



**RESULTS¹ AND BUSINESS ACTIVITY OF LA BANQUE POSTALE GROUP
H1 2017**

**GOOD COMMERCIAL MOMENTUM BUOYED BY CREDIT AND INCOME FROM SUBSIDIARIES
INCREASE IN NET INCOME, GROUP SHARE**

A change in NBI impacted by non-recurring items in H1 2016

- Net banking income: **€2,808 million (-5.6%)**
Excluding the home savings provision, on a like-for-like basis: -2.3%
Excluding the home savings provision, the disposal of Visa shares in H1-16 and like-for-like: **+1.6%**

A significant decrease in operating expenses and the cost of risk

- Operating expenses²: **€2,331 million (-2.4%)**
i.e. a cost-to-income ratio of 83.6% (+2.9 points)
- Cost of risk: **€71 million (-15.2%)**
(16 basis points)³
- Pre-tax income: **€538 million (-8.5%)**
- Net income, Group share: **€367 million (+1.7%)**

A confirmed financial strength

- **Common Equity Tier 1** ratio at 13.6%⁴
- **Overall solvency** ratio estimated at 18.9%
- **Leverage** ratio estimated at 4.5%⁵
- **LCR** at 174.3%

Commercial momentum confirmed

- Ordinary savings deposits up 1.1%
- Total savings deposits up 2.6%
- Property loan outstandings up 5.7%
- Consumer loan outstandings up 6.3%
- Production of loans to legal entities up 34%
- Insurance policy portfolio up 3.2%

A bank committed to serving each and all

- The first conference held on the civic bank theme, “Assises de la Banque Citoyenne”, and launch of a major digital banking inclusion plan
- La Banque Postale ranked No. 3 worldwide and No. 1 in France by the extra-financial rating agency Oekom in 2017⁶ for its performance in terms of Corporate Social Responsibility.

¹ Unless otherwise stated, all changes are expressed as compared to 30 June 2016

² General operating expenses, net depreciation and amortisation, and impairment of tangible and intangible fixed assets

³ Cost of credit risk of the commercial bank compared to outstandings at the start of the period.

⁴ CRDIV-CRR ratio phased-in. The fully loaded ratio is 13.8%.

⁵ With application of the transitional measures for taking into account savings funds centralised within the Caisse des Dépôts (CDC), pursuant to the European Central Bank decision of 24 August 2016. Excluding outstanding savings funds centralised within the Caisse des Dépôts (CDC) in accordance with the Delegated Act of 10 October 2014, the ratio is 5.3%.

⁶ On 1 March 2017.

La Banque Postale's Supervisory Board, meeting under the chairmanship of Philippe Wahl on 31 July, examined the H1 2017 consolidated financial statements, prepared by the Executive Board of La Banque Postale and presented by its Chairman Rémy Weber.

Highlights of the first half of 2017

In H1, La Banque Postale's ambition to broaden its range of banking services was materialised via two acquisitions. In June 2017, La Banque Postale announced the acquisition of 100% of the company KissKissBankBank & Co, a European leader in crowdfunding, with a community of close to 1.3 million members. Meanwhile, in March 2017 La Banque Postale also acquired 100% of the company Domiserve, specialised in issuing prepaid universal employment services (CESU) vouchers (HR and Social) and managing services to individuals.

La Banque Postale's half-year results reflected its continued development and diversification of its business, with the aim of serving its clients. The persisting low interest rate environment constitutes an additional incentive to continue the fast paced deployment of its strategic plan.

At the same time, several commercial development actions were taken to meet the needs of all clients of La Banque Postale.

As a bank that is committed to useful innovation, during H1 2017 La Banque Postale rounded out its package of services associated with day-to-day payments: the "Paylib sans contact" service now enables all of the Bank's clients equipped with a smartphone to make contactless payments at on-line partner merchants without entering their bank card information and to make contactless payments in stores using their mobile phones. The "Talk to Pay" service, using remote payment authentication via voice biometrics, was also launched in June. Electronic signing by customers for consumer credit products was rolled out to all distribution channels in H1, as were requests for revolving credit funds via the mobile application.

Continuing its constant drive to improve customer experience and satisfaction, La Banque Postale has set up delegations for granting property and consumer loans⁷, which will now enable network employees to directly grant loans at post offices⁸. La Banque Postale's training programme, L'Ecole de la Banque et du Réseau, thus played its role to the fullest by supporting network employees with more than 22,000 training days dedicated to their new responsibilities.

As a major player in public sector financing, La Banque Postale continued to support all local authorities, of all sizes, in their development projects and actions: roadworks, water and sanitation, schools, nursing homes, etc. La Banque Postale thus decided in June to once again lower the lending threshold on medium/long-term loans to local authorities from 50,000 euros to 40,000 euros, notably in order to meet the needs of small municipalities and thus play its role in regional development to the fullest.

La Banque Postale continues to roll out its business banking services dedicated to professional customers. 248 managers are now available to small businesses, retailers, artisans, self-employed professionals and franchisees, with this segment generating double-digit growth over the half-year period.

It also continued to diversify in terms of business services, notably via the development of the factoring activity, for which outstandings rose from €0.4bn to €1.3bn in one year.

⁷ Launched in October 2016 for consumer credit, H1 2017 was thus their first full period of operation.

⁸ These delegations are strictly controlled and secured, notably with regard to analysis of lending risk.

Initiatives and projects to improve the operating efficiency of La Banque Postale, in the framework of the “Excellence 2020” plan⁹, are materialising via concrete actions. The organisation of the middle and back-office activities was optimised through the implementation of new poles of expertise for customers, and the consolidation of La Banque Postale’s omni-channel model continues with the improvement in its customer relations tools.

Lastly, La Banque Postale continues to hold its values as a civic bank at the centre of its development. By launching the first conference focused on civic banking, “Assises de la banque citoyenne”, in March, it brought together its partners, both associations and private sector, with which it jointly builds its offer and develops practices that favour banking inclusion. On this occasion, it announced the launch of a digital banking inclusion plan, in partnership with WeTechCare, an association set up by Emmaüs Connect. This plan concerns all financially vulnerable customers and/or those affected by digital exclusion with respect to the daily monitoring of their money, the financing of their projects, or managing over-indebtedness.

Moreover, in March 2017, La Banque Postale confirmed for the third year in a row its status as the top French bank in terms of performance with respect to its Corporate Social Responsibility (CSR) policy, as ranked by extra-financial rating agency Oekom Research.

⁹ aiming to make €1bn in transformation investments over the period 2014-2020.

Business activity and results for the first half of 2017

The results reported by La Banque Postale reflect both the effects of the persisting low interest rate context, and the positive momentum in credit activity (notably via income from commissions) and the income of all its subsidiaries, to be placed in the perspective of the base effects linked to non-recurring items in the H1 2016 results.

Consolidated income statement (€ millions)

Main items on the income statement*	H1 2017	H1 2016	% change
Net banking income	2,808	2,974	-5.6%
Operating expenses	(2,331)	(2,388)	-2.4%
Gross operating income	477	586	-18.6%
Cost of risk	(71)	(84)	-15.2%
Operating income	406	502	-19.2%
Share of equity associates**	133	87	+52.9%
Pre-tax income	538	588	-8.5%
Tax and non-controlling interests	(171)	(228)	-24.7%
Net income, group share	367	360	+1.7%
Cost-income ratio	83.6%	80.7%	

* Reported figures

** CNP Assurances + AEW EUROPE since H2 2016

Consolidated net banking income (NBI) totalled €2,808 million, i.e. down 5.6% compared to H1 2016. Excluding the home savings provision and on a constant scope basis¹⁰, the drop in NBI was limited to 2.3%. Adjusted for the non-recurring effect of the capital gain on the Visa disposal, the home savings provision and on a like-for-like basis, the change in NBI is positive at +1.6%.

Despite significantly increased charges for subsidiaries to support their development, the Group's overall operating expenses were down 2.4% to €2,331 million (down 2.2% like-for-like)¹¹.

The cost-income ratio was 83.6%, impacted by the decline in NBI that was not fully offset by the lower operating expenses.

The cost of risk remained controlled and was down 15.2% to €71m. Compared with the commercial banking outstandings, it stands at 16 basis points.

The share of profits of equity associates was up a sharp 52.9% to €133 million. As a reminder, the H1 2016 figure had been negatively impacted by the capital gain realised by CNP Assurances on the sale of its stake in La Banque Postale Prévoyance, eliminated from La Banque Postale's consolidated financial statements.

Pre-tax income amounted to €538 million, i.e. a fall of 8.5%.

In all, net income, Group share was up 1.7% to €367 million under the joint effect of a decrease in pre-tax income and in non-controlling interests.

¹⁰ Ciloger for €13 million

¹¹ Ciloger for €6 million

Retail Banking¹²

(€ millions)	H1 2017	H1 2016	% change
Net banking income	2,617	2,797	-6.5%
Operating expenses	(2,236)	(2,292)	-2.4%
Gross operating income	381	506	-24.7%
Cost of risk	(71)	(84)	-15.3%
Operating income	309	421	-26.6%

Commercial results of retail banking customers: savings

In an environment where interest rates remain very low, the Livret A regulated savings account, which has paid out a fixed rate of 0.75% since August 2015, seems to have become attractive to savers once again, with outstandings increasing by €0.5bn to €60.2bn (+0.9%). Ordinary savings increased overall by 1.1% to €81.3 billion.

Sight deposits also continued to benefit from the low inflation environment and short-term rates close to zero, leading savers to prefer liquidity, and rose 8.1% to €61.3 billion. This rise was observed both for household sight deposits, up 7.8% to €54.9 billion, and those of legal entities, up 10.1% to €6.4 billion.

The outstandings of home savings accounts totalled €32.2 billion (up 2.4%).

In all, savings on the balance sheet increased by €5.6 billion to €175.1 billion (up 3.3%).

Life insurance outstandings increased by 0.8% to €124.9 billion, with a significant rise for the unit-linked part. UCITS outstandings were up sharply by 10.2% to €12.7bn, due to the rise in equity markets vs. H1 2016.

Total private banking outstandings (including discretionary asset management) also rose, by 14% to €7.1bn, with a clear success for the “CNP One” life insurance product, which contributed significantly to the increase in inflows (+41%)¹³.

In all, outstanding savings totalled €312.7 billion, up by €7.8 billion (+2.6%).

Commercial results of retail banking customers: loans

Commercial momentum was observed across all credit segments during the half year.

The expectation of a rise in long-term rates at the end of 2016 favoured home loan production¹⁴, which reached €8.2 billion, i.e. a 77.6% increase. This performance was partly driven by a buoyant market and a pick-up in early redemptions, although these have slowed since May.

Consumer loan production continued to grow, amounting to €1.2 billion, up 2.8% compared to H1 2016, with an increase in the share of Internet and remote-platform sales.

Outstanding loans to individuals rose by 5.7% overall to €63.5 billion, including €5.0 billion of outstandings in consumer loans, up 6.3% over the period, while outstandings in home loans were up 5.7% at €57.7 billion.

In private banking, loan production was up sharply by 49%, with outstandings totalling €2.7bn, up 8%.

¹² Changes in outstandings are expressed as compared to 30 June 2016

¹³ The savings and credit outstandings of the private bank are included in the different retail banking totals

¹⁴ Including the subsidiaries BPE and Sofiap

Commercial results of local public sector, corporate and professional customers

La Banque Postale continues to develop its activities serving legal entities. The financing activity was especially buoyant over the period in terms of depreciable loans and factoring. At the end of H1, loan production for legal entities stood at €7.3 billion, up 34%¹⁵. Issuance of loans is divided between €3.9 billion granted to companies and €3.5 billion granted to the local public sector¹⁶.

Outstanding loans to legal entities totalled €16.0 billion overall, an increase of 48.2%. The outstandings sold to CAFFIL in the framework of the refinancing of loans to local authorities and public healthcare institutions totalled €3.6 billion from 1 July 2016 to 30 June 2017.

Financial results of retail banking

Net banking income of the retail banking division came to €2,617 million, down 6.5% (down 3.4% excluding the change in the home savings provision). It was up slightly after adjusting for the capital gain on the disposal of Visa shares in 2016 (+0.6%). Commissions and other income totalled €1,176 million, up 6.2%, thanks notably to the favourable credit momentum.

Interest and similar income amounted to €1,441 million, down 14.8%¹⁷. Excluding the effect of the home savings provision, it fell by 10.3%, and by 3.7% adjusted for the Visa transaction. This decline is linked to the drop in income from centralised savings, due both to the impact of mandatory decentralisation of some outstandings of the LEP popular savings accounts on 1 July 2016, and to the decline in commission on centralised savings at the start of 2016, as well as to the drop in income from home loans, showing the extended effect of previous renegotiations and early repayments. Income from loans to legal entities and consumer loans continued to increase.

Operating expenses for the retail banking activity were down 2.4% to €2,236 billion. Operating expenses of subsidiaries rose 5.0%, in line with the equipment and resources needs linked to their development, while expenditure by LBP SA was down 2.7%, reflecting the group's cost-control efforts.

Cost of risk in the retail banking activity decreased by 15.3% to €71 million. Compared to outstandings, the cost of credit risk remained low at 16 basis points¹⁸.

Retail banking activities posted an operating profit of €309 million, down 26.6%.

¹⁵ Including factoring

¹⁶ Local authorities, mixed economy companies, social housing associations, public healthcare institutions

¹⁷ H1 2016 had benefited from the capital gain recorded on the disposal of Visa Europe shares for €107 million.

¹⁸ Cost of credit risk in commercial banking

Asset management¹⁹

Asset management (€ millions)	H1 2017	H1 2016	% change
Net banking income	71	80	-11.7%
Operating expenses	(42)	(46)	-8.6%
Gross operating income	29	34	-16.0%
Coût du risque	0	(0.1)	NS
Operating income	29	34	-16.4%

Assets under management at 30 June 2017 consisted of the assets of La Banque Postale Asset Management and those of Tocqueville Finance. They totalled €191.3 billion, up 6.9% over the period.

AUM of La Banque Postale Asset Management increased by 5.8%. The new flexible allocation range, comprising five funds, launched in mid-May 2016, continued its positive momentum, with €1.4 billion under management at the end of the half year.

Assets in Tocqueville Finance (excluding the LBPAM management delegation) totalled €1.7 billion, with positive net inflows and market effects.

Adjusted for the disposal of Ciloger, NBI in the Asset Management Division rose 5.8% (down 11.7% reported).

Operating expenses increased by 4.1% to €42 million like-for-like²⁰ (and were down 8.6% on a reported basis).

In all, and adjusted for the disposal of Ciloger, the operating income of the asset management subsidiaries was down 8.3% at €29 million (down 16.4% reported).

Insurance²¹

Insurance (€ millions)	H1 2017	H1 2016	% change
Net banking income	120	97	+24.5%
Operating expenses	(53)	(50)	+4.8%
Gross operating income	68	47	+45.6%
Cost of risk	0	0	NS
Operating income	68	47	+45.6%

The overall policy portfolio numbered almost 4,516,000, an increase of 3.2%. This increase was driven by La Banque Postale's strategy to equip its client base with insurance products and by a decline in cancellations.

The health insurance policy portfolio grew by 25.7% to stand at over 177,000 policies, thanks to the continuing strong growth of ACDS (Assurance Coups Durs Santé, or hard times health insurance) and "Oui Santé" ("Yes to Health" – supplementary health insurance assistance) products, which on their own accounted for over 36,000 new policies.

The IARD insurance portfolio grew by 9.4 % to more than 1,608,000 policies.

The individual contingency insurance portfolio of La Banque Postale Prévoyance was down slightly (-1.2%) to close to 2,730,000 contracts, notably due to the temporary halt in the marketing of the single premium funeral policy.

NBI in the division grew sharply by 24.5% to €120 million. This strong rise was notably linked to the overall increase in premiums, an improved loss ratio and good financial results.

Insurance subsidiaries' operating expenses were up 4.8% at €53 million.

All in all, the operating income of the insurance subsidiaries was €68 million, up 45.6%.

¹⁹ Changes in outstandings are expressed as compared to 30 June 2016. Excluding the contribution of AEW Europe

²⁰ Ciloger for €6 million

²¹ Excluding equity associate contribution from CNP Assurances. Changes in policy portfolios are expressed as compared to 30 June 2016.

Balance sheet and Financial structure

The consolidated balance sheet at 30 June 2017 stood at €233 billion, versus €230 billion at 31 December 2016, i.e. an increase of €3 billion.

La Banque Postale has a solid financial structure: prudential capital increased by €400 million to over €11.9 billion.

- La Banque Postale's Common Equity Tier 1 ratio²² stood at 13.6%, down 0.1 point compared to December 2016.
- The total estimated solvency ratio of La Banque Postale stood at 18.9%, down 0.5 point compared to December 2016.
- The Bank's estimated leverage ratio, taking account of the transitional measures relating to savings funds centralised within the Caisse des Dépôts (CDC), pursuant to the European Central Bank decision of 24 August 2016, works out at 4.5%. Excluding outstanding savings funds centralised within the Caisse des Dépôts (CDC) in accordance with the Delegated Act of 10 October 2014, it is stable at 5.3%.

La Banque Postale confirmed its comfortable liquidity position:

- The loan-to-deposit ratio of 75.6%²³ is up 1.2 point compared to December 2016.
- The LCR was 174.3%, down 5.2 points compared to December 2016²⁴.

At 30 June 2017, the Bank's credit ratings were:

	Standard & Poor's	Fitch
Long-term ratings	A	A-
Outlook	Stable	Stable
Short-term ratings	A-1	F1
Date updated	26 October 2016	25 April 2017

Outlook

At the service of each and all, La Banque Postale will continue its transformation while rising to the challenges involved in the change in customer habits, the digital revolution, and the macroeconomic uncertainties that continue to weigh on the European economy, notably the persisting low interest rate environment.

As a useful bank, La Banque Postale will continue to expand its product and services offering. It will launch the first 100% on-line life assurance offer (subscription, management, etc.). It will also launch at end-2018 its digital bank "mobile first", focused on customers' mobile habits.

It will extend its private banking network by continuing its strategy to set up dedicated spaces in post offices.

Lastly, it will continue to strengthen its position as an asset manager with its European partner Aegon. In this respect, a €23 billion management mandate signed on 3 July with CNP Assurances will bring its AUM to over €210 billion in the second half of 2017.

²² CRR/CRD 4 with transitional measures. The fully loaded ratio is 13.8%.

²³ The Group's loan-to-deposit ratio is calculated by dividing loans by deposits, excluding outstanding savings funds centralised within the Caisse des Dépôts (CDC).

²⁴ The method of calculation of the liquidity coverage ratio (LCR) underwent a revision at 31 March 2017 due to a change in the treatment of the European Central Bank's marginal facility deposit. The variation displayed corresponds to the relative variation between the LCR at 30 June 2017 and the LCR at 31 December 2016 recalculated according to the new method (i.e. 179.5%). The published LCR for 31 December calculated according to the old method was 260%. This change in method, authorised by prudential regulations and approved by the European supervisory body, corresponds to the simple transfer of the surplus amount deposited with the ECB on top of the mandatory reserves from the denominator to the numerator of the ratio, and in no way does it reflect a structural change in La Banque Postale's liquidity position.

Consolidated income statement for H1 2017

(€ thousands)	30/06/2017	30/06/2016
Interest and similar income (1)	2,181,951	2,347,431
Interest and similar expenses (1)	(880,216)	(808,842)
Commissions (income)	1,392,904	1,337,616
Commissions (expenses)	(138,253)	(138,515)
Net gains or losses on financial instruments at fair value through profit or loss	7,542	(57,072)
Net gains or losses on assets available for sale	124,714	157,706
Income from other activities	542,526	549,736
Expenses from other activities	(423,070)	(413,664)
Net banking income	2,808,098	2,974,396
General operating expenses	(2,241,596)	(2,299,573)
Net depreciation and amortisation, and impairment of tangible and intangible fixed assets	(89,214)	(88,390)
Gross operating income	477,288	586,433
Cost of risk	(71,271)	(84,029)
Operating income	406,017	502,404
Share of profits of equity associates	132,503	86,658
Net gains and losses on other assets	(594)	(890)
Changes in goodwill	-	-
Pre-tax income	537,927	588,172
Income tax	(155,253)	(204,322)
Net income	382,673	383,850
Non-controlling interests	16,124	23,407
NET INCOME, GROUP SHARE	366,549	360,443
Undiluted earnings per ordinary share (in euros)	10.42	10.24
Diluted earnings per ordinary share (in euros)	9.20	8.97

(1) Negative interest in 2016 was reclassified from income to expenses

Net income by business segment for H1 2017

Net income by business segment as at 30 June 2017 (excluding the remuneration cost of equity capital for each segment)

(€ thousands)	Retail banking	Insurance	Asset management	Total
Net banking income	2,616,755	120,491	70,852	2,808,098
General operating expenses	(2,149,725)	(50,263)	(41,608)	(2,241,596)
Net depreciation and amortisation, and impairment of tangible and intangible fixed assets	(86,417)	(2,248)	(549)	(89,214)
Gross operating income	380,613	67,980	28,695	477,288
Cost of risk	(71,271)	-	-	(71,271)
Operating income	309,342	67,980	28,695	406,017
Share of profits of equity associates	-	130,994	1,509	132,503
Gains and losses on other assets	(594)	-	-	(594)
Goodwill	-	-	-	-
Pre-tax income from recurring operations	308,748	198,975	30,204	537,927
Income tax	(116,764)	(28,124)	(10,365)	(155,253)
Consolidated net income	191,984	170,850	19,839	382,673
Non-controlling interests	11,529	(502)	5,098	16,124
NET INCOME, GROUP SHARE	180,455	171,352	14,741	366,549

Net income by business segment as at 30 June 2016 (excluding the remuneration cost of equity capital for each segment)

(€ thousands)	Retail banking	Insurance	Asset management	Total
Net banking income	2,797,333	96,778	80,285	2,974,396
General operating expenses	(2,207,652)	(47,620)	(44,301)	(2,299,573)
Net depreciation and amortisation, and impairment of tangible and intangible fixed assets	(84,109)	(2,468)	(1,813)	(88,390)
Gross operating income	505,572	46,690	34,171	586,433
Cost of risk	(84,164)	-	135	(84,029)
Operating income	421,408	46,690	34,306	502,404
Share of profits of equity associates	-	86,658	-	86,658
Gains and losses on other assets	(730)	-	(160)	(890)
Goodwill	-	-	-	-
Pre-tax income from recurring operations	420,678	133,348	34,146	588,172
Income tax	(169,308)	(22,772)	(12,242)	(204,322)
Consolidated net income	251,370	110,576	21,904	383,850
Non-controlling interests	10,064	8,137	5,206	23,407
NET INCOME, GROUP SHARE	241,306	102,439	16,698	360,443

Consolidated balance sheet at 30 June 2017

(€ thousands)	30/06/2017	31/12/2016
ASSETS		
Cash and central banks	2,532,280	2,732,044
Financial assets at fair value through profit and loss	12,900,741	12,329,901
Hedging derivatives	1,248,880	1,577,501
Available-for-sale financial assets	18,700,980	18,879,482
Loans and receivables – credit institutions	86,506,206	84,461,375
Loans and receivables – customers	81,510,948	78,783,991
Revaluation differences on interest rate risk hedged portfolios	96,235	137,559
Financial assets held to maturity	21,462,642	22,270,714
Current tax assets	166,402	339,671
Deferred tax assets	73,474	84,450
Accruals and other assets	3,210,442	3,412,488
Non-current assets held for sale	-	-
Deferred profit-sharing	-	-
Investments in associates	3,219,756	3,226,660
Investment property	-	-
Property, plant and equipment	646,080	661,900
Intangible assets	534,298	519,456
Goodwill	160,227	160,227
TOTAL	232,969,591	229,577,420
LIABILITIES		
Central banks	-	-
Financial liabilities at fair value through profit or loss	511,186	600,095
Hedging derivatives	605,908	914,107
Liabilities due to credit institutions	17,096,978	19,003,276
Liabilities to customers	182,031,616	175,994,407
Debt securities	10,413,555	10,483,528
Revaluation differences on interest rate risk hedged portfolios	791,793	1,050,505
Current tax liabilities	9,321	17,489
Deferred tax liabilities	125,746	123,126
Accruals and other liabilities	4,859,815	4,965,332
Underwriting provisions of insurance companies and shadow accounting	2,305,659	2,231,202
Provisions	525,122	590,190
Subordinated debt	3,902,680	3,780,398
Equity, Group share	9,718,198	9,744,578
Share capital	4,046,408	4,046,408
Consolidated reserves and other reserves	4,214,375	3,821,817
Gains and losses recognised directly in equity	1,090,866	1,182,528
Profit (loss) for the financial year	366,549	693,825
Non-controlling interests	72,013	79,187
TOTAL	232,969,591	229,577,420

Alternative performance indicators – article 223-1 of the General Regulations of the AMF

API	Definition/Calculation method
NBI excluding the home savings effect	NBI restated for provisions or reversals of provisions for commitments related to home loan savings accounts and plans (PEL and CEL)
Operating expenses	Sum of general operating expenses, net depreciation and amortisation, and impairment of tangible and intangible fixed assets
Cost of risk in basis points	Average cost of commercial banking credit risk for the quarter divided by outstanding loans at the beginning of each quarter
Cost-income ratio	Ratio of operating expenses to NBI adjusted for doubtful interest

La Banque Postale's financial information for H1 2017 is presented in this press release. It will be supplemented by the updated Registration Document, which will be published on the institutional website www.labanquepostale.com.

About La Banque Postale

La Banque Postale, a subsidiary of Le Groupe La Poste, operates in the retail banking, insurance and asset management markets. As a civic-minded bank, it supports its customers by offering a sustainable banking relationship with a comprehensive range of reasonably priced and accessible products and services. As a local bank providing a public service, La Banque Postale meets the needs of each and all: private individuals, businesses, professionals and the local public sector. It strives to serve its customers through the Post Office network, on-line and over the telephone as part of a fully multi-channel relationship.

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