



Selected exposures as at 30 June 2012

Based on recommendations
of the Financial Stability Board



BNP PARIBAS | The bank for a changing world

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Figures included in this presentation are unaudited. On 18 April 2012, BNP Paribas issued a restatement of its quarterly results for 2011 reflecting, in particular, an increase of capital allocated to each business from 7% to 9% of risk-weighted assets, the creation of the “Domestic Markets” division and transfers of businesses between business units. In these restated results, data pertaining to 2011 has been represented as though the transactions had occurred on 1st January 2011. This presentation is based on the restated 2011 quarterly data.

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Throughout this chapter, figures highlighted in yellow are the most significant figures.



Funding Through Proprietary Securitisation

Cash securitisation
as at 30 June 2012
in €bn

	Amount of securitised assets	Amount of notes	Securitised positions held	
			First losses	Others
Personal Finance	5.7	5.9	0.2	1.8
o/w Residential loans	4.9	5.1	0.2	1.6
o/w Consumer loans	0.6	0.6	0.0	0.1
o/w Lease receivables	0.3	0.2	0.0	0.1
BNL	2.4	2.3	0.1	0.2
o/w Residential loans	2.4	2.3	0.1	0.2
o/w Consumer loans	-	-	-	-
o/w Lease receivables	-	-	-	-
o/w Public sector	-	-	-	-
Total	8.1	8.1	0.3	2.0

- Loans refinanced through securitisation: €8.1bn (stable vs. 31.12.11)
 - AutoNoria : Personal Finance's auto loans securitisation – June 2012 (+€0.5bn issued)
- Securitised positions held (other than first losses): €2.0bn
- SPVs consolidated in BNP Paribas' balance sheet since IFRS' first time application (2005)
 - Since BNP Paribas is retaining the majority of risks and returns



Sensitive Loan Portfolio

Personal Loans

Personal loans as at 30 June 2012, in €bn	Gross outstanding				Allowances		Net exposure	
	Consumer	First Mortgage Full Doc	Alt A	Home Equity Loans	Total	Portfolio		Specific
US	10.0	7.1	0.3	2.9	20.1	- 0.3	- 0.1	19.7
Super Prime <i>FICO* > 730</i>	7.5	4.5	0.1	1.9	14.0			14.0
Prime <i>600 < FICO* < 730</i>	2.3	2.3	0.1	0.9	5.6			5.6
Subprime <i>FICO* < 600</i>	0.1	0.3	0.0	0.0	0.5			0.5
UK	0.9	0.4	-	-	1.3	- 0.0	- 0.2	1.0
Spain	3.9	5.9	-	-	9.8	- 0.2	- 1.0	8.6

- Good quality of US portfolio
 - +€0.5bn vs. 31.12.11, mainly due to dollar appreciation
 - Stability of consumer loan portfolio quality
- Moderate exposure to the UK market
- Exposure to risks in Spain well secured
 - Property collateral on the mortgage portfolio
 - Large portion of auto loans in the consumer loan portfolio

* At origination



Sensitive Loan Portfolio Commercial Real Estate

Commercial Real Estate as at 30 June 2012, in €bn	Gross exposure					Allowances		Net exposure
	Home Builders	Non residential developers	Property companies	Others (1)	Total	Portfolio	Specific	
US	0.4	0.5	0.2	4.8	5.8	- 0.1	- 0.0	5.7
BancWest	0.4	0.5	-	4.8	5.6	- 0.1	- 0.0	5.5
CIB	-	0.1	0.2	-	0.2	-	-	0.2
UK	0.1	0.4	1.0	0.5	2.0	- 0.0	- 0.6	1.4
Spain	-	0.0	0.5	0.7	1.1	- 0.0	- 0.1	1.0

(1) Excluding owner-occupied and real estate backed loans to corporates

- US: diversified and granular exposure
 - Total exposure stable (+€0.1bn vs. 31.12.11 due to dollar appreciation)
 - Others: €4.8bn, very granular and well diversified financing of smaller property companies on a secured basis; mainly office, retail and residential multifamily property type
- UK exposure concentrated on large property companies
 - Total exposure decreased by €0.2bn vs. 31.12.2011
- Limited exposure to commercial real estate risk in Spain
 - Others: good quality commercial mortgage loan portfolio



Real-Estate Related ABS and CDOs Exposure

- Banking book: net exposure decreased by €0.3bn vs. 31.12.11
 - Reduction in the ABS portfolio due to sales and amortisation
- Quality of the portfolio remains high
 - 72% AAA-rated
- Booked at amortised cost
 - With the appropriate allowances in case of permanent impairment

	31.12.2011	31.06.2012		
	Net exposure	Gross exposure *	Allowances	Net exposure
<i>Net exposure in €bn</i>				
TOTAL RMBS	9.9	9.9	- 0.1	9.7
US	0.1	0.1	- 0.0	0.0
Subprime	0.0	0.0	- 0.0	0.0
Mid-prime	0.0	0.0	- 0.0	0.0
Alt-A	-	-	-	-
Prime **	0.1	0.0	- 0.0	0.0
UK	0.6	0.5	- 0.0	0.5
Conforming	0.1	0.1	-	0.1
Non conforming	0.5	0.4	- 0.0	0.4
Spain	0.8	0.7	- 0.0	0.7
The Netherlands	8.1	8.1	- 0.0	8.1
Other countries	0.3	0.4	- 0.0	0.3
TOTAL CMBS	1.7	1.6	- 0.0	1.6
US	1.0	1.0	-	1.0
Non US	0.7	0.6	- 0.0	0.6
TOTAL CDOs (cash and synthetic)	1.1	1.1	- 0.0	1.1
RMBS	0.6	0.6	- 0.0	0.6
US	0.1	0.1	-	0.1
Non US	0.5	0.5	- 0.0	0.5
CMBS	0.4	0.4	- 0.0	0.4
CDO of TRUPs	0.0	0.0	-	0.0
Total	12.7	12.6	- 0.1	12.4
o/w Trading Book	0.2	-	-	0.2
TOTAL Subprime, Alt-A, US CMBS and related CDOs	1.1	1.1	- 0.0	1.0

* Entry price + accrued interests – amortisation; ** Excluding Government Sponsored Entity backed securities



Monoline Counterparty Exposure

- Gross counterparty exposure: €1.08bn (-€0.10bn vs. 31.12.11)

In €bn	31.12.2011		30.06.2012	
	Notional	Gross counterparty exposure	Notional	Gross counterparty exposure
CDOs of US RMBS subprime	0.70	0.60	0.72	0.63
CDOs of european RMBS	0.26	0.04	0.25	0.03
CDOs of CMBS	0.71	0.22	0.71	0.20
CDOs of corporate bonds	6.40	0.16	5.83	0.11
CLOs	4.96	0.16	4.91	0.11
Non credit related	n.s	0.00	n.s	0.00
Total gross counterparty exposure	n.s	1.18	n.s	1.08

- Net exposure: €0.08bn (stable vs. 31.12.11)

In €bn	31.12.2011	30.06.2011
Total gross counterparty exposure	1.18	1.08
Credit derivatives bought from banks or other collateralized third parties	-0.24	-0.24
Total unhedged gross counterparty exposure	0.93	0.84
Credit adjustments and allowances (1)	-0.83	-0.77
Net counterparty exposure	0.10	0.08

(1) Including specific allowances as at 30 June 2012 of €0.4bn related to monolines classified as doubtful



BNP Paribas Fortis "IN" Portfolio⁽¹⁾

- Net exposure: €8.3bn (-€0.9bn vs. 31.12.11)
 - Second loss tranche guaranteed by the Belgian State: €1.5bn
 - Reduction overall, due to amortisation or sale
 - 73% AA-rated ⁽²⁾ or better
- RMBS: good quality portfolio
 - 61% AA-rated ⁽²⁾ or better
- Consumer credit related ABS
 - Student loans: 89% AA-rated ⁽²⁾ or better
 - Credit cards: 99% AA-rated ⁽²⁾ or better
- CLOs and corporate CDOs
 - Diversified portfolio of bonds and corporate loans
 - US: 95% AA-rated ⁽²⁾ or better
 - Other countries: 62% AA-rated ⁽²⁾ or better

Net exposure in €bn	31.12.2011	30.06.2012		
	Net exposure	Gross exposure*	Allowances	Net exposure
TOTAL RMBS	2.1	1.8	- 0.1	1.7
US	0.3	0.2	- 0.0	0.2
Subprime	0.0	0.0	-	0.0
Mid-prime	-	-	-	-
Alt-A	0.1	0.1	- 0.0	0.1
Prime**	0.2	0.1	- 0.0	0.1
Agency	-	-	-	-
UK	0.7	0.5	-	0.5
Conforming	0.1	0.0	-	0.0
Non conforming	0.6	0.5	-	0.5
Spain	0.3	0.3	- 0.0	0.3
Netherlands	0.2	0.1	-	0.1
Other countries	0.7	0.7	- 0.0	0.6
CDO of RMBS	-	-	-	-
TOTAL CMBS	0.8	0.8	- 0.0	0.7
US	0.1	0.1	- 0.0	0.0
Non US	0.7	0.7	- 0.0	0.7
TOTAL Consumer Related ABS	3.9	3.6	- 0.0	3.6
Auto Loans/Leases	0.2	0.1	-	0.1
US	-	-	-	-
Non US	0.2	0.1	-	0.1
Student Loans	2.8	2.6	- 0.0	2.6
Credit cards	0.6	0.6	-	0.6
Consumer Loans / Leases	0.1	0.0	- 0.0	0.0
Other ABS (equipment lease, ...)	0.2	0.2	-	0.2
CLOs and Corporate CDOs	2.6	2.3	- 0.1	2.3
US	1.8	1.7	- 0.0	1.7
Non US	0.7	0.6	- 0.0	0.6
Sectorial Provision			- 0.0	
TOTAL	9.2	8.5	- 0.2	8.3

(1) Including Scaldis, ABCP refinancing conduit consolidated by BNP Paribas Fortis
 (2) Based on the lowest S&P, Moody's & Fitch rating

* Entry price + accrued interests – amortisation
 ** Excluding Government Sponsored Entity backed securities

