



## PRESS RELEASE

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# Banque Privée 1818 and CNP Assurances launch Sélection Cinto, a new life insurance product for the wealth management market

**On 4 May, 2015, Natixis (BPCE Group) subsidiary Banque Privée 1818 and CNP Assurances will launch Sélection Cinto, a new endowment contract designed for the wealth management market. Developed by CNP Assurances in partnership with QIS – Quality Insurance Services – and Banque Privée 1818, it will be distributed by Banque Privée 1818, the Sélection 1818 team and the BPCE Group's life insurance teams.**

When it came to creating a premium product offering both management approach flexibility and investment portfolio diversity, private banking specialist Banque Privée 1818 turned to the highly professional teams at CNP Assurances and QIS.

Closely aligned with the needs of high net worth customers able to invest at least €250 thousand who want to optimise their investment strategy and diversify their portfolio, Sélection Cinto combines the security of a traditional savings product with the diversification power of a regularly updated range of unit-linked funds (invested in such instruments as mutual funds, stocks and shares, EMTNs and dedicated property funds).

Sélection Cinto also offers a comprehensive choice of management approaches, including customer-led, guided customer-led (available to direct customers of Banque Privée 1818), discretionary and manager-guided. For additional flexibility, customers are not limited to one management approach per contract. The customer-led approach includes a wide variety of management options that allow customers to personalise their contract. They can also choose between four no-fee automatic transaction options (gradual scale-up, capital gain lock-in, relative stop loss and regular asset-allocation rebalancing).

To protect the capital that will be passed on to the policy's beneficiaries, Sélection Cinto offers four capital guarantees whatever the selected management approach.

A more tax-efficient "*contrat de capitalisation*" version of Sélection Cinto is also available, which can be included in a tax-advantaged PEA personal equity plan invested in large or mid cap stocks or in SMEs. This solution enables customers to benefit from the contract's attractive features while also choosing the most tax-efficient method of meeting their asset management objectives.

Sélection Cinto contracts can be purchased using an intelligent pdf form, a technological innovation that represents a significant time saving.

Back-office processes are managed by QIS – Quality Insurance Services – an innovative third-party life insurance administrator with 15 years' experience in the premium contract segment.

*"Banque Privée 1818 is expanding its wealth management offer for private banking customers, with a high quality product signed CNP Assurances and QIS – Quality Insurance Services"* said George-Eric de la Brunière, Banque Privée 1818's CEO.

*"With Sélection Cinto, Banque Privée 1818's private banking customers will be offered an innovative product to help them to build capital for their retirement or to pass on to the younger generations, or simply to diversify their savings. They will benefit fully from the portfolio optimisation and management expertise of the bank's teams"* added Laurent Jumelle, director of the wealth management department at CNP Assurances.

## About Banque Privée 1818

Banque Privée 1818 creates and implements tailored wealth management and financial solutions as part of its asset structuring and management services for private investors. Working in synchrony with clients, it delivers all the necessary expertise to optimize their assets and leverages its human scale to guarantee flexibility and responsiveness. With more than 500 employees, Banque Privée 1818 has assets under management of over €25 billion\*. It enjoys solidity and security as a member of Groupe BPCE, the second-largest banking group in France. And it draws on the talent of Groupe BPCE's subsidiary Natixis when proposing financial solutions outside of its activity scope, such as employee savings, leasing, factoring and cash management. For international projects, Banque Privée 1818 works closely with the Natixis Private Banking teams located in Luxembourg and Belgium.

*\*data as at 31 December 2014*

## About Natixis

Natixis is the corporate, investment, insurance and financial services arm of Groupe BPCE, the 2nd-largest banking group in France with 36 million clients spread over two retail banking networks, Banque Populaire and Caisse d'Épargne.

With more than 16,000 employees, Natixis has a number of areas of expertise that are organized into three main business lines: Corporate & Investment Banking, Investment Solutions & Insurance, and Specialized Financial Services.

A global player, Natixis has its own client base of companies, financial institutions and institutional investors as well as the client base of individuals, professionals and small and medium-size businesses of Groupe BPCE's banking networks.

Listed on the Paris stock exchange, it has a solid financial base with a CET1 capital under Basel 3<sup>(1)</sup> of €13.1 billion, a Basel 3 CET1 Ratio<sup>(1)</sup> of 11.4% and quality long-term ratings (Standard & Poor's: A / Moody's: A2 / Fitch Ratings: A).

<sup>(1)</sup> Based on CRR-CRD4 rules published on June 26, 2013, including the Danish compromise - no phase-in except for DTAs on loss carry-forwards. Figures as at December 31, 2014

## About CNP Assurances

CNP Assurances is France's leading personal insurer with net profits of €1,080 million in 2014. The Group also has operations in other European countries and in Latin America, with a significant presence in Brazil. It has more than 28 million personal risk/protection insureds worldwide and more than 13 million savings and pensions policyholders. For 160 years, CNP Assurances has been protecting people against the risks of everyday life. The Group designs and manages life insurance, pension, personal risk insurance and protection products (term creditor insurance and health insurance).

- In France, CNP Assurances distributes its individual insurance products through La Banque Postale and the Caisses d'Épargne, as well as through its own network: Amétis. In Brazil, its second largest market, the Group's partner is Caixa Econômica Federal, the country's second-biggest state-owned bank.
- In group insurance, CNP Assurances crafts tailor-made personal risk, pension and term creditor insurance products that are aligned with the needs of companies, local authorities, mutual insurers, non-profit organizations, and banks in Europe and Latin America.

CNP Assurances has been listed on the Paris Stock Exchange since October 1998 (the first market) and has a stable shareholder structure thanks to the signing of an agreement between its major shareholders (Caisse des Dépôts, La Banque Postale, Groupe BPCE and the French State).

## About CNP Patrimoine

Created in 2014, CNP Patrimoine is the CNP Assurances entity dedicated to wealth management clients.

Backed by a multidisciplinary team (sales managers, actuaries, legal staff, product designers and experts, financial specialists, wealth management engineers, back and middle offices), CNP Patrimoine offers a comprehensive range of services to wealth management consultants and their clients.

From designing customised products and managing contracts to providing advice on wealth-related insurance, CNP Patrimoine controls the entire value chain in upscale savings. CNP Patrimoine offers three forms of capital steering: mandated management, advisory free management, free management.

## About QIS

QIS – Quality Insurance Services is an innovative third-party life insurance (savings and pensions) administrator. The company was set up in 2013 by a team of managers with 15 years' experience. The business has been developed in a favourable environment for the emergence of third-party life insurance administrators, an outsourcing option that is becoming the norm in the non-life segment.

### Press Contacts

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