



PRESS RELEASE

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CNP Patrimoine and the private banking arm of Groupe Crédit du Nord celebrate the first anniversary of their partnership

Crédit du Nord Banque Privée and CNP Patrimoine, the wealth management business of CNP Assurances, are celebrating the first anniversary of their partnership and the commercial launch of CNP One. With CNP Patrimoine's range of multi-fund life insurance and capitalization contracts, the private banking division is diversifying its offering by providing its customers with value-added innovations.

One year after the partnership was launched, the CNP One range was marketed across France by the eight regional banks (Courtois, Kolb, Laydernier, Nuger, Rhône-Alpes, Société Marseillaise de Crédit, Tarneaud and Crédit du Nord) that make up the Crédit du Nord group. With inflows that have become robust, with a proportion of units of account of over 40%, the success of this multi-fund life insurance and capitalization contract can be attributed to both the pertinence of the offering, which supplements the range of Crédit du Nord Banque Privée, and the quality of the relationship between the two companies.

As an adaptation of the CNP One contract developed by CNP Patrimoine for its high-end clients, the offering distributed to the private banking clients of Groupe Crédit du Nord as an open model offers a particularly broad investment universe, with more than 100 vehicles (mutual funds, EMTNs, real estate funds, etc.), including CNP PEPS, the unit-linked private equity vehicle launched by CNP Patrimoine in 2016.

"This diversification makes it possible to seek performance over time and covers the entire market in terms of geographical areas, financial management methods and business sectors. Vehicles in euros can, moreover, serve as a safe platform in the event of a downtrend in the financial markets," points out François Guilgot, joint head of CNP Patrimoine.

"In order to better manage their capital and optimize their investment strategy, we adapted the contracts of the CNP One range (life and capitalization) for Crédit du Nord Groupe's private banking arm. We offer our clients three management solutions: independent management, independent management with arbitration by our managers under mandate, and advisory management," stresses Frédéric Largeron, Head of Private Banking at Groupe Crédit du Nord.

CNP Patrimoine's latest innovations are also available as an option on its contracts: for example, Flexi Sérénité provides enhanced capital protection, and Lib'RT allows clients to choose the best time to select their unit-linked vehicles and enter the financial markets.

In 2018, the two partners are stepping up their collaboration to continue the transformation and digitization of the client journey.

"On this anniversary, we want to emphasize the quality of our relationship with Crédit du Nord Banque Privée. We are already reaping the benefits of this partnership, and the work done by our respective teams has enabled the wealth management clients of the private banking arm of Groupe Crédit du Nord to enjoy the stand-out innovations and high quality of service associated with the multi-fund life insurance and capitalization contracts in the CNP One range," say François Guilgot and Marine de Bouchony, joint heads of CNP Patrimoine.

"This partnership with CNP Patrimoine demonstrates our strategy of providing our private banking clients with the best offerings and services on the market. Short channels, innovation, quality of execution and proximity between teams are fundamental criteria when selecting a preferred partner," concludes Frédéric LARGERON, Head of Private Banking at Groupe Crédit du Nord.

About CNP Assurances

CNP Assurances is the leading personal insurer in France with net profit of €1.285 billion in 2017. The Group is also active in Europe and Latin America, with a strong presence in Brazil. It has more than 38 million personal protection policyholders worldwide and more than 14 million in savings and pension plans. For 160 years, CNP Assurances has been protecting people against the risks of everyday life. CNP Assurances designs and manages life insurance, pension, personal risk and protection products, including credit protection insurance and health insurance.

- With respect to personal insurance in France, CNP Assurances markets its products via La Banque Postale and the Caisses d'Épargne, as well as through its own network: Amétis. In Brazil – its second market – the Group is a partner of Caixa Econômica Federal, the country's second largest state-owned bank.
- With respect to group insurance, CNP Assurances designs bespoke products in the fields of health and protection, pensions and credit protection insurance. These products meet the needs of companies, local authorities, mutual insurance companies, associations and banks, in both Europe and Latin America.

CNP Assurances has been listed on the Paris Stock Exchange since October 1998 (Premier Marché) and relies on a stable shareholder base embodied by a pact signed between its main shareholders (Caisse des Dépôts, La Banque Postale, Groupe BPCE and the French state).

About Groupe Crédit du Nord

The Crédit du Nord group comprises eight regional banks - Courtois, Kolb, Laydernier, Nuger, Rhône-Alpes, Société Marseillaise de Crédit, Tarneaud and Crédit du Nord - and an investment services provider, the stockbroking company Gilbert Dupont.

With 7,700 staff and a network of 851 branches, the Crédit du Nord group serves nearly 2 million individual clients, 305,000 professionals and associations, 50,000 companies and 5,700 institutions.

The various entities of the Crédit du Nord group have a great deal of autonomy in the management of their business, mainly reflected in rapid decision-making and responsiveness to the demands of their clients.

The Group's banking strategy is based on three key elements:

- to be a benchmark player in quality client relationships;
- to develop a high level of individual and collective professionalism;
- to make the most advanced services and technologies available to its customers.

The quality and soundness of the Crédit du Nord group's results are recognized by the market and confirmed by the long-term "A" credit rating assigned by Standard & Poor's and "A" credit rating assigned by Fitch.

The Crédit du Nord group is a wholly owned subsidiary of Société Générale.

www.groupe-credit-du-nord.com - You can also find us at



Press contacts

CNP Assurances

Florence de Montmarin | +33 (0)1 42 18 86 51

Tamara Bernard | +33 (0)1 42 18 86 19

servicepresse@cnp.fr

Follow us on:



Groupe Crédit du Nord

Olivier-Armand Poly

Head of Press Relations

+33 (0)1 40 22 23 24

olivier-armand.poly@cdn.fr

Laure Napoléon

+33 (0)1 40 22 42 33

laure.napoleon@cdn.fr