



PRESS RELEASE

Paris, April 2nd 2013

La Banque Postale is boosting its presence in the wealth management segment thanks to the acquisition of BPE, and is setting up a dedicated platform for high-net worth customers

La Banque Postale is acquiring BPE from Crédit Mutuel Arkéa today. This acquisition is in keeping with La Banque Postale's 2011-2015 strategy plan, entitled "The customer's interests first: let's prove our difference", where one of the priorities is to accelerate the expansion of wealth management.

As the Bank for everyone, La Banque Postale is offering all its high-net worth customers a range of products and services that meets most of their requirements.

After gradually rounding out its Retail Banking range between 2006 and 2011, **La Banque Postale now has a full wealth management offering, thanks to the acquisition of BPE.** The Bank is setting up a **centralised platform**, which offers a range of savings products and loans that meets all of this customer base's specific requirements.

This platform, which will serve the entire distribution network of La Banque Postale and its subsidiaries', will bring together the wealth management solutions offered by La Banque Postale Asset Management and Tocqueville Finance in the asset management sector, by La Banque Postale Gestion Privée in the discretionary asset management sector, by XAnge in the private equity sector, and by CNP in the life insurance sector.

La Banque Postale's aim is therefore to offer a full range of private banking solutions to its customers. This broadening of the range, which will not involve any alteration to the Group's marketing organisational structure, will benefit all La Banque Postale's customers, as well as BPE's specific customer base, in any of its 33 branches and three wealth management centres throughout France.

* *

*

La Banque Postale (www.labanquepostale.fr)

La Banque Postale, the banking subsidiary of Le Groupe La Poste, 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 €5.241 billion
- 45.2 million Post Office current accounts
- 10.6 million active customers
- 446,000 customers who are Companies, Local Authorities, and Associations
- Over 7 million bank cards
- 17,000 contact points

(Data as at the end of 2012)