



La Poste Groupe unveils its strategic plan “Succeed together” Ambitions 2031

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Marie-Ange Debon, Chairwoman and Chief Executive Officer of La Poste Groupe, presented her strategic plan “Succeed Together” Ambitions 2031 to the Board of Directors on June 30. With this strategic plan, La Poste Groupe aims to strengthen its growth, competitiveness and societal value by leveraging its assets, its trusted brand and its responsible social model. With revenue of €34 billion in 2025 and a robust international multi-business model, the group intends to combine commercial growth, performance, and impact, while placing the customer at the heart of its ambitions.

Over the next five years, the Group aims to become a leading European multi-business group with a strong commitment to society, embedding its public service missions in a sustainable business model. By 2031, it is targeting revenue of €40 billion and intends to:

“ Consolidate its position as the leader in parcel delivery and sovereign logistics in France and Europe, by becoming Europe’s No. 2 player in out-of-home delivery,

“ Strengthen its bancassurance model by combining digital capabilities with human proximity, and by diversifying distribution channels for insurance products across Europe

“ Develop a trusted digital services business focused on the public sector, the

financial sector, and healthcare.

The Group will continue to pursue its decarbonization objectives, with a target of reducing CO2 emissions by 24% by 2031¹.

The Group will continue to frame its actions within an employee-focused social model.

¹Budgeted carbon footprint (Scopes 1 and 2, and Categories 3 and 4 of Scope 3, excluding bancassurance assets)

La Poste Groupe has undergone significant transformation in recent years,” says Marie-Ange Debon, Chairwoman and Chief Executive Officer of La Poste Groupe, “and we can now rely on a solid and diversified business model. Today, geopolitical and economic tensions are rising, consumer behaviours are changing at an unprecedented pace, and competition is intensifying and



becoming increasingly global. With 'Succeed Together – Ambitions 2031,' we want to take a new step forward: accelerate commercial growth by leveraging the trust our customers place in us, deliver meaningful performance, and turn our civic commitment into a competitive advantage. We will make service quality a priority and streamline the customer experience. We will succeed together, with and for our employees, as a caring, empowering and agile company. Together, we will demonstrate that La Poste Groupe is both a flagship of French industry, carrying out public service missions, and a leading European multi-business group with a strong commitment to society.

La Poste Groupe already has a different profile thanks to the dedication of its 227,000 employees. To keep pace with rapidly changing consumer habits and major shifts across its markets – mail, parcels, banking – the group has developed a diversified business model. At the end of 2025, the parcel business accounts for 54% of its revenue, bancassurance for 22%, and digital and new services for 6%, while mail accounts for only 15%.

La Poste, a brand familiar to the French public, has successfully adapted its economic model, which is now predominantly "B2B": 74% of its revenue is generated from businesses, serving their own customers, whether companies or individuals. The group's transformation and diversification have enabled it to build a model based on the coexistence of its public service missions and its competitive activities, a resilient and high-performing multi-business model despite an increasingly volatile market environment and heightened competition across all its markets.

4 priorities for the strategic plan

The "Succeed Together – Ambitions 2031" plan sets out four priorities for the company over the next five years: accelerate commercial growth by leveraging its trusted brand, deliver meaningful performance to increase efficiency and competitiveness, turn its social and environmental commitment into a sustainable competitive advantage, and successfully transform the company with and for its employees. The plan builds on the strategic work carried out across all the group's business lines.

Source: [La Poste Groupe](#)