specialized Financial Services

# Results of Groupe BPCE

Sharp decline in the cost of risk in Q3-14, to 27pb<sup>1</sup>

## Banque Populaire banks

- Cost of risk down 34bp in Q3-14

## Caisses d'Epargne

- Cost of risk stands at 29bp in Q3-14

## Commercial Banking and Insurance

- Average cost of risk over the 9-month period down 3bp, to 28bp

## Wholesale Banking, Investment Solutions, SFS

- Significant improvement in the cost of risk in Q3-14 and 9M-14, notably in the Wholesale Banking division

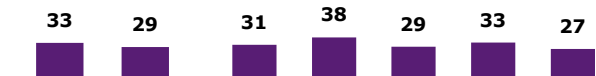
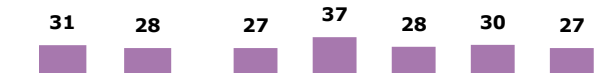
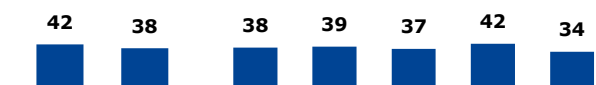
## Core business lines

- Significant decline in the cost of risk of the core business lines

## Groupe BPCE

- Cost of risk stood at **27bp** in Q3-14, down 4bp vs. Q3-13
- Non-performing loans/total loans ratio: **3.8%** as at Sept. 30, 2014 vs. 3.9% at Dec. 31, 2013
- Impaired outstandings coverage ratio: **81.0%**<sup>2</sup> as at Sept. 30, 2014, +2.8 pts vs. Dec. 31, 2013

Cost of risk in bp<sup>1</sup>



9M-13 9M-14 Q3-13 Q4-13 Q1-14 Q2-14 Q3-14

<sup>1</sup> Cost of risk expressed in annualized basis points on gross customer outstandings at the beginning of the period <sup>2</sup> Cover rate, including guarantees related to impaired outstandings



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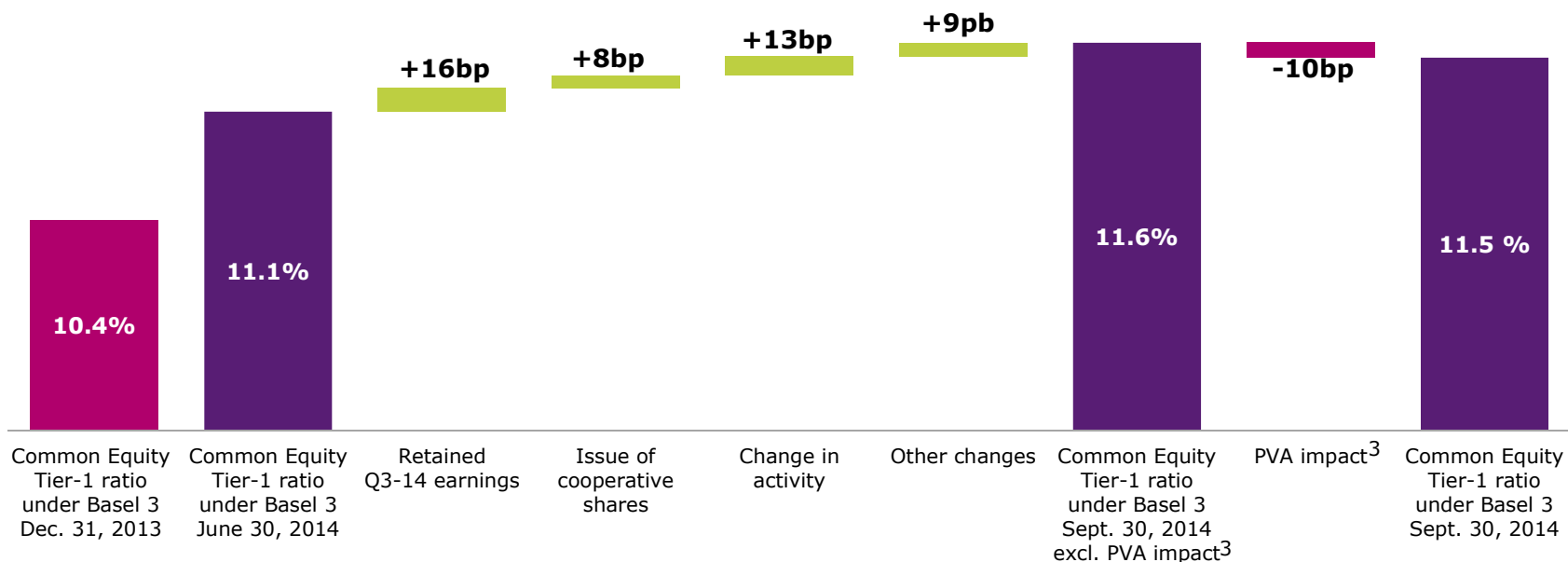
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# Capital adequacy and liquidity

Sharp improvement in capital adequacy in 2014: CET1 ratio<sup>1</sup> +110bp and total capital adequacy ratio<sup>1</sup> +190bp over the 9-month period



**Common Equity Tier-1 ratio under Basel 3<sup>1</sup>: 11.5%, + 40pb in Q3-14**

**Total capital adequacy ratio<sup>1</sup>: 15.0%, +50pb in Q3-14**

**Leverage ratio under Basel 3<sup>2</sup> of 4.5% at Sept. 30, 2014**

Retained earnings taking into account the projected distribution of dividends

<sup>1</sup> Estimate at Sept. 30, 2014 – CRR/CRD 4, without transitional measures and after restatement to account for deferred tax assets

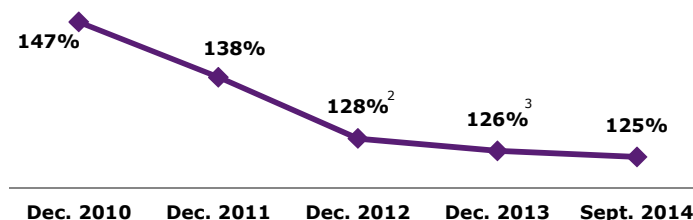
<sup>2</sup> Estimate at Sept. 30, 2014 in accordance with the rules of the Delegated Act published by the European Commission on October 10, 2014 – CRR/CRD 4 without transitional measures and after restatement to account for deferred tax assets <sup>3</sup> Prudent valuation adjustments

# Capital adequacy and liquidity

## Continuous strengthening of the balance sheet structure

**Group's customer loan-to-deposit ratio<sup>1</sup>:  
125% as at Sept. 30, 2014**

### Group customer loan/deposit ratio<sup>1</sup>

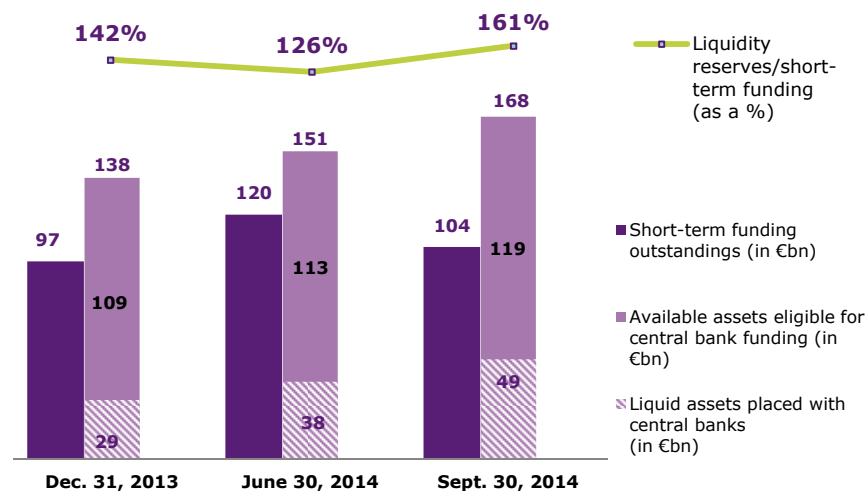


**Liquidity reserves: €168bn as at Sept. 30, 2014**

- **€119bn** of available assets eligible for central bank funding
- **€49bn** of liquid assets placed with central banks
- Reserves equivalent to **161%** of short-term funding

**LCR > 100%<sup>5</sup> since June 30, 2014**

### Liquidity reserves and short-term funding<sup>4</sup>



<sup>1</sup> Excl. SCF (*Compagnie de Financement Foncier*, the Group's *société de crédit foncier* – a French legal covered bonds issuer) <sup>2</sup> Change in method on Dec. 31, 2012 related to modifications in the definition of customer classifications; previous periods not restated <sup>3</sup> Change in method on Dec. 31, 2013 following the adoption of new netting agreements between financial receivables and payables; previous periods not restated <sup>4</sup> Change in method on Dec. 31, 2013 following the adoption of new netting agreements between financial receivables and payables <sup>5</sup> Based on Groupe BPCE's understanding of the latest Basel 3 standards available

# Capital adequacy and liquidity

## Medium/long-term resources

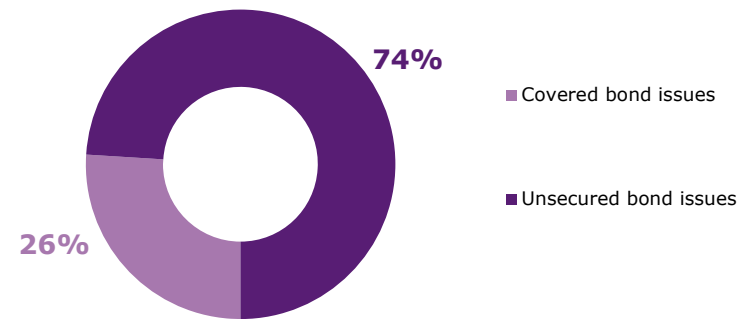
### 117% of the 2014 MLT funding plan raised as at Sept. 30, 2014

- €35.1bn raised on a €30bn program
- Average maturity at issue: 6.8 years
- Average rate: mid-swap +51bp
- 52% in the form of public issues and 48% as private placements

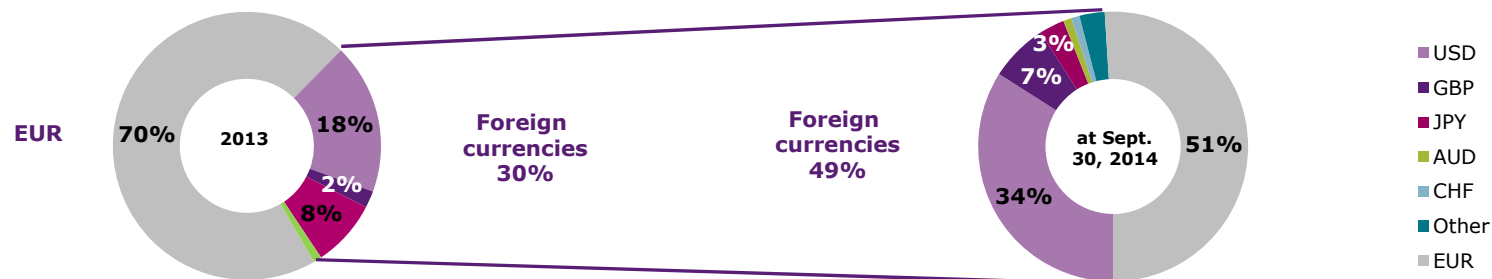
**BPCE MLT funding pool: €30.5bn raised**

**CFF MLT funding pool: €4.6bn raised**

### MLT funding raised at Sept. 30, 2014



### Diversification of the investor base (for unsecured bond issues, institutional customers)



**Proven capacity to raise substantial funds thanks to increased diversification**

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# Results of the business lines

## Commercial Banking & Insurance

<b>Results</b> In millions of euros	<b>Q3-14</b>	<b>Q3-14 / Q3-13 pf</b> % change	<b>9M-14</b>	<b>9M-14 / 9M-13 pf</b> % change
<b>Net banking income</b>	<b>3,780</b>	<b>2.8%</b>	<b>11,312</b>	<b>2.1%</b>
Net banking income <sup>1</sup>	3,779	2.2%	11,310	2.2%
<b>Banque Populaire banks<sup>1</sup></b>	<b>1,558</b>	<b>-0.5%<sup>2</sup></b>	<b>4,801</b>	<b>2.0%<sup>2</sup></b>
<b>Caisses d'Epargne<sup>1</sup></b>	<b>1,794</b>	<b>2.4%</b>	<b>5,326</b>	<b>1.6%</b>
Insurance and Other networks <sup>1</sup>	426	12.4%	1,184	6.3%
Operating expenses	-2,399	-1.4%	-7,367	-0.2%
<b>Gross operating income</b>	<b>1,381</b>	<b>11.0%</b>	<b>3,944</b>	<b>6.8%</b>
<b>Cost/income ratio</b>	<b>63.5%</b>	<b>-2.7 pts</b>	<b>65.1%</b>	<b>-1.5 pt</b>
Cost of risk	-342	3.2%	-1,060	-4.8%
<b>Income before tax</b>	<b>1,092</b>	<b>14.0%</b>	<b>3,053</b>	<b>11.6%</b>
<b>ROE<sup>3</sup></b>	<b>11%</b>	<b>2 pts</b>	<b>10%</b>	<b>1 pt</b>

Q3-13 and 9M-13 results presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Epargne of the Cooperative Investment Certificates (CICs) held by Natixis <sup>1</sup> Excluding provisions for home purchase savings schemes <sup>2</sup> Net banking income excluding home purchase savings schemes of the Banque Populaire banks: +2.2% vs. Q3-13 and +2.9% vs. 9M-13, variations expressed after restating to account for the impact of IFRS 10 and IFRS 11 on the scope of consolidation of the Crédit Coopératif group <sup>3</sup> After tax

# Results of the business lines

## Commercial Banking & Insurance: good commercial performance

Unless specified to the contrary, all changes are vs. Sept. 30, 2013

### Commercial activities of the BP and CE retail networks

- Deposits & savings: continued strong growth in on-balance sheet deposits & savings of **+5.3%** (excl. centralized savings products) with new inflows channeled towards demand deposit and term deposit accounts; recovery in off-balance sheet savings, buoyed up by life insurance
- Loan outstandings: **+3.7%**, active contribution to financing the French economy against a background of weaker demand
- Insurance: strong portfolio growth in both retail networks
- Innovation at our customers' service: person-to-person payment solution based on a tweet, launch of the first Google Glass application in the insurance sector

### Net banking income: +2.2%<sup>1</sup> vs. Q3-13

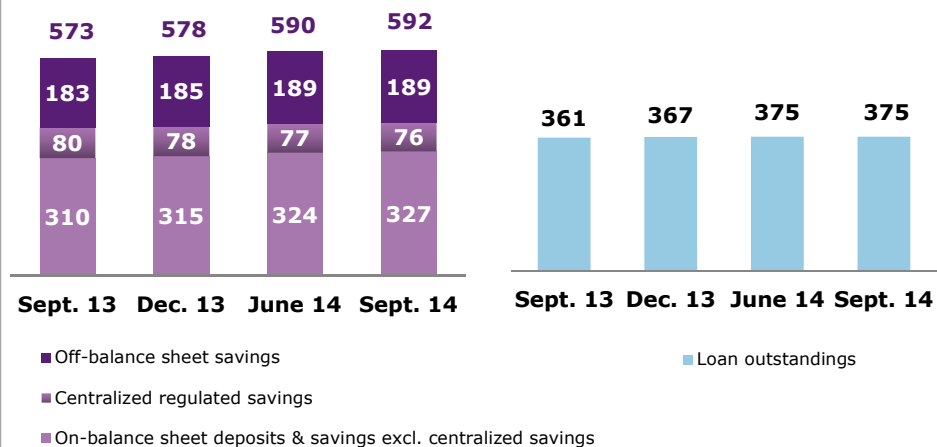
- Net interest margin: growth driven by the volume effect on loan outstandings and the decline in the cost of regulated resources
- Commissions: negative impact of regulatory measures (including the decline in fees earned on regulated savings products and cap on agency commissions) offset by the positive performance of life insurance commissions

### Gross operating income: +11.0% vs. Q3-13

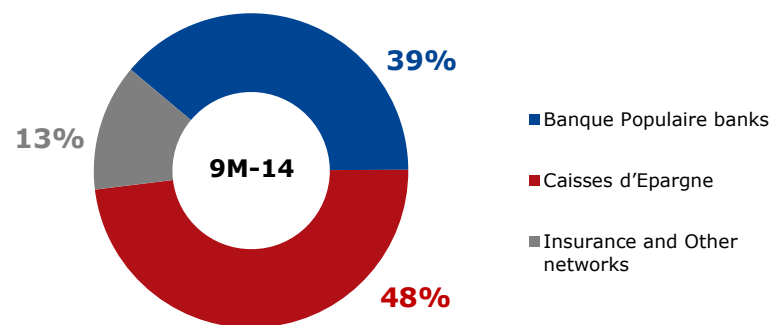
- Cost/income ratio: -2.7 pts vs. Q3-13

### Contribution of the Commercial Banking & Insurance division to the Group's income before tax: €1.1bn in Q3-14, +14.0% vs. Q3-13

### Deposits & savings and loan outstandings<sup>2</sup>(in €bn)



### Contribution to income before tax (as a %)



<sup>1</sup> Excluding changes in provisions for home purchase savings schemes <sup>2</sup> Banque Populaire and Caisse d'Epargne retail networks

# Results of the business lines

## Banque Populaire banks: good contribution from insurance to commercial dynamism

Unless specified to the contrary, all changes are vs. Sept. 30. 2013

### Customer base

- +6.2% of active individual customers using banking services and insurance products
- +2.5% professional customers active in a dual private and professional capacity

### On-balance sheet deposits & savings (excl. centralized products): +3.8%

- On-balance sheet deposits & savings: +4.2%, o/w demand deposits (+8.3%), home purchase savings schemes (+5.6%) and term deposit accounts (+8.2%)
- Off-balance sheet savings: +5.4%, with a good contribution from life insurance (gross new inflows +10%)

### Loan outstandings: +1.6%

- Home loans: slower pace of growth in outstandings (+4.4% in Q3-14 vs. +6.4% in Q2-14)
- Consumer loans: +3.2%, driven by dynamic new loan production (+10.6% vs. 9M-13)
- Loans granted to businesses continued to perform well

### Bancassurance

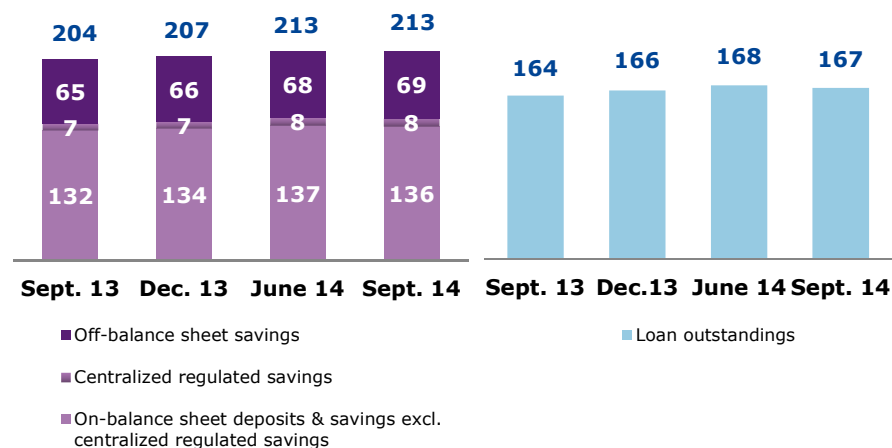
- Portfolio of contracts<sup>1</sup>: +6.9%

### Net banking income<sup>2,3</sup>: +2.2% vs. Q3-13

- Net interest margin: +1.1%<sup>2,3</sup> vs. Q3-13
- Commissions: -2.5%<sup>3</sup> vs. Q3-13, a decline due to changes in regulations and a high basis of comparison in Q3-13 with a large proportion of loan buybacks and early redemption

### Gross operating income: +5.0%<sup>3</sup> vs. Q3-13

### Deposits & savings and loan outstandings (in €bn)



### Contribution to Group results

Contribution to Group results restated to account for the impact of IFRS 10 and IFRS 11 on the scope of consolidation of the Crédit Coopératif group

Results	Q3-14	Q3-14 / Q3-13 pf % change	9M-14	9M-14 / 9M-13 pf % change
In millions of euros				
<b>Net banking income</b>	<b>1,586</b>	<b>2.6%</b>	<b>4,796</b>	<b>2.8%</b>
Net banking income excl. home purchase savings schemes	1,588	2.2%	4,801	2.9%
Operating expenses	-1,046	1.4%	-3,152	0.7%
<b>Gross operating income</b>	<b>540</b>	<b>5.0%</b>	<b>1,644</b>	<b>6.9%</b>
<b>Cost/income ratio</b>	<b>66.0%</b>	<b>-0.7 pt</b>	<b>65.7%</b>	<b>- 1.0 pt</b>
Cost of risk	-153	-3.5%	-491	-4.1%
<b>Income before tax</b>	<b>397</b>	<b>9.7%</b>	<b>1,182</b>	<b>13.1%</b>

<sup>1</sup> Portfolio of P&C, personal risk and health insurance contracts <sup>2</sup> Excluding changes in provisions for home purchase savings schemes <sup>3</sup> Variations restated to account for the impact of IFRS 10 and IFRS 11 on the scope of consolidation of the Crédit Coopératif group



# Results of the business lines

## Caisses d'Épargne: strong momentum in specialized markets

Unless specified to the contrary, all changes are vs. Sept. 30. 2013

### Customer base

- Individual customers using banking services: +3.0%
- Active prof. (+5.2%) and corporate customers (+8.6%)

### On-balance sheet deposits & savings (excl. centralized products): +6.4%

- On-balance sheet deposits & savings: +2.6%, o/w demand deposits (+14.0%), home purchase savings schemes (+9.8%) and term deposit accounts (+34.8%)
- Life insurance: strong growth in gross inflows (+41% vs. 9M-13)

### Loan outstandings: +5.5%

- Home loans: slower rate of growth in outstandings (+7.0% in Q3-14 vs. +8.5% in Q2-14)
- Consumer loans: +2.3%
- Equipment loans: strong 8.7% growth with corporates

### Bancassurance

- Portfolio of contracts<sup>1</sup>: +11.5%

### Net banking income: +2.4%<sup>2</sup> vs. Q3-13

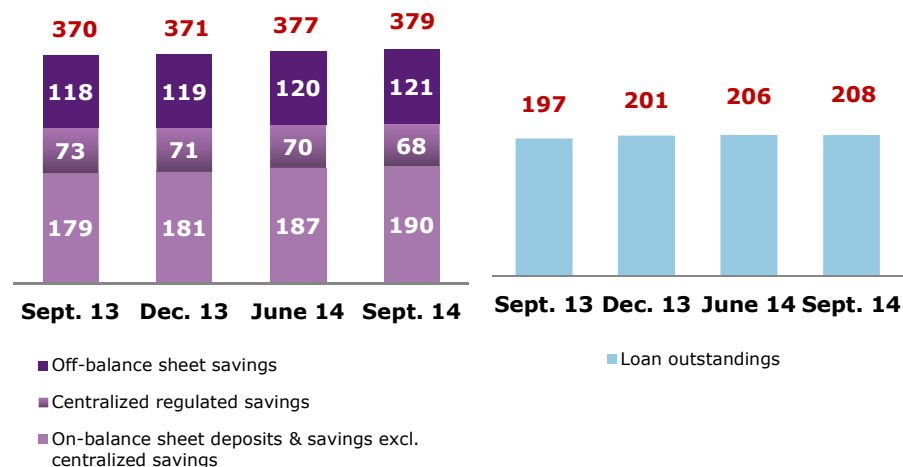
- Net interest margin: +9.9%<sup>2</sup> vs. Q3-13 (combination of a volume effect on loan outstandings and the decline in interest rates on regulated resources)
- Commissions: -8.2% vs. Q3-13, sharp decline in agency commissions and fees on regulated savings products, and lower level of compensation for early loan redemption

### Gross operating income: +13.4% vs. Q3-13

- Cost/income ratio: -3.4 pts vs. Q3-13

<sup>1</sup> Portfolio of P&C, personal risk and health insurance contracts <sup>2</sup> Excluding changes in provisions for home purchase savings schemes

### Deposits & savings and loan outstandings (in €bn)



### Contribution to Group results

Results	Q3-14	Q3-14 / Q3-13 pf % change	9M-14	9M-14 / 9M-13 pf % change
In millions of euros				
<b>Net banking income</b>	<b>1,796</b>	<b>3.2%</b>	<b>5,329</b>	<b>1.4%</b>
Net banking income excl. home purchase savings schemes	1,794	2.4%	5,326	1.6%
Operating expenses	-1,115	-2.1%	3,437	-0.6%
<b>Gross operating income</b>	<b>681</b>	<b>13.4%</b>	<b>1,892</b>	<b>5.4%</b>
<b>Cost/income ratio</b>	<b>62.1%</b>	<b>-3.4 pts</b>	<b>64.5%</b>	<b>- 1.3 pt</b>
Cost of risk	-149	9.9%	-425	4.7%
<b>Income before tax</b>	<b>532</b>	<b>14.5%</b>	<b>1,467</b>	<b>5.6%</b>

# Results of the business lines

## Insurance and Other networks: Real estate Financing<sup>1</sup>

### Buoyant activity in the individual customer segment

- Individual customers: new loan production stable at €1.9bn vs. Q3-13 in an unsettled economic environment and a slightly more difficult real-estate market
- Crédit Foncier: No.1 lender to low- and middle-income families with a 42% market share for PAS<sup>2</sup> loans to low-income families and a 25% share for PTZ<sup>3</sup> interest-free loans
- Real-estate investors and public facilities: new loan production of €0.7bn in Q3-14

### SCF: serving the needs of the Group's customers

- The Group's entities drew on SCF resources in 2014 for a total of €5.5bn as at Sept. 30, 2014

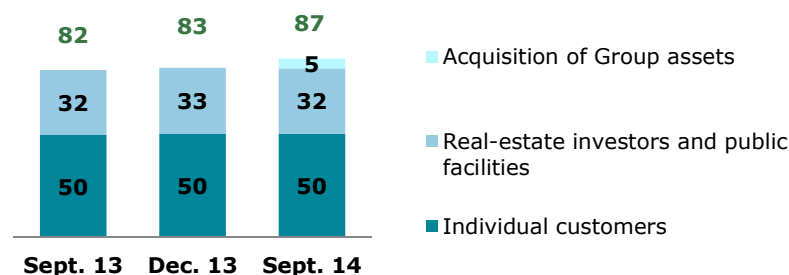
**Net banking income: €220m in Q3-14, +13.3% vs. Q3-13**

**Operating expenses: €135m in Q3-14, +1.4% vs. Q3-13**

**Cost of risk: €28m in Q3-14, -11.1% vs. Q3-13**

**Contribution to the Group's income before tax: €60m in Q3-14, +83.6% vs. Q3-13**

### Loan outstandings<sup>4</sup> (in €bn) – Core businesses



### Contribution to Group results

Results In millions of euros	Q3-14	Q3-14 / Q3-13 pf % change	9M-14	9M-14 / 9M-13 pf % change
Net banking income	220	13.3%	576	7.0%
Operating expenses	-135	1.4%	-407	2.0%
Gross operating income	86	38.9%	168	21.0%
Cost/income ratio	61.1%	-7.2 pts	70.8%	-3.4 pts
Cost of risk	-28	-11.1%	-91	-5.0%
Income before tax	60	83.6%	80	70.0%

<sup>1</sup> Principal entity contributing to the business line: Crédit Foncier <sup>2</sup> SGFGAS figures dated Sept. 15, 2014 <sup>3</sup> SGFGAS figures dated June 30, 2014 <sup>4</sup> Outstandings under management

# Results of the business lines

## Insurance and Other networks: Insurance, BPCE IOM and Banque Palatine

Unless specified to the contrary, all changes are vs. Sept. 30, 2013

### Insurance<sup>1</sup>

- Life insurance:
  - > Gross new inflows of Caisses d'Epargne of €2.2bn in Q3-14 (+50.1%) and of €7.0bn in 9M-14 (+40.6%); extremely strong growth achieved by Private Banking, which accounted for 57.3% of new inflows in 9M-14
  - > 5-point growth in gross inflows in the form of unit-linked contracts: 16% of aggregate inflows at end-September 2014 vs. 11% at end-September 2013

### BPCE IOM

- Deposits & savings: +4.6%
  - > On-balance sheet deposits & savings (excl. demand deposits) +6.0%, demand deposits +3.8% and financial savings +1.4%
- Loan outstandings: +3.0%
  - > Individual customers: good growth achieved by home loans (+6.6%)
  - > Corporate customers: stable

### Banque Palatine

- Deposits & savings: +6.2%
  - > Strong increase in on-balance sheet deposits & savings (+9.8% including +6.0% growth in demand deposits) reflecting the strength of the corporate customer segment
  - > Off-balance sheet savings: -1.2%, in line with a slight decline in mutual fund outstandings held by corporate customers
- Loan outstandings: +4.7%
  - > Private customers: buoyant new home loan production limiting the decline in outstandings (-0.8%)
  - > Corporate customers: dynamic performance achieved by MLT loans, resulting in a sharp rise in outstandings (+10.9%)

### Business activity indicators

In billions of euros	Sept. 30, 2014	Sept. 30, 2014 / Sept. 30, 2013 % change
<b>BPCE IOM<sup>2</sup></b>		
Deposits & savings	8.2	4.6%
Loan outstandings	9.1	3.0%
<b>Banque Palatine<sup>3</sup></b>		
Deposits & savings	17.3	6.2%
Loan outstandings	7.0	4.7%

### Contribution to Group results

Results In millions of euros	Q3-14	Q3-14 / Q3-13 pf % change	9M-14	9M-14 / 9M-13 pf % change
<b>Income before tax</b>	<b>168</b>	<b>31.0%</b>	<b>403</b>	<b>37.1%</b>
o/w Real estate financing	60	83.6%	80	70.0%
o/w Insurance	41	5.9%	144	4.6%
o/w BPCE IOM	37	19.2%	106	74.4%
o/w Banque Palatine	30	16.1%	73	50.4%

<sup>1</sup> Principal entity contributing to the business line: minority interest in CNP Assurances (accounted for by the equity method) <sup>2</sup> 2013 positions restated following the divestment of BCP Luxembourg

<sup>3</sup> Average quarterly positions

# Results of the business lines

Core business lines of Natixis: Wholesale Banking, Investment Solutions and Specialized Financial Services

<b>Results<sup>1</sup></b> In millions of euros	<b>Q3-14</b>	<b>Q3-14 / Q3-13 pf</b> % change	<b>9M-14</b>	<b>9M-14 / 9M-13 pf</b> % change
<b>Net banking income</b>	<b>1,669</b>	<b>1.7%</b>	<b>5,179</b>	<b>7.0%</b>
Wholesale Banking	674	-8.8%	2,194	2.4%
Investments solutions	689	16.0%	2,047	15.9%
Specialized Financial Services	306	-0.7%	938	0.9%
Operating expenses	-1,100	3.4%	-3,337	4.7%
<b>Gross operating income</b>	<b>569</b>	<b>-1.5%</b>	<b>1,842</b>	<b>11.5%</b>
<b>Cost/income ratio</b>	<b>65.9%</b>	<b>1.1 pt</b>	<b>64.4%</b>	<b>-1.4 pt</b>
Cost of risk	-43	-52.6%	-189	-33.3%
<b>Income before tax</b>	<b>550</b>	<b>12.1%</b>	<b>1,687</b>	<b>22.2%</b>
<b>ROE<sup>2</sup></b>	<b>12%</b>	<b>1 pt</b>	<b>12%</b>	<b>2 pts</b>

Contribution figures ≠ figures published by Natixis

Q3-13 and 9M-13 results are presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Épargne of the Cooperative Investment Certificates (CICs) held by Natixis

<sup>1</sup> Figures excluding non-recurring items: first application of IFRS 13 (+€72m in 9M-13) and related changes in method (-€37m in 9M-14)

<sup>2</sup> After tax

# Results of the business lines

## Core business lines of Natixis: growth in business activity and profitability in 9M-14

### Wholesale Banking: gross operating income +4.9%<sup>1</sup> vs. 9M-13

- 2.4% growth in net revenues in 9M-14 driven by the Equity and Structured financing businesses
- Significant gains in profitability in 9M-14

### Investment Solutions: gross operating income +31.1% vs. 9M-13

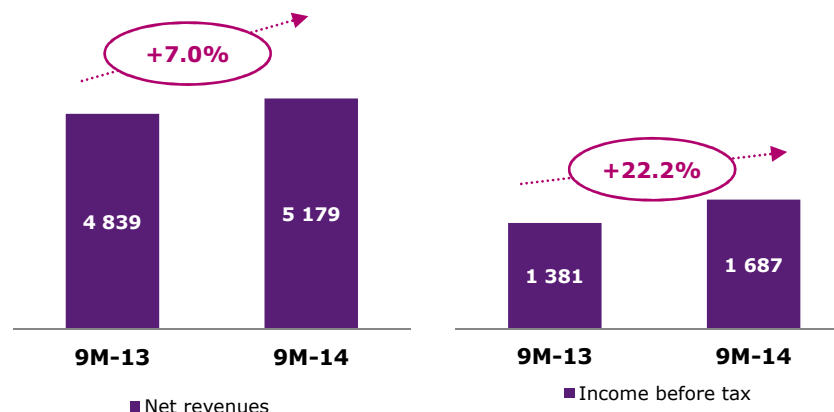
- Increased revenues generated by all business lines and significant growth in profitability
- Asset management: record-breaking net inflows of €24bn in 9M-14
- Assets under management of €708bn at Sept. 30, 2014, +14% year-on-year

### SFS: gross operating income +1.5% vs. 9M-13

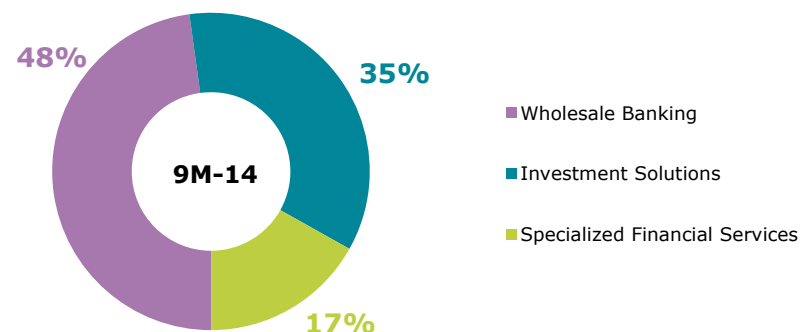
- Specialized financing revenues held up well
- Cost/income ratio stable at 65.8%, -0.2 pt

### Contribution of the core business lines of Natixis to income before tax<sup>1</sup>: €1.7bn, +22.2% vs. 9M-13

### Growth in net revenues and income before tax of the core business lines (in €m)<sup>1</sup>



### Contribution to income before tax<sup>1</sup> in 9M-14 (as a %)



<sup>1</sup> Figures excluding non-recurring items: first application of IFRS 13 (+€72m in 9M-13) and related changes in method used (-€37m in 9M-14)

# Results of the business lines

## Wholesale Banking: good performance in the Financing and Equity businesses in 9M-14

Figures excluding non-recurring items

### Financing activities

- Structured financing
  - > New loan production: €8.1bn in Q3-14 or €20bn in 9M-14 thanks, notably, to the dynamism of the Aircraft, Export & Infrastructure, Real Estate Finance businesses and US platform
  - > Net revenues: +7% at constant exchange rates vs. 9M-13 (+5% at current exchange rates) thanks to a good level of fees
- Commercial banking
  - > New loan production: €2.8bn in Q3-14 driven by new business
  - > Net revenues: +5% vs. 9M-13 driven by the Trade finance business and by higher fees in vanilla financing business

### Capital markets

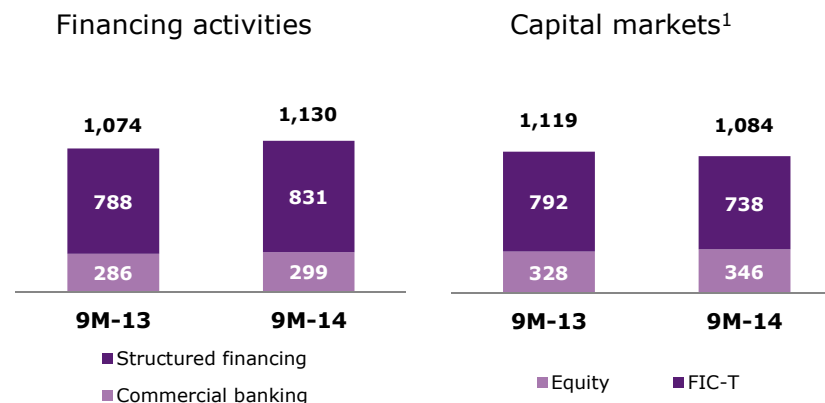
- FIC-T (Foreign Exchange, Interest Rate, Commodities & Treasury)
  - > Net revenues excluding CVA/DVA: -13% vs. an exceptionally high Q3-13 (+25% vs. Q2-13)
  - > Activity still dynamic on the debt platform and Fixed Income (+6% excluding CVA/DVA impact in 9M-14 vs. 9M-13)
- Equity
  - > Net revenues: +6% vs. 9M-13, driven notably by activities in the Equity derivatives business
  - > Dynamic Equity Capital Market activities in 9M-14

**Net revenues: +2.4% vs. 9M-13 and -8.8% in Q3-14 vs. a high basis of comparison in Q3-13**

**Limited increase in operating expenses and 1pt improvement in the cost/income ratio to 57.8% in 9M-14**

**Gross operating income: +4.9% vs. 9M-13**

### Change in net revenues (in €m)



### Contribution to Group results<sup>1</sup>

Results	Q3-14	Q3-14 / Q3-13 pf % change	9M-14	9M-14 / 9M-13 pf % change
In millions of euros				
<b>Net banking income</b>	<b>674</b>	<b>-8.8%</b>	<b>2,194</b>	<b>2.4%</b>
Operating expenses	-414	-0.3%	-1,268	0.6%
<b>Gross operating income</b>	<b>260</b>	<b>-19.8%</b>	<b>926</b>	<b>4.9%</b>
<b>Cost/income ratio</b>	<b>61.5%</b>	<b>5.3 pts</b>	<b>57.8%</b>	<b>- 1.0 pt</b>
Cost of risk	-24	-66.1%	-137	-38.8%
<b>Income before tax</b>	<b>242</b>	<b>-4.6%</b>	<b>805</b>	<b>22.1%</b>

<sup>1</sup> Figures excluding non-recurring items: first application of IFRS 13 (+€72m in H1-13) and related changes in method used (-€37m in Q2-14/H1-14)

# Results of the business lines

Investment Solutions: record-breaking net inflows of €24bn in 9M-14

## Asset management

- Net inflows: €27bn in 9M-14 (excluding money market funds) with a good product diversification
  - > €16bn in fixed income (mainly credit)
  - > €12bn in equity products
- Limited net outflows in money market funds despite a difficult context for short-term interest rates: -€3.0bn in 9M-14
- Total assets under management: +14% year-on-year with a favorable product mix

## Insurance

- Global turnover: +20% vs. 9M-13 to €4.4bn thanks to a strong commercial dynamic with the retail networks o/w:
  - > Life insurance: +23%
  - > P&C insurance: +10%
- Life insurance
  - > Assets under management: €41.1bn as of end-September 2014, +5% year-on-year
  - > Net inflows: €0.9bn in 9M-14

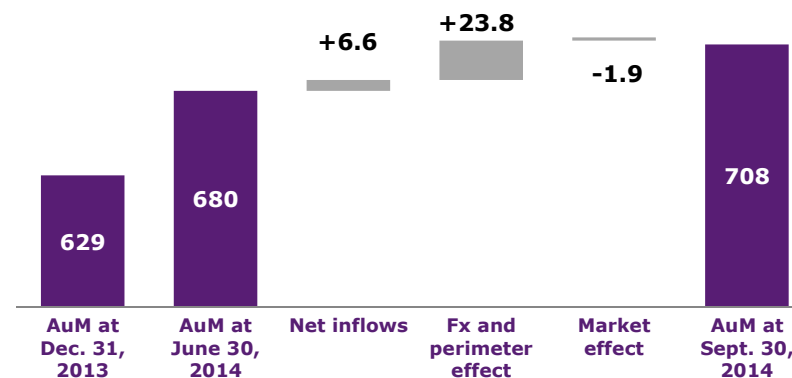
## Private banking

- Net inflows: €1.2bn at Sept. 30, 2014 vs. €0.5bn at Sept. 30, 2013
- Assets under management: €24.3bn, +9% year-on-year

**Net revenues: +16% vs. Q3-13 and vs. 9M-13, strong growth driven by all 3 business lines**

**Gross operating income: +38.2% vs. Q3-13 and +31.1% vs. 9M-13**

## Asset management: AuM (in €bn)



## Contribution to Group results

Results In millions of euros	Q3-14	Q3-14 / Q3-13 pf % change	9M-14	9M-14 / 9M-13 pf % change
<b>Net banking income</b>	<b>689</b>	<b>16.0%</b>	<b>2,047</b>	<b>15.9%</b>
Operating expenses	-483	8.6%	-1,451	10.7%
<b>Gross operating income</b>	<b>206</b>	<b>38.2%</b>	<b>596</b>	<b>31.1%</b>
<b>Cost/income ratio</b>	<b>70.1%</b>	<b>-4.8 pts</b>	<b>70.9%</b>	<b>-3.4 pts</b>
Cost of risk	0	ns	3	ns
<b>Income before tax</b>	<b>206</b>	<b>34.5%</b>	<b>599</b>	<b>28.6%</b>

# Results of the business lines

SFS: specialized financing activities hold up well and increase in profitability

## Specialized financing

- Leasing
  - > New production: +9% vs. Q3-13
- Sureties & financial guarantees
  - > Revenues: +3% vs. Q3-13 and +10% vs. 9M-13

## Financial services

- Employee benefit schemes
  - > Assets under management: €23.3bn, +9% vs. end-September 2013
- Payments
  - > Growth in number of bank cards in circulation: +9% vs. end-September 13

## Net revenues: +0.9% vs. 9M-13

- Growth in 9M-14 in a challenging French economic environment, supported by Specialized financing, up 2% over the same period

## Improvement in the cost of risk: -11.2% vs. Q3-13 and -8.9% vs. 9M-13

## Gross operating income: -1.5% vs. Q3-13 and +1.5% vs. 9M-13

## Contribution to Group results

Results In millions of euros	Q3-14	Q3-14 / Q3-13 pf % change	9M-14	9M-14 / 9M-13 pf % change
<b>Net banking income</b>	<b>306</b>	<b>-0.7%</b>	<b>938</b>	<b>0.9%</b>
Operating expenses	-202	-0.3%	-617	0.6%
<b>Gross operating income</b>	<b>104</b>	<b>-1.5%</b>	<b>321</b>	<b>1.5%</b>
<b>Cost/income ratio</b>	<b>66.1%</b>	<b>0.2 pt</b>	<b>65.8%</b>	<b>-0.2 pt</b>
Cost of risk	-20	-11.2%	-54	-8.9%
Net gain or loss on other assets	17	ns	17	ns
<b>Income before tax</b>	<b>101</b>	<b>21.7%</b>	<b>284</b>	<b>10.7%</b>



# Equity interests<sup>1</sup>

<b>Results</b> In millions of euros	<b>Q3-14</b>	<b>Q3-14 / Q3-13</b> % change	<b>9M-14</b>	<b>9M-14 / 9M-13</b> % change
<b>Net banking income</b>	<b>419</b>	<b>5.3%</b>	<b>1,242</b>	<b>-0.9%</b>
Operating expenses	-347	2.6%	-1,034	-0.8%
<b>Gross operating income</b>	<b>72</b>	<b>20.7%</b>	<b>208</b>	<b>-1.3%</b>
Cost of risk	-2	-78.2%	-7	-31.2%
<b>Income before tax</b>	<b>74</b>	<b>44.8%</b>	<b>212</b>	<b>2.4%</b>

<sup>1</sup> The "Equity Interests" division includes investments in Nexity, Volksbank Romania as well as the equity interests of Natixis (including Coface and Private Equity activities)

# Equity interests

## Coface

**Dynamic commercial activity and significant improvement in the combined ratio**

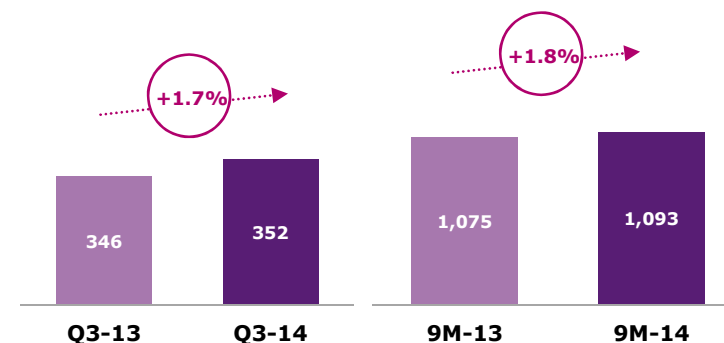
**Turnover<sup>1</sup>: +2% in Q3-14 and in 9M-14 in line with predetermined targets**

### Efficient risk management

- Loss ratio<sup>2</sup>: 47.4% in Q3-14, down 7 pts vs. Q3-13, and 49.7% in 9M-14, down 6 pts vs. 9M-13
- Cost ratio<sup>2</sup>: 27.6% in 9M-14, improvement driven by a tight control over expenses
- Combined ratio<sup>2</sup> shows significant improvement: 77.4% in 9M-14, -6.5 pts vs. 9M-13

## Turnover (in €m)

At constant exchange rates and perimeter



## Nexity

**Slight growth in reservations for new housing units in 9M-14**

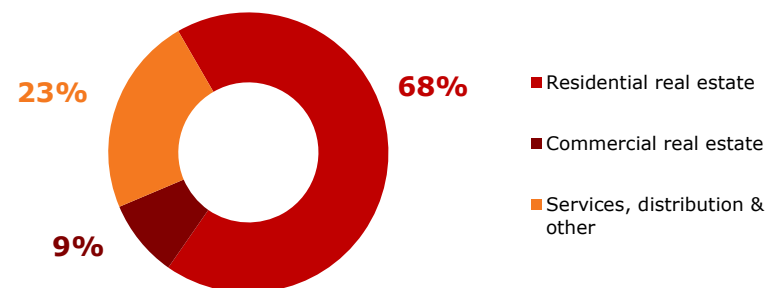
### Backlog

- €3.2bn (of which €2.9bn for residential real estate), representing 19 months of development activity

**Revenues<sup>3</sup>: €1.7bn in 9M-14, -8.7% vs. 9M-13 owing to smaller contribution from commercial real estate**

- Commercial real estate: unfavorable basis effect in 9M-13
- Residential real estate: resilience in a considerably depressed French market

## Revenues<sup>2</sup> in 9M-14



<sup>1</sup> Constant exchange rates and perimeter, and excluding non-recurring items <sup>2</sup> Pro forma realized on the loss ratio: participation in profit sharing is charged to premiums (turnover) and no longer included with claims expenses. Pro forma realized on the cost ratio: the "value-added contribution" (CVAE) is removed from insurance management expenses and charged to taxation <sup>3</sup> Financial data derived from Nexity's operational reports

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**Conclusion**

# Conclusion

A strong base of recurring income:

net income attributable to equity holders of the parent of **€2.5bn**<sup>1</sup> in 9M-14, +8.2% vs. 9M-13, and **€810m**<sup>1</sup> in Q3-14 +4.0% vs. Q3-13

A robust balance sheet:

a CET1 ratio of **11.5%**<sup>2</sup>, **+110bp** since Dec. 31, 2013 and a total capital adequacy ratio of **15.0%**<sup>2</sup>, **+190bp** since Dec. 31, 2013

leverage ratio<sup>3</sup> of **4.5%**

An active role played in financing the French economy:

**3.7%**<sup>4</sup> **increase** year-on-year in customer loan outstandings

**The ECB stress tests confirm the financial resilience of Groupe BPCE**

Extremely limited impact of the asset quality review (-29bp); the impact is chiefly prudential in nature; the H1-14 provisioning level is adequate and no accounting adjustments are expected in the forthcoming quarters

<sup>1</sup> Excluding revaluation of own debt <sup>2</sup> Estimate at September 30, 2014 – CRR/CRD 4 without transitional measures and after restatement to account for deferred tax assets <sup>3</sup> Estimate at Sept. 30, 2014 in accordance with the rules of the Delegated Act published by the European Commission on October 10, 2014 – CRR/CRD 4 without transitional measures and after restatement to account for deferred tax assets <sup>4</sup> Banque Populaire and Caisse d'Épargne retail networks



**GROUPE BPCE**

Bankers and insurers with a different perspective

**Results for the 3<sup>rd</sup> quarter and  
first 9 months of 2014**

November 4, 2014

**Annexes**

# Annexes

## Groupe BPCE

- Organizational structure of Groupe BPCE
- Income statement
- Income statement per business line
- Consolidated balance sheet

## Financial structure

- Statement of changes in shareholders' equity
- Prudential ratios and credit ratings

## Commercial Banking and Insurance

- Income statement
- Banque Populaire network –  
Change in savings deposits and loan outstandings
- Caisse d'Epargne network –  
Change in savings deposits and loan outstandings
- Insurance and Other networks

## Notes on methodology

*Groupe BPCE's 60% stake in BPCE Assurances was transferred to Natixis Assurances on March 13, 2014 with a retroactive effect as of January 1<sup>st</sup>, 2014. This transfer retains the existing equity and cooperation agreements with Macif and MAIF. The contribution of BPCE Assurances, previously included within the results of the Commercial Banking & Insurance division, is now attributed to Natixis' Investment Solutions division.*

*The segment information has been updated as of Q2-14. The Commercial Banking & Insurance division now includes 3 sub-divisions: the Banque Populaire banks, the Caisses d'Epargne, and the 'Insurance and Other networks' sub-division, which chiefly includes the Banque Palatine, BPCE IOM, and Crédit Foncier subsidiaries and the Group's minority interest in CNP Assurances. The 'Workout Portfolio Management' sub-division has been grouped together with the Corporate center division.*

*The segment information of Groupe BPCE has been restated accordingly for previous reporting periods.*

*The Q3-13 and 9M-13 financial results are presented pro forma to account for the operation completed on August 6, 2013 whereby the Banque Populaire banks and Caisses d'Epargne bought back and subsequently cancelled the cooperative investment certificates (CICs) held by Natixis.*

*Regulatory capital is allocated to Groupe BPCE business lines on the basis of 9% of their Basel 3 average risk-weighted assets.*

## Wholesale Banking, Investment Solutions and SFS

- Income statement

## Equity interests

- Income statement

## Corporate center

- Income statement

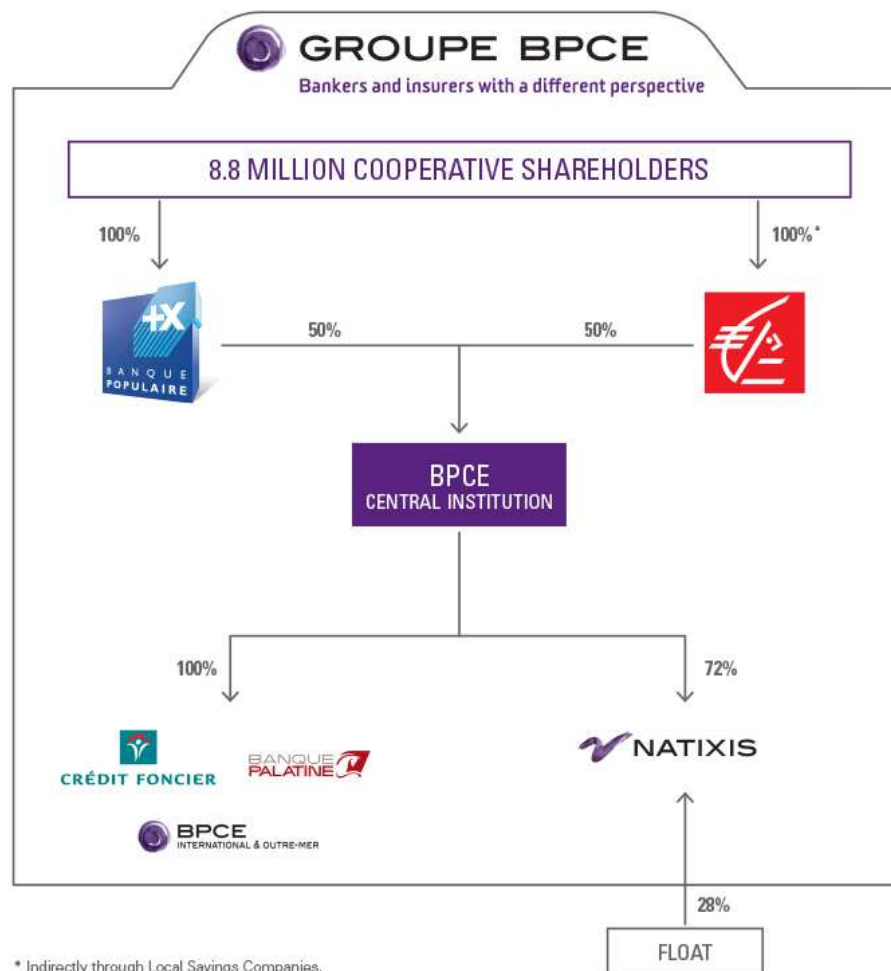
## Risks

- Non-performing loans and impairment
- Breakdown of commitments

# Annex - Groupe BPCE

## Organizational structure of Groupe BPCE

ORGANIZATION CHART OF GROUPE BPCE AT SEPTEMBER 30, 2014



# Annex - Groupe BPCE

## Quarterly income statement

In millions of euros	Groupe BPCE				
	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14
Net banking income	5,585	5,834	5,850	5,958	5,658
Operating expenses	-3,912	-4,256	-3,977	-4,108	-3,921
<b>Gross operating income</b>	<b>1,672</b>	<b>1,578</b>	<b>1,873</b>	<b>1,850</b>	<b>1,737</b>
Cost / income ratio	70.1%	73.0%	68.0%	68.9%	69.3%
Cost of risk	-458	-565	-434	-491	-412
<b>Income before tax</b>	<b>1,264</b>	<b>1,053</b>	<b>1,498</b>	<b>1,398</b>	<b>1,362</b>
Income tax	-426	-442	-531	-469	-520
Minority interests	-91	-83	-104	-128	-122
<b>Net income attributable to equity holders of the parent</b>	<b>746</b>	<b>529</b>	<b>863</b>	<b>801</b>	<b>720</b>

2013 results are presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Epargne of the Cooperative Investment Certificates (CICs) held by Natixis





# Annex - Groupe BPCE

## Quarterly income statement per business line

In millions of euros	Commercial Banking & Insurance		Wholesale Banking, Investment Solutions & Specialized Financial Services		Total core businesses			Equity interests		Corporate center		Groupe BPCE		
	Q3-14	Q3-13 pf	Q3-14	Q3-13 pf	Q3-14	Q3-13 pf	%	Q3-14	Q3-13 pf	Q3-14	Q3-13 pf	Q3-14	Q3-13 pf	%
Net banking income	3,780	3,677	1,669	1,642	5,449	5,319	2.4%	419	398	-210	-132	5,658	5,585	1.3%
Operating expenses	-2,399	-2,434	-1,100	-1,063	-3,498	-3,497	0.0%	-347	-338	-76	-77	-3,921	-3,912	0.2%
<b>Gross operating income</b>	<b>1,381</b>	<b>1,244</b>	<b>569</b>	<b>578</b>	<b>1,950</b>	<b>1,822</b>	<b>7.1%</b>	<b>72</b>	<b>60</b>	<b>-286</b>	<b>-209</b>	<b>1,737</b>	<b>1,672</b>	<b>3.9%</b>
Cost / income ratio	63.5%	66.2%	65.9%	64.8%	64.2%	65.7%	-1.5 pt	82.8%	85.0%	ns	ns	69.3%	70.1%	-0.8 pt
Cost of risk	-342	-331	-43	-91	-385	-422	-8.9%	-2	-9	-25	-27	-412	-458	-10.1%
<b>Income before tax</b>	<b>1,092</b>	<b>958</b>	<b>550</b>	<b>490</b>	<b>1,642</b>	<b>1,449</b>	<b>13.3%</b>	<b>74</b>	<b>51</b>	<b>-354</b>	<b>-236</b>	<b>1,362</b>	<b>1,264</b>	<b>7.8%</b>
Income tax	-375	-333	-177	-163	-551	-496	11.2%	-27	-24	59	94	-520	-426	22.0%
Minority interests	-3	-9	-113	-97	-116	-106	9.6%	-33	-16	27	30	-122	-91	33.4%
<b>Net income attributable to equity holders of the parent</b>	<b>715</b>	<b>616</b>	<b>260</b>	<b>231</b>	<b>975</b>	<b>847</b>	<b>15.1%</b>	<b>14</b>	<b>11</b>	<b>-268</b>	<b>-112</b>	<b>720</b>	<b>746</b>	<b>-3.5%</b>

2013 results are presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Epargne of the Cooperative Investment Certificates (CICs) held by Natixis



November 4, 2014

Results for the 3<sup>rd</sup> quarter and first 9 months of 2014

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# Annex - Groupe BPCE

## 9-month income statement per business line

In millions of euros	Commercial Banking & Insurance		Wholesale Banking, Investment Solutions & Specialized Financial Services		Total core businesses			Equity interests		Corporate center		Groupe BPCE		
	9M-14	9M-13 pf	9M-14	9M-13 pf	9M-14	9M-13 pf	%	9M-14	9M-13 pf	9M-14	9M-13 pf	9M-14	9M-13 pf	%
Net banking income	11,312	11,074	5,142	4,911	16,454	15,985	2.9%	1,242	1,254	-231	-247	17,466	16,992	2.8%
Operating expenses	-7,367	-7,381	-3,337	-3,186	-10,704	-10,567	1.3%	-1,034	-1,043	-268	-270	-12,006	-11,879	1.1%
<b>Gross operating income</b>	<b>3,944</b>	<b>3,693</b>	<b>1,805</b>	<b>1,725</b>	<b>5,750</b>	<b>5,419</b>	<b>6.1%</b>	<b>208</b>	<b>211</b>	<b>-498</b>	<b>-517</b>	<b>5,460</b>	<b>5,113</b>	<b>6.8%</b>
Cost / income ratio	65.1%	66.6%	64.9%	64.9%	65.1%	66.1%	-1.0 pt	83.2%	83.2%	ns	ns	68.7%	69.9%	-1.2 pt
Cost of risk	-1,060	-1,114	-189	-283	-1,249	-1,397	-10.6%	-7	-10	-81	-70	-1,337	-1,477	-9.4%
<b>Income before tax</b>	<b>3,053</b>	<b>2,735</b>	<b>1,650</b>	<b>1,453</b>	<b>4,703</b>	<b>4,188</b>	<b>12.3%</b>	<b>212</b>	<b>207</b>	<b>-657</b>	<b>-559</b>	<b>4,258</b>	<b>3,836</b>	<b>11.0%</b>
Income tax	-1,081	-913	-535	-479	-1,616	-1,392	16.1%	-89	-87	185	203	-1,520	-1,276	19.1%
Minority interests	-14	-15	-338	-285	-352	-301	16.9%	-65	-58	63	55	-354	-304	16.5%
<b>Net income attributable to equity holders of the parent</b>	<b>1,957</b>	<b>1,807</b>	<b>778</b>	<b>689</b>	<b>2,736</b>	<b>2,495</b>	<b>9.6%</b>	<b>57</b>	<b>62</b>	<b>-409</b>	<b>-302</b>	<b>2,384</b>	<b>2,256</b>	<b>5.7%</b>

2013 results are presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Epargne of the Cooperative Investment Certificates (CICs) held by Natixis



November 4, 2014

Results for the 3<sup>rd</sup> quarter and first 9 months of 2014

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# Annex - Groupe BPCE

## Consolidated balance sheet

<b>ASSETS in millions of euros</b>	<b>30/09/2014</b>	<b>31/12/2013</b>	<b>LIABILITIES in millions of euros</b>	<b>30/09/2014</b>	<b>31/12/2013</b>
Cash and amounts due from central banks	67,196	60,410	Amounts due to central banks	0	0
Financial assets at fair value through profit or loss <sup>1</sup>	197,414	206,072	Financial liabilities at fair value through profit or loss	167,633	179,832
Hedging derivatives <sup>1</sup>	15,114	6,643	Hedging derivatives	19,502	6,185
Available-for-sale financial assets	85,579	79,374	Amounts due to banks	78,711	88,814
Loans and receivables due from credit institutions	106,529	108,038	Amounts due to customers	458,576	458,189
Loans and receivables due from customers	604,246	578,419	Debt securities	254,953	214,654
Remeasurement adjustment on interest-rate risk hedged portfolios	8,483	5,060	Remeasurement adjustment on interest-rate risk hedged portfolios	1,664	1,238
Held-to-maturity financial assets	11,242	11,567	Tax liabilities	871	544
Tax assets	6,281	6,622	Accrued expenses and other liabilities	49,413	48,693
Accrued income and other assets	52,352	46,675	Technical reserves of insurance companies	55,824	51,573
Investments in associates	3,535	2,629	Provisions	5,542	5,251
Investment property	1,987	2,022	Subordinated debt	15,236	10,375
Property, plant and equipment	4,713	4,539	<b>Consolidated equity</b>	<b>62,525</b>	<b>58,172</b>
Intangible assets	1,271	1,282	Equity attributable to equity holders of the parent	54,470	51,339
Goodwill	4,508	4,168	Minority interests	8,055	6,833
<b>TOTAL ASSETS</b>	<b>1,170,450</b>	<b>1,123,520</b>	<b>TOTAL LIABILITIES</b>	<b>1,170,450</b>	<b>1,123,520</b>

(1) At January 1st, 2014, the hedging operations carried out by Group entities via Natixis were moved from financial instruments at fair value through profit or loss and reclassified under "Hedging derivatives."

# Annex – Financial structure

## Statement of changes in shareholders' equity

In millions of euros	Equity attributable to equity holders of the parent
<b>December 31, 2013</b>	<b>51,339</b>
Distributions	- 430
Capital increase (cooperative shares)	1,221
Income	2,384
Remuneration of deeply subordinated notes	- 670
Changes in gains & losses directly recognized in equity	802
Transactions with minorities	- 176
<b>September 30, 2014</b>	<b>54,470</b>

# Annex – Financial structure

## Prudential ratios and credit ratings

	BASEL 3 <sup>1</sup>		BASEL 2.5	
	Sept. 30, 2014 <sup>1</sup>	June 30, 2014	Dec. 31, 2013	Dec. 31, 2012
Total risk-weighted assets	<b>€398bn</b>	<b>€403bn</b>	€369bn	€381bn
Common Equity Tier-1 capital	<b>€45.9bn</b>	<b>€45.0bn</b>	€42.0bn	€40.9bn
Tier-1 capital	<b>€49.3bn</b>	<b>€49.1bn</b>	€47.3bn	€46.5bn
Common Equity Tier-1 ratio	<b>11.5%</b>	<b>11.2%</b>	11.4%	10.7%
Tier-1 ratio	<b>12.4%</b>	<b>12.2%</b>	12.8%	12.2%
Total capital adequacy ratio <sup>2</sup>	<b>15.1%</b>	<b>14.0%</b>	14.4%	12.5%

### LONG-TERM CREDIT RATINGS (NOVEMBER 4, 2014)

<b>STANDARD &amp; POOR'S</b>	<b>A</b> outlook negative
<b>MOODY'S</b>	<b>A2</b> outlook negative
<b>FitchRatings</b>	<b>A</b> outlook stable

<sup>1</sup> Taking account of transitional measures provided for by CRR/CRD 4 – Estimate at September 30, 2014. Subject to the provisions of article 26.2 of (EU) regulation n° 575/2013.

<sup>2</sup> At September 30, 2014, the capital surplus of the financial conglomerate was estimated at more than €25bn

# Annex – Commercial Banking and Insurance

## Quarterly income statement

In millions of euros	Commercial Banking & Insurance				
	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14
Net banking income	3,677	3,850	3,789	3,743	3,780
Operating expenses	-2,434	-2,523	-2,471	-2,498	-2,399
<b>Gross operating income</b>	<b>1,244</b>	<b>1,327</b>	<b>1,318</b>	<b>1,245</b>	<b>1,381</b>
Cost / income ratio	66.2%	65.5%	65.2%	66.7%	63.5%
Cost of risk	-331	-458	-341	-378	-342
<b>Income before tax</b>	<b>958</b>	<b>932</b>	<b>1,026</b>	<b>934</b>	<b>1,092</b>
Income tax	-333	-383	-367	-340	-375
Minority interests	-9	-9	-5	-6	-3
<b>Net income attributable to equity holders of the parent</b>	<b>616</b>	<b>541</b>	<b>655</b>	<b>588</b>	<b>715</b>

2013 results are presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Epargne of the Cooperative Investment Certificates (CICs) held by Natixis.



# Annex – Commercial Banking and Insurance

## Quarterly income statement per business line

In millions of euros	Banque Populaire banks			Caisses d'Epargne			Insurance & Other networks			Commercial Banking & Insurance		
	Q3-14	Q3-13 pf	%	Q3-14	Q3-13 pf	%	Q3-14	Q3-13 pf	%	Q3-14	Q3-13 pf	%
Net banking income	1,557	1,559	-0.2%	1,796	1,739	3.2%	427	379	12.8%	3,780	3,677	2.8%
Operating expenses	-1,028	-1,040	-1.2%	-1,115	-1,139	-2.1%	-256	-255	0.4%	-2,399	-2,434	-1.4%
<b>Gross operating income</b>	<b>529</b>	<b>520</b>	<b>1.8%</b>	<b>681</b>	<b>600</b>	<b>13.4%</b>	<b>171</b>	<b>124</b>	<b>38.3%</b>	<b>1,381</b>	<b>1,244</b>	<b>11.0%</b>
Cost / income ratio	66.0%	66.7%	-0.7 pt	62.1%	65.5%	-3.4 pts	59.9%	67.3%	-7.4 pts	63.5%	66.2%	-2.7 pts
Cost of risk	-148	-161	-8.1%	-149	-136	9.9%	-45	-35	28.7%	-342	-331	3.2%
<b>Income before tax</b>	<b>392</b>	<b>365</b>	<b>7.3%</b>	<b>532</b>	<b>465</b>	<b>14.5%</b>	<b>168</b>	<b>128</b>	<b>31.0%</b>	<b>1,092</b>	<b>958</b>	<b>14.0%</b>
Income tax	-138	-130	6.2%	-197	-174	13.4%	-39	-29	32.5%	-375	-333	12.3%
Minority interests	2	-2	ns	-1	0	42.9%	-4	-6	-28.7%	-3	-9	-64.7%
<b>Net income attributable to equity holders of the parent</b>	<b>255</b>	<b>232</b>	<b>9.8%</b>	<b>335</b>	<b>291</b>	<b>15.0%</b>	<b>125</b>	<b>93</b>	<b>34.4%</b>	<b>715</b>	<b>616</b>	<b>16.0%</b>

2013 results are presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Epargne of the Cooperative Investment Certificates (CICs) held by Natixis.

# Annex – Commercial Banking and Insurance

## 9-month income statement per business line

In millions of euros	Banque Populaire banks			Caisses d'Epargne			Insurance & Other networks			Commercial Banking & Insurance		
	9M-14	9M-13 pf	%	9M-14	9M-13 pf	%	9M-14	9M-13 pf	%	9M-14	9M-13 pf	%
Net banking income	4,796	4,708	1.9%	5,329	5,253	1.4%	1,187	1,114	6.6%	11,312	11,074	2.1%
Operating expenses	-3,152	-3,154	-0.1%	-3,437	-3,459	-0.6%	-778	-768	1.3%	-7,367	-7,381	-0.2%
<b>Gross operating income</b>	<b>1,644</b>	<b>1,554</b>	<b>5.8%</b>	<b>1,892</b>	<b>1,794</b>	<b>5.4%</b>	<b>408</b>	<b>345</b>	<b>18.2%</b>	<b>3,944</b>	<b>3,693</b>	<b>6.8%</b>
Cost / income ratio	65.7%	67.0%	-1,3 pt	64.5%	65.8%	-1,3 pt	65.6%	69.0%	-3,4 pts	65.1%	66.6%	-1,5 pt
Cost of risk	-491	-520	-5.6%	-425	-406	4.7%	-144	-188	-23.2%	-1,060	-1,114	-4.8%
<b>Income before tax</b>	<b>1,182</b>	<b>1,051</b>	<b>12.5%</b>	<b>1,467</b>	<b>1,390</b>	<b>5.6%</b>	<b>403</b>	<b>294</b>	<b>37.1%</b>	<b>3,053</b>	<b>2,735</b>	<b>11.6%</b>
Income tax	-432	-368	17.4%	-554	-513	7.9%	-95	-32	ns	-1,081	-913	18.4%
Minority interests	0	-5	ns	-1	-2	-14.3%	-13	-9	46.1%	-14	-15	-8.1%
<b>Net income attributable to equity holders of the parent</b>	<b>750</b>	<b>678</b>	<b>10.7%</b>	<b>911</b>	<b>875</b>	<b>4.2%</b>	<b>296</b>	<b>254</b>	<b>16.5%</b>	<b>1,957</b>	<b>1,807</b>	<b>8.3%</b>

2013 results are presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Epargne of the Cooperative Investment Certificates (CICs) held by Natixis.





# Annex – Commercial Banking and Insurance

## Quarterly income statement

### Banque Populaire banks and Caisses d'Épargne

In millions of euros	Banque Populaire banks				
	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14
Net banking income	1,559	1,623	1,618	1,621	1,557
Operating expenses	-1,040	-1,051	-1,058	-1,067	-1,028
<b>Gross operating income</b>	<b>520</b>	<b>572</b>	<b>561</b>	<b>555</b>	<b>529</b>
Cost / income ratio	66.7%	64.8%	65.4%	65.8%	66.0%
Cost of risk	-161	-165	-159	-184	-148
<b>Income before tax</b>	<b>365</b>	<b>415</b>	<b>409</b>	<b>381</b>	<b>392</b>
Income tax	-130	-158	-152	-142	-138
Minority interests	-2	-2	-1	-1	2
<b>Net income attributable to equity holders of the parent</b>	<b>232</b>	<b>255</b>	<b>257</b>	<b>238</b>	<b>255</b>

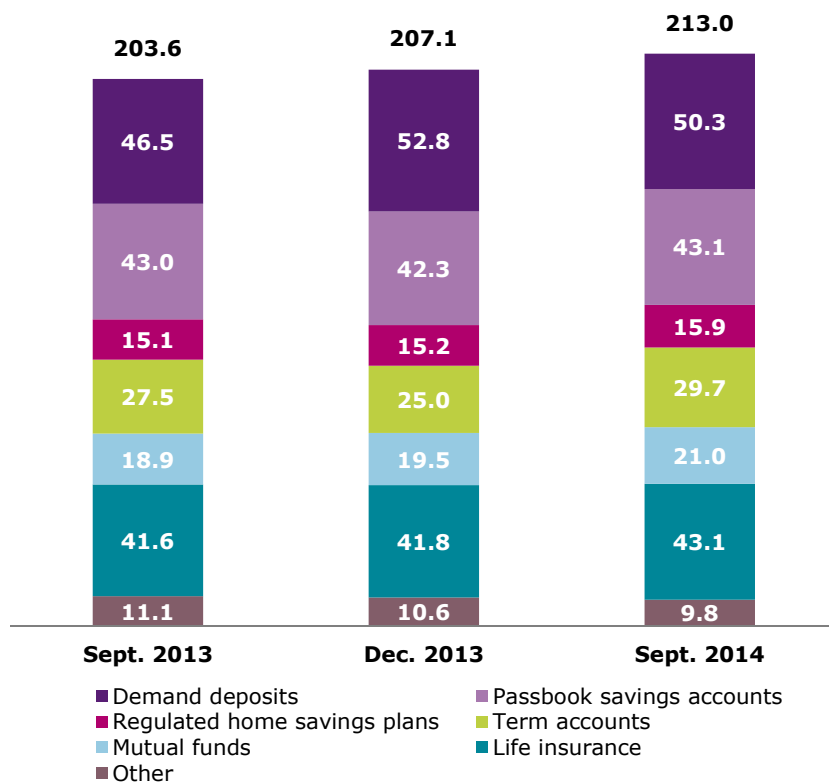
  

In millions of euros	Caisses d'Épargne				
	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14
Net banking income	1,739	1,808	1,805	1,728	1,796
Operating expenses	-1,139	-1,186	-1,158	-1,164	-1,115
<b>Gross operating income</b>	<b>600</b>	<b>622</b>	<b>647</b>	<b>564</b>	<b>681</b>
Cost / income ratio	65.5%	65.6%	64.2%	67.3%	62.1%
Cost of risk	-136	-124	-137	-139	-149
<b>Income before tax</b>	<b>465</b>	<b>495</b>	<b>509</b>	<b>426</b>	<b>532</b>
Income tax	-174	-201	-190	-167	-197
Minority interests	0	-1	-1	0	-1
<b>Net income attributable to equity holders of the parent</b>	<b>291</b>	<b>293</b>	<b>318</b>	<b>259</b>	<b>335</b>

2013 results are presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Épargne of the Cooperative Investment Certificates (CICs) held by Natixis.

# Annex – Commercial Banking and Insurance

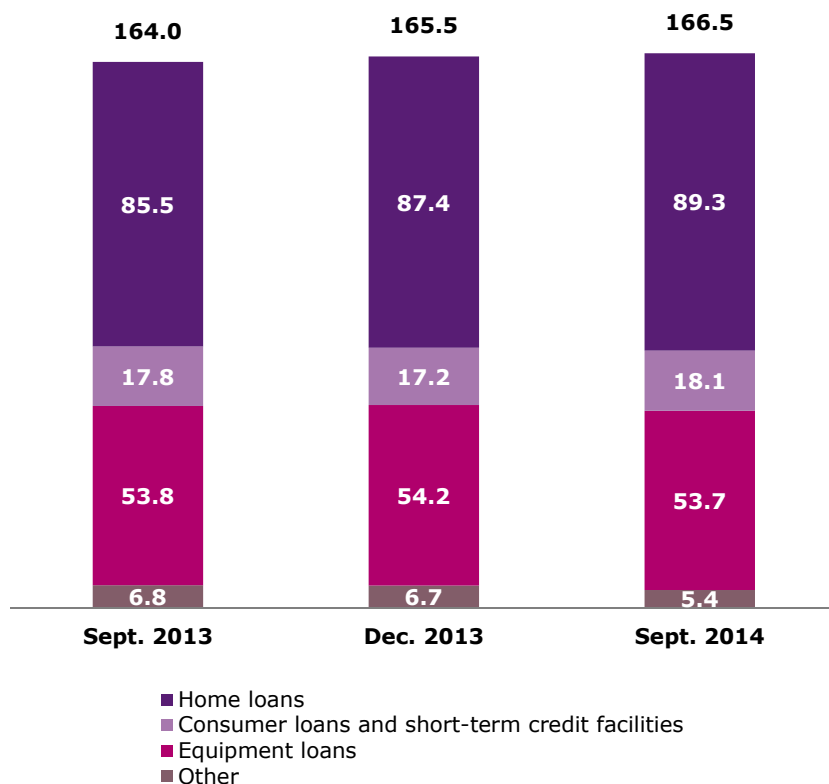
## Banque Populaire network: customer deposits & savings (in €bn)



	% change Q3-14/Q3-13
Demand deposits	+8.3%
Passbook savings accounts	+0.2%
Regulated home savings plans	+5.6%
Term accounts	+8.2%
Mutual funds	+11.1%
Life insurance	+3.6%
Other	ns
<b>Total deposits &amp; savings</b>	<b>+4.6%</b>

# Annex – Commercial Banking and Insurance

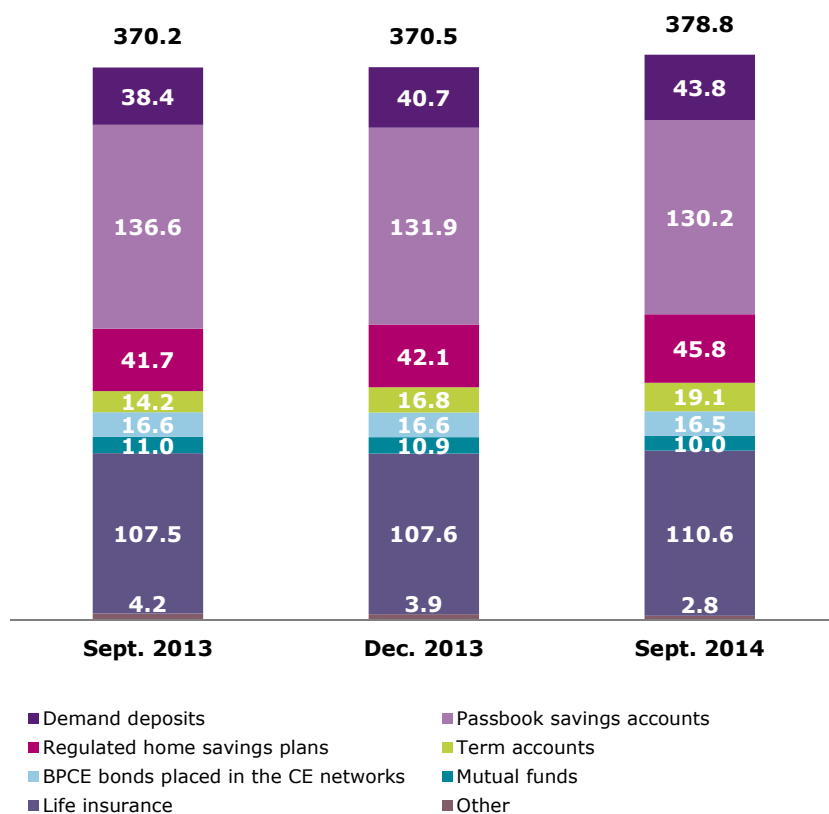
## Banque Populaire network: customer loan outstandings (in €bn)



	% change Q3-14/Q3-13
Home loans	+4.4%
Consumer loans and short-term credit facilities	+1.6%
Equipment loans	-0.1%
Other	ns
<b>Total loans</b>	<b>+1.6%</b>

# Annex – Commercial Banking and Insurance

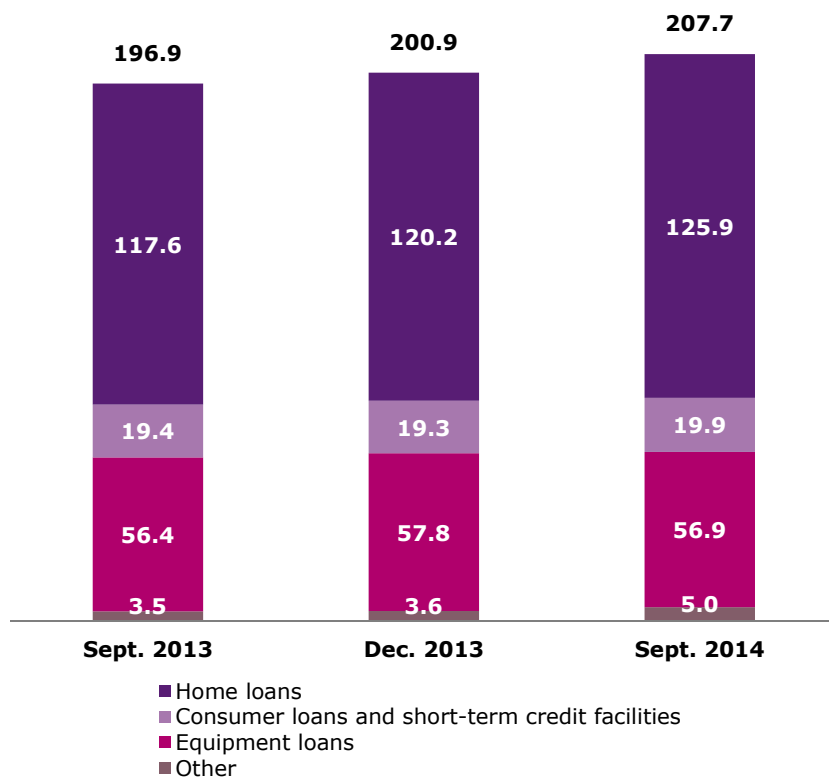
## Caisse d'Epargne network: customer deposits & savings (in €bn)



	% change Q3-14 / Q3-13
Demand deposits	+14.0%
Passbook savings accounts	-4.7%
Regulated home savings plans	+9.8%
Term accounts	+34.8%
BPCE bonds placed in the CE networks	-0.5%
Mutual funds	-9.3%
Life insurance	+2.9%
Other	ns
<b>Total deposits &amp; savings</b>	<b>+2.3%</b>

# Annex – Commercial Banking and Insurance

## Caisse d'Épargne network: customer loan outstandings (in €bn)



	% change Q3-14/Q3-13
Home loans	+7.0%
Consumer loans and short-term facilities	+2.6%
Equipment loans	+0.7%
Other	ns
<b>Total loans</b>	<b>+5.5%</b>

# Annex – Commercial Banking and Insurance

## Quarterly income statement – Insurance and Other networks

In millions of euros	Insurance and Other networks				
	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14
Net banking income	379	419	365	394	427
Operating expenses	-255	-286	-255	-267	-256
<b>Gross operating income</b>	<b>124</b>	<b>133</b>	<b>111</b>	<b>127</b>	<b>171</b>
Cost / income ratio	67.3%	68.3%	69.7%	67.9%	59.9%
Cost of risk	-35	-168	-45	-55	-45
<b>Income before tax</b>	<b>128</b>	<b>23</b>	<b>108</b>	<b>127</b>	<b>168</b>
Income tax	-29	-23	-25	-31	-39
Minority interests	-6	-7	-3	-5	-4
<b>Net income attributable to equity holders of the parent</b>	<b>93</b>	<b>-7</b>	<b>80</b>	<b>91</b>	<b>125</b>

2013 results are presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Epargne of the Cooperative Investment Certificates (CICs) held by Natixis.

# Annex – Wholesale Banking, Investment Solutions and SFS: Quarterly income statement

In millions of euros	Wholesale Banking, Investment Solutions & Specialized Financial Services				
	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14
Net banking income	1,642	1,657	1,688	1,785	1,669
Operating expenses	-1,063	-1,097	-1,102	-1,135	-1,100
<b>Gross operating income</b>	<b>578</b>	<b>560</b>	<b>586</b>	<b>651</b>	<b>569</b>
Cost / income ratio	64.8%	66.2%	65.3%	63.6%	65.9%
Cost of risk	-91	-89	-70	-76	-43
<b>Income before tax</b>	<b>490</b>	<b>478</b>	<b>526</b>	<b>574</b>	<b>550</b>
Income tax	-163	-154	-171	-187	-177
Minority interests	-97	-95	-105	-120	-113
<b>Net income attributable to equity holders of the parent</b>	<b>231</b>	<b>230</b>	<b>250</b>	<b>268</b>	<b>260</b>

2013 results are presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Epargne of the Cooperative Investment Certificates (CICs) held by Natixis.

# Annex - Wholesale Banking, Investment Solutions and SFS: Quarterly income statement per business line

In millions of euros	Wholesale Banking			Investment Solutions			Specialized Financial Services			Wholesale Banking, Investment Solutions and Specialized Financial Services		
	Q3-14	Q3-13 pf	%	Q3-14	Q3-13 pf	%	Q3-14	Q3-13 pf	%	Q3-14	Q3-13 pf	%
Net banking income	674	739	-8.8%	689	594	16.0%	306	308	-0.7%	1,669	1,642	1.7%
Operating expenses	-414	-415	-0.3%	-483	-445	8.6%	-202	-203	-0.3%	-1,100	-1,063	3.4%
<b>Gross operating income</b>	<b>260</b>	<b>324</b>	<b>-19.8%</b>	<b>206</b>	<b>149</b>	<b>38.2%</b>	<b>104</b>	<b>105</b>	<b>-1.5%</b>	<b>569</b>	<b>578</b>	<b>-1.5%</b>
Cost / income ratio	61.5%	56.2%	5.3 pts	70.1%	74.9%	-4.8 pts	66.1%	65.9%	-0.2 pt	65.9%	64.8%	1.1 pt
Cost of risk	-24	-71	-66.1%	0	2	ns	-20	-22	-11.2%	-43	-91	-52.6%
<b>Income before tax</b>	<b>242</b>	<b>254</b>	<b>-4.6%</b>	<b>206</b>	<b>153</b>	<b>34.5%</b>	<b>101</b>	<b>83</b>	<b>21.7%</b>	<b>550</b>	<b>490</b>	<b>12.1%</b>
Income tax	-82	-91	-9.5%	-58	-42	39.7%	-36	-30	21.5%	-177	-163	8.8%
Minority interests	-46	-47	-0.2%	-48	-35	34.7%	-19	-15	23.5%	-113	-97	16.2%
<b>Net income attributable to equity holders of the parent</b>	<b>113</b>	<b>116</b>	<b>-2.5%</b>	<b>100</b>	<b>76</b>	<b>31.6%</b>	<b>46</b>	<b>38</b>	<b>21.1%</b>	<b>260</b>	<b>231</b>	<b>12.7%</b>

2013 results are presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Epargne of the Cooperative Investment Certificates (CICs) held by Natixis.



# Annex - Wholesale Banking, Investment Solutions and SFS: Quarterly income statement per business line

In millions of euros	Wholesale Banking				
	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14
Net banking income	739	652	727	757	674
Operating expenses	-415	-396	-420	-433	-414
<b>Gross operating income</b>	<b>324</b>	<b>256</b>	<b>306</b>	<b>323</b>	<b>260</b>
Cost / income ratio	56.2%	60.8%	57.9%	57.3%	61.5%
Cost of risk	-71	-88	-52	-61	-24
<b>Income before tax</b>	<b>254</b>	<b>168</b>	<b>260</b>	<b>266</b>	<b>242</b>
Income tax	-91	-61	-89	-92	-82
Minority interests	-47	-30	-48	-49	-46
<b>Net income attributable to equity holders of the parent</b>	<b>116</b>	<b>77</b>	<b>123</b>	<b>125</b>	<b>113</b>

In millions of euros	Investment Solutions				
	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14
Net banking income	594	682	647	710	689
Operating expenses	-445	-482	-475	-493	-483
<b>Gross operating income</b>	<b>149</b>	<b>200</b>	<b>172</b>	<b>217</b>	<b>206</b>
Cost / income ratio	74.9%	70.7%	73.4%	69.4%	70.1%
Cost of risk	2	18	2	0	0
<b>Income before tax</b>	<b>153</b>	<b>225</b>	<b>178</b>	<b>214</b>	<b>206</b>
Income tax	-42	-62	-50	-61	-58
Minority interests	-35	-49	-41	-54	-48
<b>Net income attributable to equity holders of the parent</b>	<b>76</b>	<b>113</b>	<b>87</b>	<b>100</b>	<b>100</b>

In millions of euros	Specialized Financial Services				
	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14
Net banking income	308	323	314	318	306
Operating expenses	-203	-219	-207	-208	-202
<b>Gross operating income</b>	<b>105</b>	<b>104</b>	<b>107</b>	<b>110</b>	<b>104</b>
Cost / income ratio	65.9%	67.7%	65.8%	65.5%	66.1%
Cost of risk	-22	-20	-19	-16	-20
<b>Income before tax</b>	<b>83</b>	<b>85</b>	<b>88</b>	<b>94</b>	<b>101</b>
Income tax	-30	-31	-32	-34	-36
Minority interests	-15	-15	-16	-17	-19
<b>Net income attributable to equity holders of the parent</b>	<b>38</b>	<b>39</b>	<b>40</b>	<b>43</b>	<b>46</b>

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# Annex - Wholesale Banking, Investment Solutions and SFS: 9-month income statement per business line

	Wholesale Banking			Investment Solutions			Specialized Financial Services			Wholesale Banking, Investment Solutions and Specialized Financial Services		
	9M-14	9M-13 pf	%	9M-14	9M-13 pf	%	9M-14	9M-13 pf	%	9M-14	9M-13 pf	%
In millions of euros												
Net banking income	2,157	2,216	-2.6%	2,047	1,766	15.9%	938	930	0.9%	5,142	4,911	4.7%
Operating expenses	-1,268	-1,261	0.6%	-1,451	-1,311	10.7%	-617	-614	0.6%	-3,337	-3,186	4.7%
<b>Gross operating income</b>	<b>889</b>	<b>955</b>	<b>-6.9%</b>	<b>596</b>	<b>454</b>	<b>31.1%</b>	<b>321</b>	<b>316</b>	<b>1.5%</b>	<b>1,805</b>	<b>1,725</b>	<b>4.7%</b>
Cost / income ratio	58.8%	56.9%	1.9 pt	70.9%	74.3%	-3.4 pts	65.8%	66.0%	-0.2 pt	64.9%	64.9%	0.0 pt
Cost of risk	-137	-225	-38.8%	3	1	ns	-54	-60	-8.9%	-189	-283	-33.3%
<b>Income before tax</b>	<b>768</b>	<b>731</b>	<b>5.0%</b>	<b>599</b>	<b>466</b>	<b>28.6%</b>	<b>284</b>	<b>256</b>	<b>10.7%</b>	<b>1,650</b>	<b>1,453</b>	<b>13.6%</b>
Income tax	-263	-263	0.1%	-169	-123	37.3%	-102	-92	10.6%	-535	-479	11.7%
Minority interests	-144	-131	9.7%	-142	-108	31.1%	-52	-46	12.6%	-338	-285	18.3%
<b>Net income attributable to equity holders of the parent</b>	<b>361</b>	<b>337</b>	<b>7.1%</b>	<b>287</b>	<b>234</b>	<b>22.9%</b>	<b>130</b>	<b>118</b>	<b>10.0%</b>	<b>778</b>	<b>689</b>	<b>13.0%</b>

2013 results are presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Epargne of the Cooperative Investment Certificates (CICs) held by Natixis.

# Annex – Equity interests

## Quarterly income statement

In millions of euros	Equity interests				
	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14
Net banking income	398	466	403	420	419
Operating expenses	-338	-386	-337	-350	-347
<b>Gross operating income</b>	<b>60</b>	<b>80</b>	<b>66</b>	<b>70</b>	<b>72</b>
Cost of risk	-9	3	-2	-3	-2
<b>Income before tax</b>	<b>51</b>	<b>50</b>	<b>64</b>	<b>74</b>	<b>74</b>
Income tax	-24	-27	-34	-29	-27
Minority interests	-16	-29	-11	-20	-33
<b>Net income attributable to equity holders of the parent</b>	<b>11</b>	<b>-6</b>	<b>19</b>	<b>25</b>	<b>14</b>

2013 results are presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Epargne of the Cooperative Investment Certificates (CICs) held by Natixis.

# Annex – Corporate center

## Quarterly income statement

In millions of euros	Corporate center				
	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14
Net banking income	-132	-139	-29	9	-210
Operating expenses	-77	-250	-67	-125	-76
<b>Gross operating income</b>	<b>-209</b>	<b>-389</b>	<b>-97</b>	<b>-116</b>	<b>-286</b>
Cost of risk	-27	-21	-22	-34	-25
<b>Income before tax</b>	<b>-236</b>	<b>-407</b>	<b>-118</b>	<b>-185</b>	<b>-354</b>
Income tax	94	122	40	86	59
Minority interests	30	50	17	18	27
<b>Net income attributable to equity holders of the parent</b>	<b>-112</b>	<b>-235</b>	<b>-61</b>	<b>-80</b>	<b>-268</b>

### Impact of non-operating items:

- Q3-14 net income attributable to equity holders of the parent: main items for a total impact of -€221m
  - > Revaluation of own debt: -€89m
  - > Prolonged decline in value of the interest in Banca Carige: -€58m
  - > Provision booked on a company accounted for by the equity method (VRBO): -€119m
  - > Capital gains on the sale of operating real estate assets: +€45m
  
- Q3-13 net income attributable to equity holders of the parent: main items for a total impact of -€64m
  - > Revaluation of own debt: -€32m
  - > Net impact of the sale of international assets and covered bond buyback operations: -€32m

2013 results are presented pro forma to account for the transfer of BPCE Assurances to Natixis Assurances and to reflect the buyback (and subsequent cancellation) by the Banque Populaire banks and Caisses d'Épargne of the Cooperative Investment Certificates (CICs) held by Natixis.

## Annex – Risks

### Groupe BPCE: non-performing loans and impairment

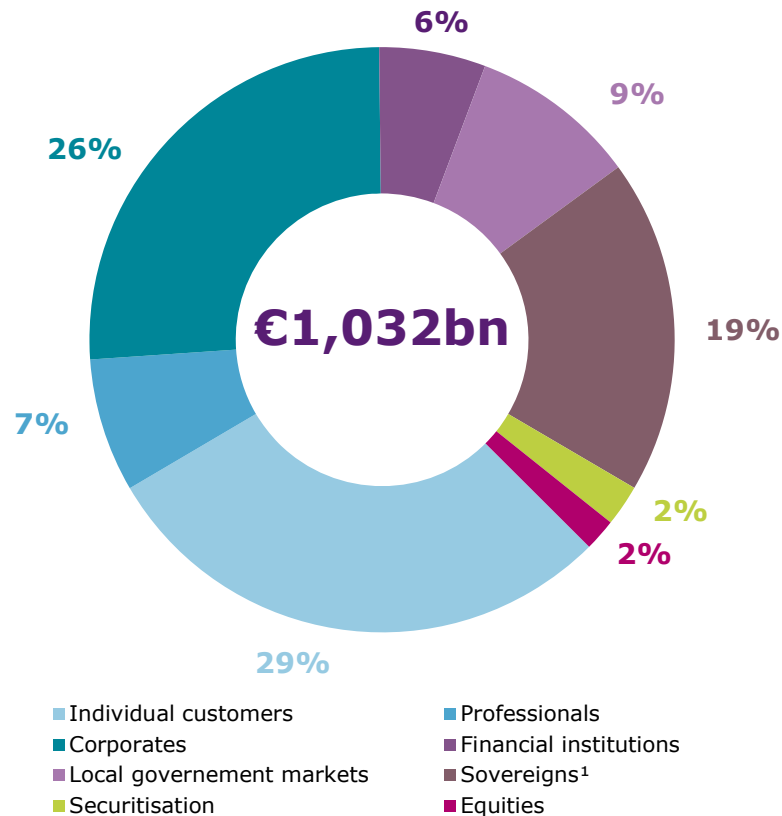
In millions of euros	Sept. 30, 2014	June 30, 2014	Dec. 31, 2013
<b>Gross outstanding customer loans</b>	<b>616,642</b>	<b>619,580</b>	<b>590,704</b>
O/w non-performing loans	23,173	23,227	23,330
<b>Non-performing/gross outstanding loans</b>	<b>3.8%</b>	<b>3.7%</b>	<b>3.9%</b>
Impairment recognized <sup>1</sup>	12,396	12,347	12,285
<b>Impairment recognized/non-performing loans</b>	<b>53.5%</b>	<b>53.2%</b>	<b>52.7%</b>
<b>Cover rate including guarantees related to impaired outstandings</b>	<b>81.0%</b>	<b>78.7%</b>	<b>78.2%</b>

<sup>1</sup> Including collective impairment

# Annex – Risks

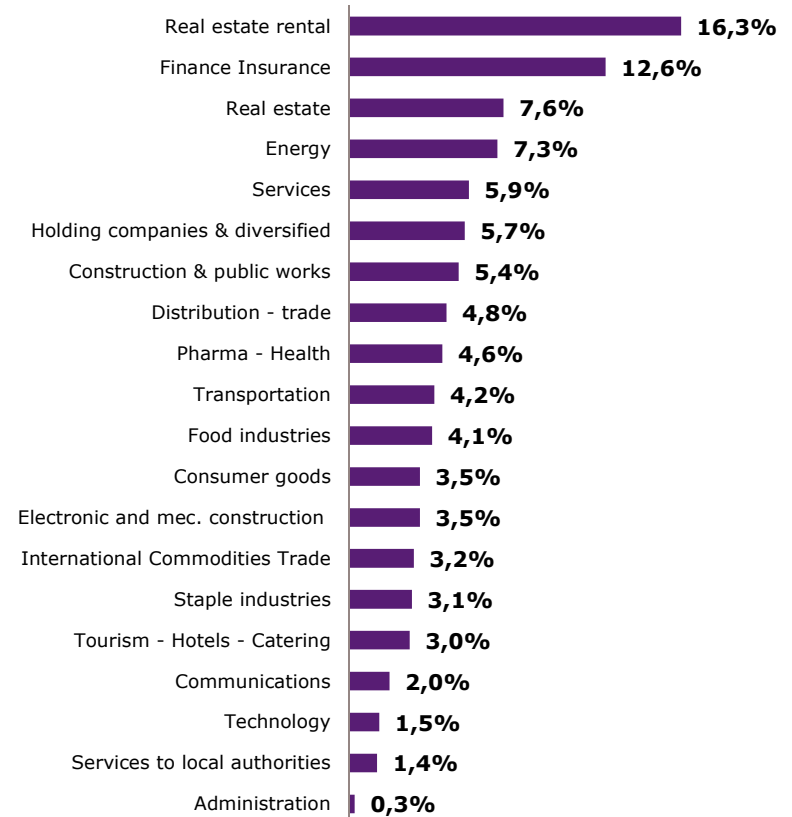
## Breakdown of commitments as at September 30, 2014

**Breakdown of commitments by counterparty**



<sup>1</sup> Of which 10% in France

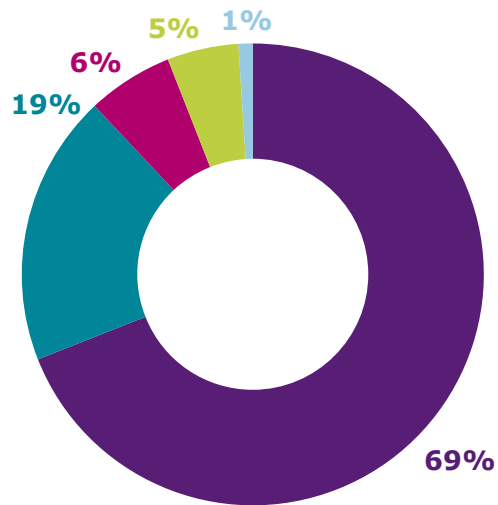
**Breakdown of commitments to Corporates and Professionals by industrial sector**



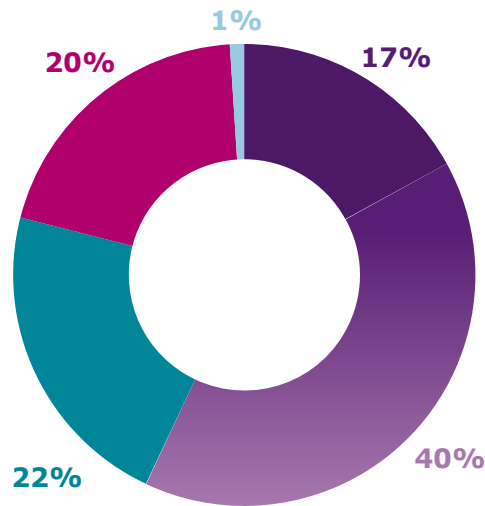
# Annex – Risks

Geographical breakdown of commitments as at September 30, 2014

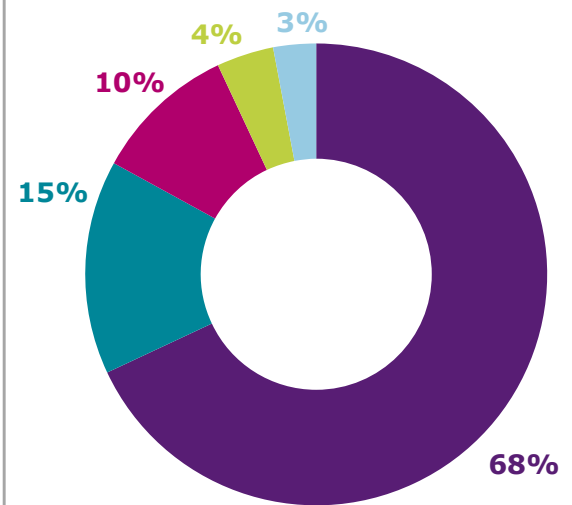
**Institutions**



**Sovereigns**



**Corporates**



France
  Centralized savings
  Europe excluding France
  North & South America
  Asia / Oceania
  Africa & the Middle East



# GROUPE BPCE

Bankers and insurers with a different perspective