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Press Release

Groupe BPCE and Oney team up with Leroy Merlin to help customers in their energy retrofitting projects, from financing through to installation

Paris, June 24, 2024

Groupe BPCE, which includes Banque Populaire and Caisse d'Épargne, and Oney (a subsidiary of BPCE and ELO) have entered into a partnership with Leroy Merlin to offer their customers a turnkey experience with a comprehensive and integrated solution. Customers will be able to avail of a complete range of financial solutions, including zero-interest "eco loans".

This agreement is based on the existing partnership between Oney and Leroy Merlin. It is part of a two-pronged ambition to address energy retrofitting needs and help French households manage their budget using simple solutions tailored to their needs.

As the leading providers of financing for residential real estate in France, the Banques Populaires and Caisses d'Épargne banks will offer their customers a turnkey experience that will enable them to embark on all manner of energy retrofitting projects. Customers will be able to seek financial advice from their banking advisor, and avail of comprehensive offers including a zero-interest "eco loan". They will then be directed to their nearest Leroy Merlin store, where they will receive expert advice on how to proceed with their project.

Tailored support from Leroy Merlin

Leroy Merlin's other customers can also avail of additional in-store financing solutions, care of Oney. These solutions will factor in any grants customers may qualify for and will include a loan to cover the remaining expense, with customers now having an option to take out a zero-interest "eco loan" directly in-store.

With its Energy Retrofitting Managers, Leroy Merlin provides A-to-Z assistance to customers at every step:

- information on the benefits of energy retrofitting to help customers lower their energy bills and improve their homes' EPC (Energy Performance Certificate);
- advice on the most suitable solutions, such as the insulation of windows or walls, the installation of a heat pump or the installation of a CMV. Customers will be guided through each step of the process and local eco-certified tradespeople will be contacted to carry out the work.

This offer will be gradually rolled out nationwide.

Hélène Madar, Head of Retail Banking / Insurance at Banque Populaire – Caisse d’Epargne: “Energy retrofitting is a major focus for our retail customers, as they are looking for ways to cut their energy bills, improve the comfort of their homes or enhance the value of their properties. Through this partnership with Leroy Merlin, Banque Populaire and Caisse d’Epargne are adding a simple and effective solution to their customer support program for retrofitting work.

Yves Tyrode, Chairman of Oney and Head of Digital & Payments at Groupe BPCE: “Today, we are going even further in our partnership with Leroy Merlin and factoring a new eco-transition dimension into the financing of goods and services, which is a key issue for consumers. At Oney, we have drawn on our expertise to provide a new, even simpler, shopping experience, with customers now having the option to take out a zero-interest “eco loan” directly in-store. This underpins our status as the go-to financial partner for major retailers.”

Agathe Monpays, CEO of Leroy Merlin France: “This partnership between Leroy Merlin and Oney-BPCE is a major step forward in meeting the energy retrofitting challenges facing France. Leroy Merlin customers can now avail of the expertise of our energy retrofitting managers, who will advise them on the comprehensive range of technical and financial support solutions on offer. This removes the complexity factor from the financing equation, which has been a major obstacle until now.”

About Groupe BPCE

Groupe BPCE is the second largest banking operator in France. With 100,000 employees, it has a 35 million-strong customer base, which includes private individuals, professionals, businesses, investors and local authorities. It is present in retail banking and insurance in France with its two major networks, Banque Populaire and Caisse d’Epargne, as well as Banque Palatine and Oney. It also has global asset and wealth management activities through Natixis Investment Managers, and corporate and investment banking activities through Natixis CIB. The Group’s financial strength is recognized by four financial rating agencies with the following preferred senior LT ratings: Moody’s (A1, stable outlook), Standard & Poor’s (A, stable outlook), Fitch (A+, stable outlook) and R&I (A+, stable outlook).

About Oney

Oney is a different and unique type of bank, with its origins in retail. As a partner in the transformation of the retail industry for almost 40 years, it designs innovative payment, financing and insurance solutions to give everyone the power to improve their daily lives and consume better. It created split payments in 2008, and is the market leader in BNPL (Buy Now Pay Later) services in many European countries. It is a strategic ally for more than 37,000 merchants, helping more than 7 million customers in Europe to purchase goods and services and accomplish their goals through simple, fast, digital purchasing experiences. Every day, its 2,000 talented people in 10 countries drive its ambition to be a more human and responsible bank.

With the support of its two shareholders, BPCE (50.1%) and ELO (formerly Auchan Holding, 49.9%), Oney brings together the best of banking and retail. Within Groupe BPCE, Oney is part of BPCE Digital & Payments, a new division combining payment, digital and data expertise.

About Leroy Merlin

Leroy Merlin, a pioneering company belonging to the Adeo Group, is now the leading retailer, across all distribution channels, in the home improvement and lifestyle market. Specializing in the sale of products, projects and services, Leroy Merlin France wants to build a better future that factors in all the new ways of living, and makes customer satisfaction a core focus of its business. This idea is channeled through the 30,000 employees at its 144 French stores. This mission is also reflected on the www.leroymerlin.fr website, which is among the top 10 e-commerce sites in France. Leroy Merlin France has been one of French consumers’ top 3 favorite stores for many years. It registered €9.93 billion in sales including VAT in 2023.

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