



PRESS RELEASE
Paris, June 20th 2012

La Banque Postale is offering a new range of short-term loans to local authorities

Committed to regional development alongside La Poste, La Banque Postale will be offering new short-term loans as from June 20th. This offer, which consists of a drawdown overdraft facility for up to one year, will initially be intended for local authorities.

A short-term lending facility backed by La Banque Postale...

To meet local authorities' basic requirements, La Banque Postale will be marketing a new short-term loan offer that consists of a drawdown overdraft facility (for a maximum period of 364 days) as from June 20th.

Faithful to its postal values of proximity and services accessible to as many people as possible, this range is simple to use, transparent, and enables a flexible management of local authorities's needs, at a fair rate¹.

This initial offer, which is entirely backed by La Banque Postale, will then be gradually extended to social housing landlords (mid-September 2012) and to all local public sector players.

To launch this new financing business, La Banque Postale obtained the authorisation of the French Prudential Control Authority Board on May 25th 2012.

... and marketed remotely

To start up this new business, La Banque Postale will market the short-term loan offer mainly on a remote basis.

Local authorities will be able to make direct contact with the Bank's experts via La Banque Postale's portal at www.labanquepostale.fr/collectivites.html by filling in an online financing request. These local financing experts, who are located at La Banque Postale's premises in Issy les Moulineaux, can also be contacted by telephone on 09 69 36 88 00² between 9.00 am and 5.00 pm from Monday to Friday, or by mail³.

A new local authority financing model

La Banque Postale wishes to offer a new local authority financing model, based on a range of simple liquidity-backed loans. La Banque Postale will grant its loans within a transparent tariff policy framework, using a responsible advisory and risk approach.

La Banque Postale, a bank at the regions' service

This initial local authority financing range broadens the savings, investment and social engineering range that La Banque Postale already offers to local public sector players.

¹ See the product factsheet appended.

² Non-premium number.

³ La Banque Postale - CP S104 - 115 rue de Sèvres, 75 275 Paris Cedex 06.

In fact, as a player in the financing of the local French economy through its range of property and consumer loans, the La Poste Group subsidiary has been offering a range of cash-flow management (payment terminals, Internet transactions, and means of payment insurance, etc.), savings management (Livret A accounts, UCITS, and term deposit accounts, etc.), and social engineering products (employee savings and supplementary retirement schemes, and service vouchers, etc.) for many years.

One non-profit organisation in three, one mutual insurance organisation in two, around 3,000 local authorities, over 500 social housing bodies, and almost 700 public-private companies and hospitals already place their trust in La Banque Postale.

La Banque Postale has also been offering an initial financing range for legal entities (equipment leasing and a cash facility) since October 2011. In early 2012, this range was broadened by the first financing offers intended for social economy customers (advances on subsidies for voluntary organisations and Loans to Social Landlords). It will be completed by the end of the year by financial leasing and lease purchase offers, and by a property leasing range, followed by factoring services for all legal entities customers.

* *
*

Ultimately, La Banque Postale wishes to offer a full range of financing services to the entire local public and social economy sectors.

Subject to the approval of the French and European regulatory authorities, La Banque Postale, working together with Caisse des Dépôts, should be able to offer medium and long-term financing ranges before the end of 2012.

* *
*

La Banque Postale (www.labanquepostale.fr)

La Banque Postale, the banking subsidiary of the La Poste Group, is a unique and special bank operating in the French retail banking market. As an institution that is faithful to its core values: acting in the general interest, confidentiality and closeness to its customers, La Banque Postale puts welcoming all its customers at the heart of its business. It supports its retail and corporate customers by providing a sustainable banking relationship, with an accessible and reasonably-priced range of products and services. It is continually adding to its product range, specifically through relying on the expertise of its subsidiaries and partners, thus entering new areas. La Banque Postale is accessible 24/7, anywhere, any time.

La Banque Postale means:

- NBI of €5.231 billion
- 11.5 million current postal accounts
- 10.38 million active customers
- 450,000 Companies, Local Authorities, and Associations as customers
- 6,300 cash and electronic payment machines in France
- €290 billion in outstanding customer deposits
- Over 6.95 million bank cards i.e. 11.5 % of the market
- 17,000 contact points

(Data as at the end of 2011)