



PRESS RELEASE
Paris, 20 May 2014

La Banque Postale succeeds Crédit Immobilier de France in becoming SNCF's partner in Sofiap

La Banque Postale is now the SNCF's new partner after it acquired a stake in Sofiap from Crédit Immobilier de France and SNCF.

With La Banque Postale now holding 66% and SNCF holding 34%, Sofiap manages assets of over €1.6 billion with more than 24,000 customers, most of whom are employed by SNCF. It boasts a team of almost 120 people spread across its head office and thirty or so branches dotted across France.

With the liquid assets provided by La Banque Postale, this new partnership makes it possible to consolidate the home loans offered by Sofiap, mainly aimed at SNCF officers and employees.

For La Banque Postale, the acquisition is part of its development drive for the private individuals market and particularly home loans. With Sofiap, La Banque Postale is furthering recent efforts to consolidate its social home ownership activities.

Crédit Immobilier de France is continuing to reduce its assets in line with the plan set in late 2013 by the European Commission as part of the guarantee provided by the government.

Guillaume Pepy, Chairman of SNCF "welcomes the operation which consolidates Sofiap and opens up new perspectives for it."

Rémy Weber, Chairman of the Management Board of La Banque Postale states: "La Banque Postale, a civic-minded bank, is proud to be providing long-term banking support to SNCF staff."

For his part, François Morlat, Managing Director of Crédit Immobilier de France Développement, is delighted over the "coming together of this transaction which opens up a bright future for Sofiap and its employees, rooted in a bold development programme."



About Sofiap

Sofiap is a recognised specialist in the production of mortgages for railway employees, which enjoys strong recognition among SNCF staff, thanks to the Socrif brand it uses. Building on its expertise, Sofiap branched out into other segments such as statutory clients (civil servants and employees of similar status) and investors. The company serves over 24,000 customers and manages assets of over €1.6 billion. Sofiap offers a wide range of products adapted to the income and age profiles of its customers. It also successfully branched out into consumer credit for its customer base of railway employees through a partnership with a major stakeholder.

www.socrif.fr

About La Banque Postale (www.labanquepostale.fr)

La Banque Postale, a subsidiary of Le Groupe La Poste, is present 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 an extensive range of reasonably priced and accessible products and services. As a local bank providing a public service, La Banque Postale meets the needs of everyone: private individuals, businesses, professionals and the local public sector. It strives to serve its customers through the network of post offices, online and over the telephone as part of a fully multi-channel relationship.

La Banque Postale: key figures

- €5,539 billion NBI
- 10.7 million active customers
- 446,000 corporate customers and associations
- 3,000 local authorities as customers
- Over 7 million bank cards
- 17,000 retail outlets

Figures end-2013

About the SNCF Group

SNCF is one of the world's leading mobility and logistics groups, operating in 120 countries. It generated revenues of €32.2 billion and boasted a headcount of 250,000 employees in 2013. A total of 25% of business is generated abroad. As a public Group with its foundations in the French railway, SNCF is expanding its range of transport services in order to offer fluid mobility and door-to-door services for its customers, passengers, shippers and organising authorities. In order to break into new cross-border and international markets, the Group is harnessing five branches of business: public transportation of urban, peri-urban and regional passengers (SNCF Proximités), transportation of long-distance passengers and distribution (SNCF Voyages), goods transportation and logistics (SNCF Geodis), train station management and development (Gares & Connexions) and management, running, maintenance and engineering for railway infrastructure (SNCF Infra).

www.sncf.com

About Crédit Immobilier de France (www.credit-immobilier-de-france.fr)

Crédit Immobilier de France has set itself the objective of becoming a benchmark creative and innovative mortgage lender by 2017. Since 2013, it has been focusing its activities on monitoring and managing its 350,000 customers with a view to providing a personalised service day in, day out. Building on its expertise and know-how, Crédit Immobilier de France is keen to monitor the changes in the lives of its customers with a view to adapting their home loans to their needs so as to secure the borrower, family and property. Its customers have access to this active support right up until the loan is repaid in full.

Le Crédit Immobilier de France: key figures

- €30 billion in assets
- 350,000 customers