



Press release
26 March 2021

APPOINTMENTS TO LA BANQUE POSTALE'S EXECUTIVE BOARD

Marion Rouso has been appointed Managing Director of Retail Banking and Executive Vice President of Le Groupe La Poste's Retail Customer and Digital Services business unit, responsible for the distribution of banking and non-banking products

Bertrand Cousin has been appointed Managing Director of Corporate and Investment Banking, responsible for services to corporate, local public sector, and institutional customers

Philippe Heim, Chairman of the Executive Board, today presented to La Banque Postale's Supervisory Board chaired by Philippe Wahl, Chairman and Chief Executive Officer of Le Groupe La Poste, the new governance team tasked with implementing La Banque Postale's 2025-2030 strategic plan.

On the recommendation of Philippe Heim, the Supervisory Board of La Banque Postale has appointed two new Executive Board members: **Marion Rouso**, Managing Director of Retail Banking and Executive Vice President of Le Groupe La Poste's Retail Customer and Digital Services business unit, responsible for the distribution of banking and non-banking products, and **Bertrand Cousin**, Managing Director of Corporate and Investment Banking, responsible for services to corporate, local public sector and institutional customers.

These two new Executive Board members have been set the objective of driving faster growth in net banking income and accelerating implementation of La Banque Postale's development and diversification plan. They succeed Marc Batave, former Chief Executive Officer of Commercial Banking, who has retired. Philippe Wahl and Philippe Heim extend their warmest thanks to Marc Batave for his engagement during the eight years spent with Le Groupe La Poste and his key role in developing La Banque Postale's business.

Marion Rouso, member of La Banque Postale's Executive Board, Managing Director of Retail Banking and also Executive Vice President of Le Groupe La Poste's Retail Customer and Digital Services business unit, responsible for product distribution, will report both to Philippe Heim and to Nathalie Collin, Deputy Chief Executive Officer of Le Groupe La Poste and Chief Executive Officer of its Retail Customer and Digital Services business unit. In this position, she will lead the retail banking businesses conducted under the Group's three personal banking brands (La Banque Postale, Ma French Bank and BPE) and its business banking services for professionals. She will also be responsible for the distribution of banking and non-banking products through the La Poste network.

Bertrand Cousin, member of La Banque Postale's Executive Board, Managing Director of Corporate and Investment Banking, will be responsible for banking services to corporates, local public sector customers and institutional customers. Corporate and Investment Banking

comprises the Corporate and Regional Development Department and the Corporate and Investment Banking unit.

Following these appointments, the Executive Board now has four members: Philippe Heim, Chairman, Tony Blanco, General Secretary, Marion Rouso, Managing Director of Retail Banking, and Bertrand Cousin, Managing Director of Corporate and Investment Banking, responsible for services to corporate, local public sector and institutional customers.

“Our expanded governance structure reflects La Banque Postale’s strategic priorities and our commitment to moving up a gear in our transformation. The new management team’s roadmap aims to offer the best possible customer experience by making greater use of digital technologies, diversifying our strategic business model more rapidly and stepping up our community ambitions,” said Philippe Heim, Chairman of La Banque Postale’s Executive Board.

Biographical details

Marion Rouso

Marion Rouso, 44, began her career in 1999 within the BPCE group General Inspection department. In 2007, she moved to Banque Populaire du Nord where she served successively as Chief Financial Officer, member of the Management committee and Regional Director. In 2012, she joined Caisse d’Epargne Rhône Alpes as Regional Director, before becoming Head of Audit. At the same time, she served on the Boards of Directors of Compagnie des Alpes and Natixis Factor. In 2017, she became Head of digital transformation and employee experience for the BPCE group, with responsibility for defining and deploying the Group’s employee experience strategy for the digital workplace. In May 2020, she joined La Banque Populaire Grand Ouest as Executive Vice President, Operations. Marion is a graduate of the ESCP business school and Stanford University.

Bertrand Cousin

Bertrand Cousin, 56, spent 12 years with JP Morgan in Paris, where he set up the Corporate Banking unit in 2008 and led its operations in France, Belgium and Luxembourg within the Corporate and Investment Banking Division, and created the Commercial Banking unit for the SME market in Europe in 2018. Before joining JP Morgan, he worked for the Crédit Agricole group for 17 years in international positions. During this period, he helped to rapidly expand the group’s presence in the aircraft, transportation and defence financing markets in New York, from 1995 to 2002, then in Paris, where he led this business from 2002. He began his career in New York, as a credit analyst. He also worked in Switzerland for four years, in Crédit Lyonnais Switzerland’s Corporate Banking unit, before becoming head of Project Finance for mining industry customers at the bank’s head office. Bertrand Cousin is an Economics and Finance graduate of IEP Paris (“Sciences Po”) and holds a law degree from Nancy University. He also holds a professional training diploma from Beaune CFFPA.

About La Banque Postale

La Banque Postale group, including CNP Assurances, is a leading European bancassurer at the forefront of sustainable finance. With its diversified business model and wide range of affordable products, the Group partners with 20 million individual and business customers. A subsidiary of Le Groupe La Poste, La Banque Postale offers local banking services through 17,000 contact points, including 7,600 post offices, throughout France.

The new strategic plan, "La Banque Postale 2030", is designed to support La Banque Postale's ambition to become France's favourite bank, thanks to an integrated, multi-channel bancassurance offer organised around three distinctive brands: La Banque Postale, for day-to-day banking services, Ma French Bank, for mobile banking services, and BPE, for private banking services. As a community bank, La Banque Postale is fully focused on shaping a just transition to an economy and a society capable of responding to environmental, social, regional and digital challenges.

La Banque Postale in numbers:

- 11th largest euro zone bank, with total assets of €737bn and net banking income of €7.7bn
- a diversified business model, with 33.4% of net banking income derived from insurance services and 64.5% from banking services
- 20 million customers
- 1.5 million people given access to inclusive banking services and 1.4 million financially vulnerable customers
- over 630,000 private banking customers
- some 340,000 corporate and local public sector customers
- 100% of eligible LBP AM funds labelled SRI
- ranked number one worldwide for ESG performance in the "Retail and Specialised Banking" category (Vigeo Eiris ranking, November 2020)
- gender pay ratio of 97/100

Figures at 31 December 2020

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