

Cooperative, customer-centred, rooted in its regions, innovative, focused on long-term and high value-added relationships in France and abroad: the bank of tomorrow is the BRED of today.



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**BRED GROUP
OVERVIEW**

BRED IS

BANKING WITHOUT DISTANCE



A human and digital bank with a 100% advisory branch model.



1.3 MILLION CUSTOMERS



AND 200 000 COOPERATIVE MEMBERS



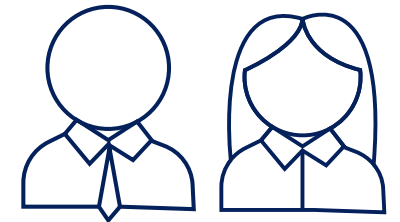
INTERNATIONAL BANKING



BRED has a banking presence in the Horn of Africa, Southeast Asia, South Pacific, Switzerland and Dubai.



6,300 EMPLOYEES



Including 30 % abroad.



KEY FINANCIAL FIGURES FOR 2022

NET BANKING INCOME

€1,636.8m

2022 +12.4%



2021



+

COST-TO-INCOME RATIO

54.1%

+

NET INCOME

€507.4m

2022 +23%



2021



+

LIQUIDITY COVERAGE RATIO (LCR)

119%

+

CONSOLIDATED EQUITY

€6.2bn

2022 +7.3%



2021



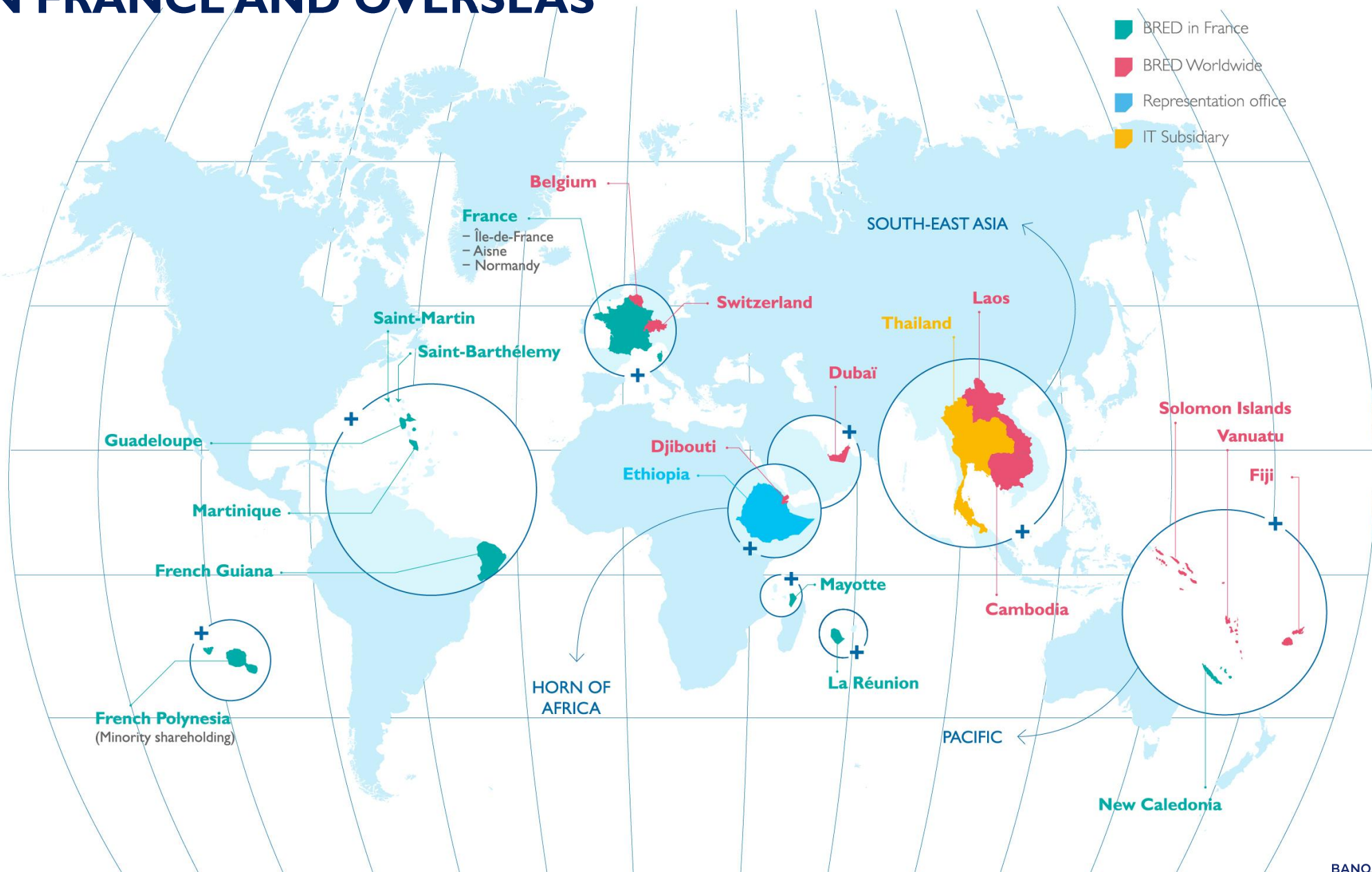
+

CET1 RATIO

15.7%

+

IN FRANCE AND OVERSEAS



BRED: BANKING WITHOUT DISTANCE

A global relationship of proximity

A bank, rooted in its territories, offering high value-added advice.

A 100% advisory branch model

100% by appointment, in line with our banking without distance strategy. Advisors are more available and proactive in responding to and anticipating each of their customers' needs.

A human and digital bank

with digital services that are as effective as those of 100% online players, while continuing to develop its branch network.



02

**A FULL-SERVICE
BANK**

HIGH-LEVEL EXPERTISES

RETAIL BANKING

A value-added service, based on personalised advice for each client.

BANKING FOR PROFESSIONAL CUSTOMERS AND SMEs

BRED positions itself as a partner bank for SMEs and midcaps and their directors.

CORPORATE BANKING

A long-term relationship with companies and institutions.

PRIVATE BANKING

State-of-the-art management for wealth customers.

CAPITAL MARKETS

Dedicated to our clients, with foreign exchange, interest rate management, Money Market and Bond Investment activities, as well as structured investments.

SPECIALISED SUBSIDIARIES

In insurance, asset management, private equity, fintech, IT, trade finance.

RETAIL

Our goal is to **make our customers' daily lives easier and to anticipate their needs**, whether in a branch with their adviser or on their own, via the bred.fr website or mobile app.

» **BRED is a 100% advisory bank.** Our customers choose their favorite method of communication: **in branch, by e-mail or by telephone.** BRED accompanies its customers in their personal and business projects with adapted solutions based on a long-term personalised relationship.



475 branches worldwide



PRIVATE BANKING

BRED Banque Privée cultivates a long-term relationship and commitment through its 13 asset management centres.

» BRED Banque Privée provides all its customers – individuals, professionals and companies – with the expertise of its advisers to respond to their expectations in terms of structuring and **managing their assets**.

BRED Banque Privée offers its asset management expertise for complex assets with an international dimension or with high requirements. **BRED Gestion de fortune** mobilises the best experts for a tailor-made service.



250 private advisors in the branches

LIBERAL AND INDEPENDENT PROFESSIONALS

Professional clients have a single adviser who responds to both their professional and personal financial needs, with the assistance, where necessary, of our experts in the areas of flows, property and casualty insurance, social engineering, franchising, international development, etc.

» BRED provides professional customers with an innovative **BRED Services PRO+** service area to help them in their day-to-day work: managing expense accounts, facilitating appointment scheduling and organising the diary, managing estimates and invoices, keeping accounts, etc.



Experts trained to deal with the challenges of each profession



SMALL AND MEDIUM-SIZED COMPANIES

As one of the leading banker for **SMEs and their managers**, BRED has 16 business centres directly attached to its regional divisions to speed up the decision-making process.

The business centres work closely with BRED's various expertise structures (Financing Solutions Department, flow experts, international experts, trading room, BRED Banque Privée, subsidiaries, etc.). Each company benefits from **adapted and more specific monitoring** when it is growing fast or operating internationally.

» Our **shareholders' equity** gives us the ability to maintain significant outstanding loans on our balance sheet.



16 business centres

CORPORATE BANKING

The Corporate Banking division has a perfect understanding of the corporate and institutional markets. Each customer is followed up by a sector specialist, the pivot of the commercial relationship, who brings together BRED's expertise to provide **tailor-made and innovative solutions**. Corporate Banking teams are specialised by sector: retail, energy and telecommunications, leisure, food processing and real estate professionals.

» Corporate Banking customers benefit from our expertise in **cash management, exchange rate and interest rate risk hedging, flow processing and international trade**.

BRED's Corporate Banking manages **CNAV** and **Agirc-Arrco** pension flows.



Tailor-made structured finance solutions



BRED's trading room is **open to SMEs, Mid-Caps and corporate accounts in France and abroad.**

With nearly **50 professionals providing a high-quality service**, it assists them in hedging their interest rate and exchange rate risks. It also offers them solutions on the money and bond markets, as well as collateral management solutions.

BRED's trading room has been selected by the European Commission as **Primary Dealer** to place its debt issues under the NextGenerationEU plan.



Best European, NEU & Corporate Money Market Dealer 2023

INTERNATIONAL BANKING

The **BRED Group** participates in the development of the local economies of the countries in which it operates through financing while applying high standards (particularly in terms of risk and compliance) in order to provide the best possible service to all categories of customers, from private individuals to large companies. It provides an efficient range of services tailored to customers' needs, whether in terms of financing, digital tools, payment methods, etc. The BRED Group's international development is focused on three regions: the Horn of Africa, South East Asia and the South Pacific.

➤ BRED is also active in **international trade finance**, in particular from Geneva and Dubai.



Strengthened presence in over 150 countries



SPECIALISED SUBSIDIARIES

PROMEPAR
ASSET MANAGEMENT

Asset management



Fintech



PREPAR-VIE
ASSURANCE

Insurance solutions



International trade
financing



ADAXTRA
CAPITAL

Private equity



International financing



INGEPAR
Ingénierie - Finance - Investissement

Arranger of tax-based leveraged lease transactions
dedicated to French overseas territories



03

**A VALUE-DRIVEN
COOPERATIVE BANK**

A COOPERATIVE BANK



A bank that belongs to its shareholders

Our cooperative model is a sustainable one and takes into account all our stakeholders: our customers, our employees, the regions in which we operate and society at large.

BRED's capital is held by its customers in the form of shares. They therefore play a fundamental role in BRED's governance and are directly involved in its development and evolution.



A BANK DRIVEN BY ITS VALUES



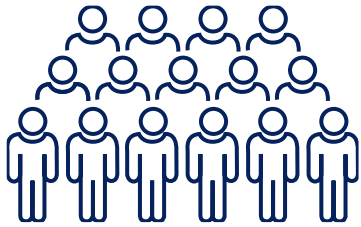
Proximity, solidarity, entrepreneurship

BRED, a decentralised bank combining close relationships, decision-making and management.

A solid and economically committed bank contributing to the growth of its territory by supporting individuals and professionals.

BRED is committed to equal opportunities, including professional integration, to facilitate the emergence of talent and its access to fields of excellence.

HUMAN CAPITAL



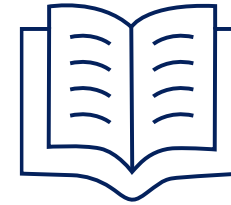
500

employees recruited every year, of which 234 in the commercial network.



GENDER

equality, recognised with the AFNOR equality label



200 000

hours of training, or more than 48 hours on average per employee.



6 %

of payroll allocated to training, even though the legal minimum is 1.6%.



AT THE HEART OF THE GROUPE BPCE

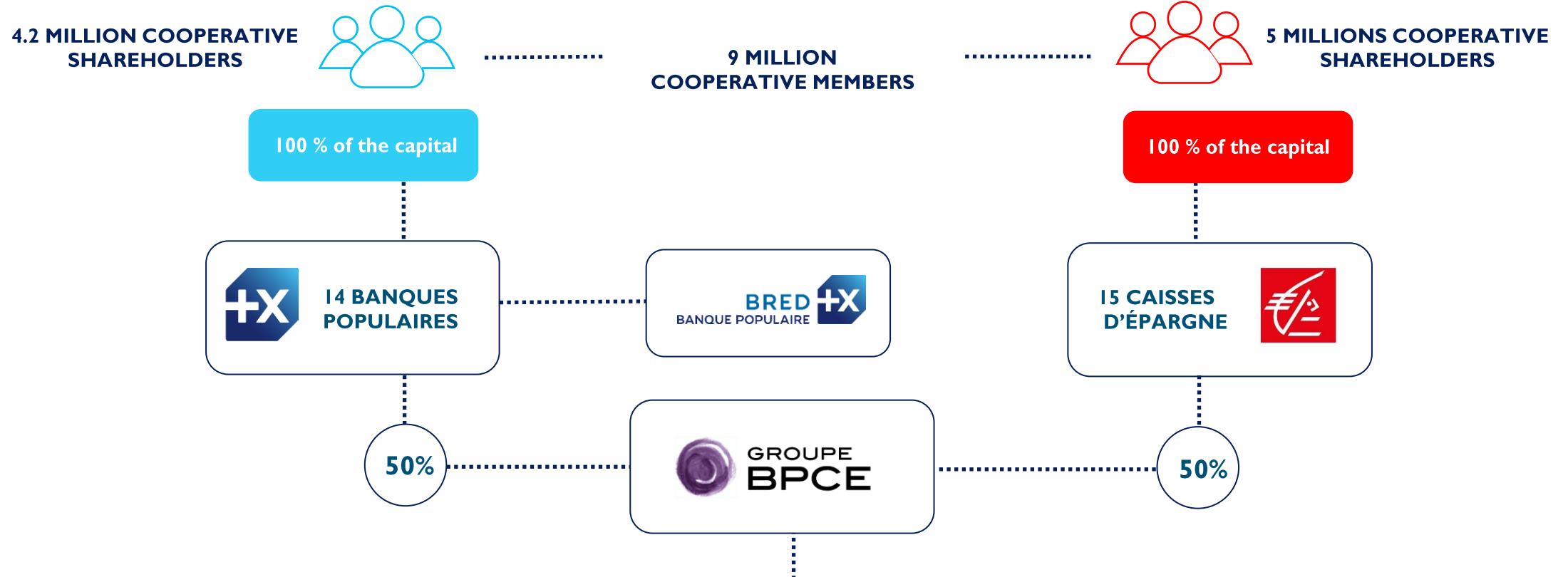
Groupe BPCE is the second-largest banking group in France. Through its **100,000 staff**, the group serves **35 million customers** – individuals, professionals, companies, investors and local government bodies – around the world.

Created in 2009, Groupe BPCE was created from the merger of **two major cooperative networks**: Banque Populaire and Caisse d'Épargne.

BPCE is a public limited company in which the 14 Banques Populaires (including BRED) and the 15 Caisses d'Épargne are the sole shareholders.



BRED: A CORE PART OF BPCE GROUP



BANKING SUBSIDIARIES

Banque Palatine Natixis Investment Managers
 Oney Bank Natixis Corporate and Investment Banking

Insurance
 Digital & Payments
 Financial Solutions and Expertise

BPCE GROUP RATINGS

	Fitch Ratings	Moody's Investors Service	R&I	Standard & Poor's
Counterparty Risk Assessment Long and Short Term	-	Aa3 (cr) / P1 (cr)	-	-
Long term rating senior preferred	AA-	A1	A+	A
Short term rating	F1+	P-1	-	A-1
Outlook	Negative	Stable	Stable	Stable
Last report date	19/10/2022	09/09/2022	28/07/2022	12/10/2022



The BPCE ratings also relate to Groupe BPCE

2023

