



PRESS RELEASE

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CNP Assurances, ING Direct's partner for its online real estate credit offer

ING Direct, leader in online banking in France, announced the launch of its real estate credit offer on 12 May. A pioneer of *full on line* in the field of mortgage insurance, CNP Assurances accompanies ING Direct in its conquest of the French market.

ING Direct, pioneer of online banking in France for the past 15 years with nearly a million clients, announced the launch of its real estate credit on 12 May.

CNP Assurances, number one company for mortgage insurance in France, has been chosen as the partner for ING Direct's real estate credit offer, which combines the efficiency of digital with the expertise of real estate specialists.

At the end of a call for bids, CNP Assurances distinguished itself from its competitors through its approach combining simplicity of products, competitiveness and ability to provide wide coverage of all the guarantees offered to real estate borrowers (incapacity/invalidity, loss of employment, death...)

Just as for all its new offers, ING Direct relied on its client community to jointly build its real estate credit offer in keeping with its expectations:

- performance: a competitive fixed rate loan, an immediate principle response, application fees with no unpleasant surprises (€ 500), a complete and competitive insurance,
- flexibility: the possibility of postponing the beginning of the loan by 3 months and modulation of due dates by more or less 10 %,
- support: a team of specialists for close follow-up during each stage by phone, email or SMS,

With this partnership, CNP Assurances confirms its commitment in the digital domain and its position as referent in on-line banking support.

"We are happy with this partnership with ING Direct, leader of online banking in France, which has rolled out an active strategy to conquer the market. France's number one company for mortgage insurance, CNP Assurances is the pioneer of full-on-line in this domain. Armed with this experience, our teams have been able to rise to the challenge of integrating our loan insurance offer in the on-line credit membership process set up by ING Direct in a simple and smooth manner", said Yves Couturier, director of the open model customer business unit of CNP Assurances.

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 ING Direct:

- Pioneer and leader of on-line banking in France since 15 years
- A struggle from the start: propose and establish new banking practices, such as transparency of bank fees, easing of savings accounts or the convergence of digital experiences
- 990,000 clients and more than 14 billion euros of outstandings

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