

Third Quarter 2013 Results



BNP PARIBAS | The bank for a changing world

31 October 2013

Disclaimer

Figures included in this presentation are unaudited. On 18 April 2013, BNP Paribas issued a restatement of its quarterly results for 2012 reflecting, in particular, (i) the amendment to IAS 19 “Employee Benefits” which has the effect of increasing the Group’s 2012 pre-tax income by €7m; this adjustment has been re-allocated to the relevant division and business line operating expenses (ii) the allocation between the divisions and business lines of items which had temporarily been allocated to the Corporate Centre. In these restated results, data pertaining to 2012 has been represented as though the transactions had occurred on 1st January 2012. This presentation is based on the restated 2012 quarterly data.

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3Q13 Key Messages

- **Good revenue resilience**
- **Impact this quarter of low client activity in the rates market**

**Revenues of the operating divisions:
-2.6%* vs. 3Q12**

Ongoing containment of operating expenses

**Operating expenses of the operating divisions:
+0.6%* vs. 3Q12**

Cost of risk down this quarter

-€892m (55 bp)
-5.5% vs. 3Q12**

A rock-solid balance sheet

- **Very high solvency**
- **Further increase of liquidity reserve**
- **Sustained gathering of deposits across all the retail networks**

Basel 3 CET1 ratio: 10.8%*
€239bn as at 30.09.13
Retail Banking deposits: +3.8% vs. 3Q12**

€1.4bn in net income attributable to equity holders

* At constant scope and exchange rates; ** Net provisions/Customer loans (in annualised bp);
*** As at 30 September 2013, CRD4 (fully loaded) as applied by BNP Paribas



Group Results

Division Results

Detailed Results

Appendix



Main Exceptional Items

- Revenues

- One-off amortisation of Fortis PPA due to early redemptions (“Corporate Centre”)
- Own Credit Adjustment and Debit Value Adjustment (“Corporate Centre”)

Total one-off revenue items

- Operating expenses

- Simple & Efficient transformation costs (“Corporate Centre”)

Total one-off operating expenses

- Total one-off items

	> 3Q13	> 3Q12
		+€427m
	-€138m	-€74m
	-€138m	-€347m
	-€145m	
	-€145m	
	-€283m	-€347m



3Q13 Consolidated Group

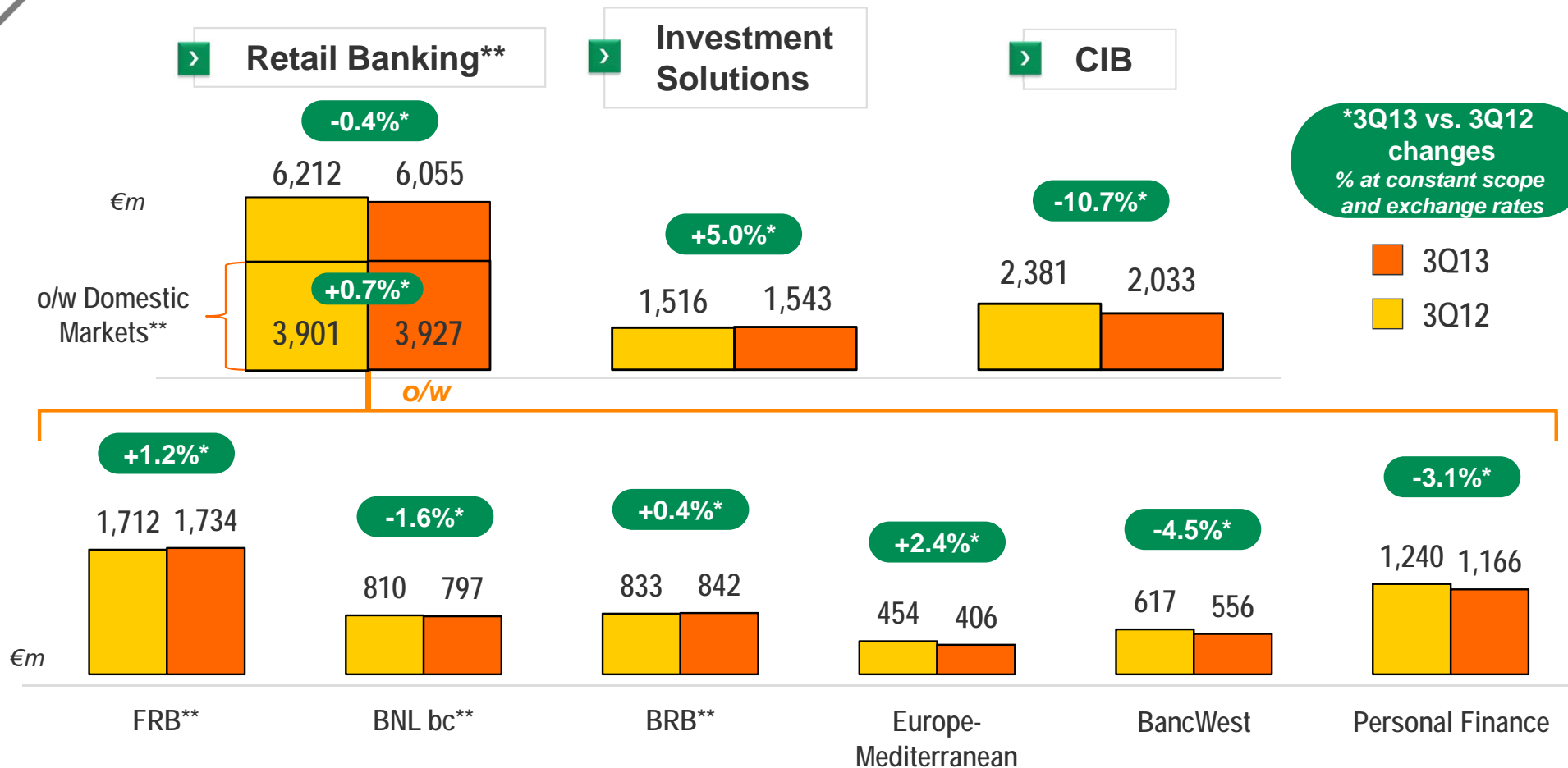
	> 3Q13	> 3Q13 vs. 3Q12	> 3Q13 vs. 3Q12 <i>operating divisions at constant scope and exchange rates</i>
Revenues	€9,287m	-4.2%	-2.6%
Operating expenses	-€6,426m	-2.1%	+0.6%
Gross operating income	€2,861m	-8.6%	-7.9%
Cost of risk	-€892m	-5.5%	-7.8%
Non operating items	€139m	+16.8%	-4.7%
Pre-tax income	€2,108m	-8.6%	-7.8%
Net income attributable to equity holders	€1,358m	+2.4%	



Results held up well
Control of operating expenses and decrease in the cost of risk



3Q13 Revenues of the Operating Divisions

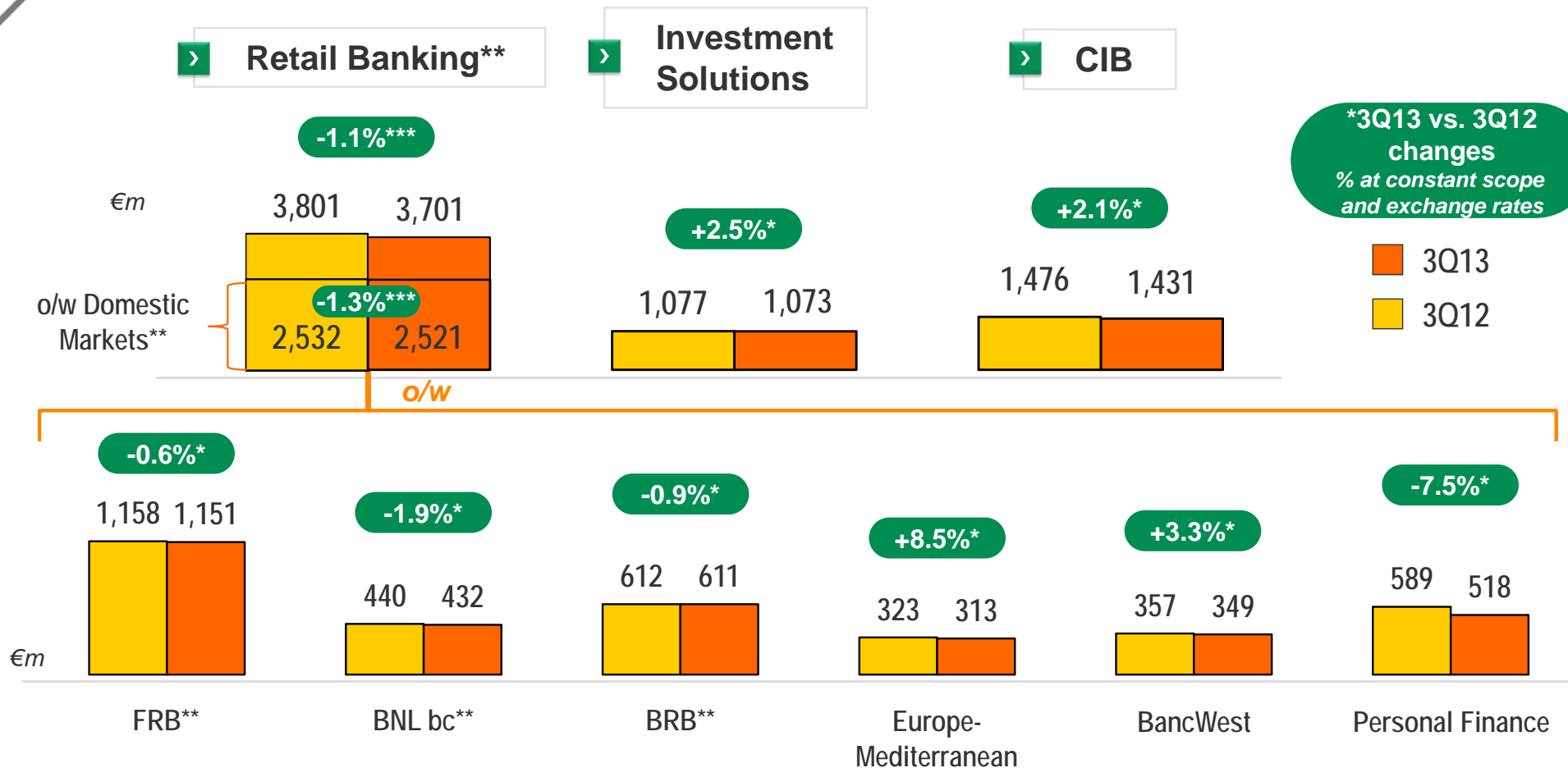


Resilience of Retail Banking and growth in IS
Low client activity in Fixed Income

** Including 100% of Private Banking of the domestic markets in France (excluding PEL/CEL effects), Italy, Belgium and Luxembourg



3Q13 Operating Expenses of the Operating Divisions



Continuing cost control

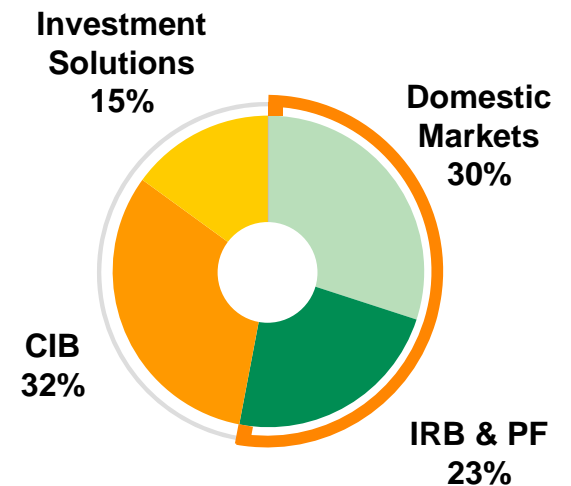
** Including 100% of Private Banking of the domestic markets in France, Italy, Belgium and Luxembourg;
 *** 3Q13 vs. 3Q12 changes at constant scope and exchange rates, net of Hello bank! costs (€20m)



Simple & Efficient

- Quick implementation throughout the Group
 - 1,078 programmes identified, including 2,126 projects of which 1,869 already launched (~88%)
- Cost savings: €549m in 9M13
 - Of which €219m booked in 3Q13
 - Target of €500m in savings in 2013 already achieved
- Transformation costs: €374m in 9M13
 - Of which €145m booked in 3Q13

> Breakdown of savings by division in 9M13



> Retail Banking
53%



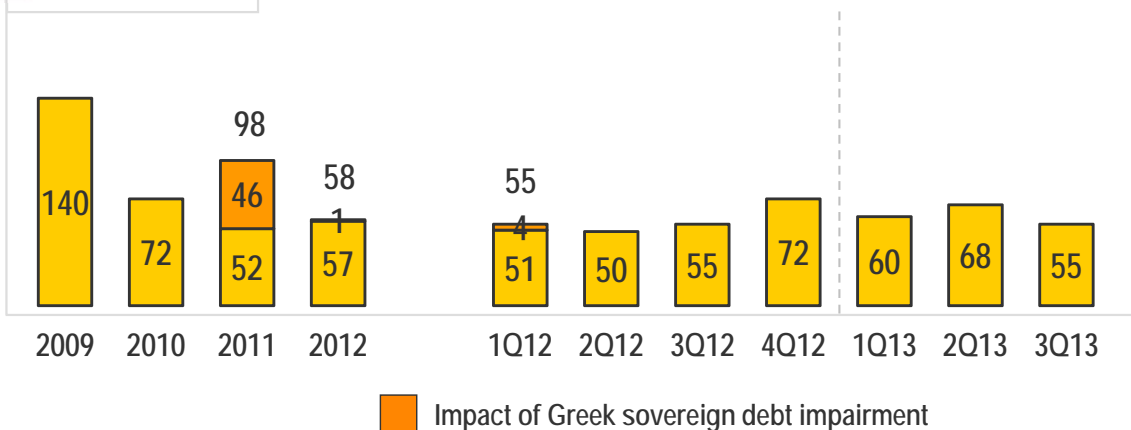
Simple & Efficient ahead of the announced timetable



Variation in the Cost of Risk by Business Unit (1/3)

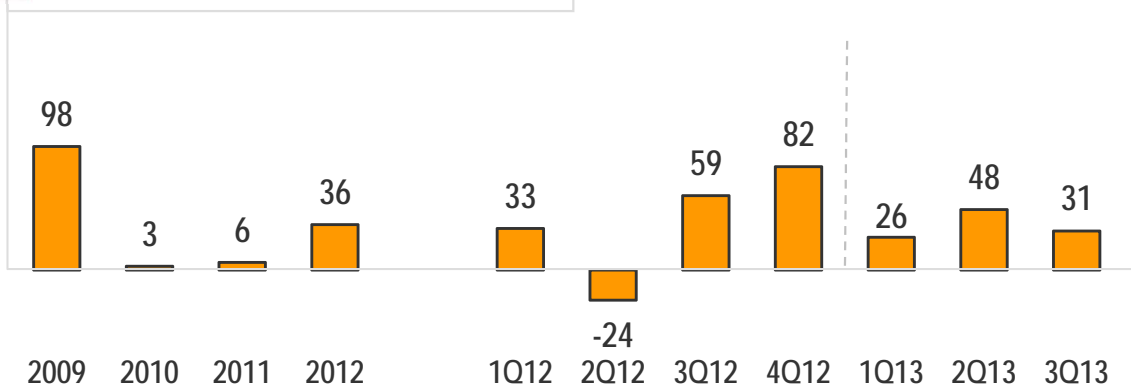
Net provisions/Customer loans (in annualised bp)

> Group



- Cost of risk: €892m
 - -€217m vs. 2Q13
 - -€52m vs. 3Q12
- Cost of risk down this quarter

> CIB Corporate Banking



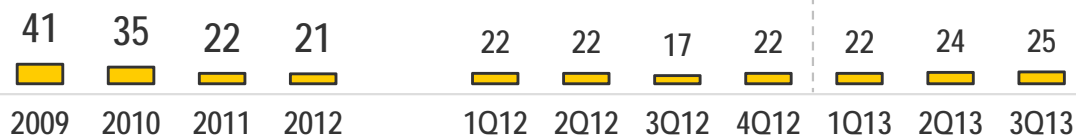
- Cost of risk: €77m
 - -€46m vs. 2Q13
 - -€96m vs. 3Q12
- Cost of risk low this quarter



Variation in the Cost of Risk by Business Unit (2/3)

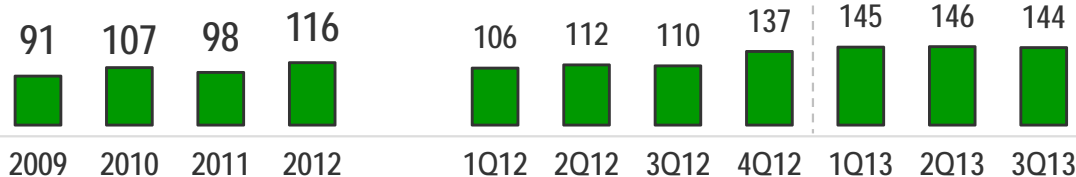
Net provisions/Customer loans (in annualised bp)

> FRB



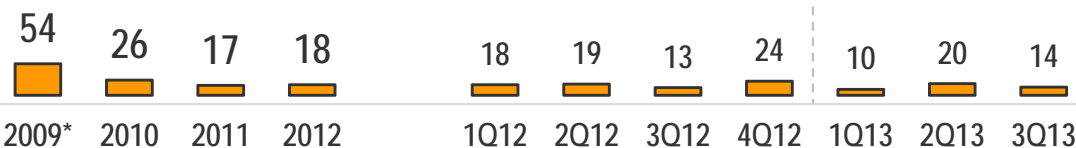
- Cost of risk: €90m
 - +€2m vs. 2Q13
 - +€24m vs. 3Q12
- Cost of risk still low
- Reminder: 3Q12 particularly low

> BNL bc



- Cost of risk: €287m
 - -€8m vs. 2Q13
 - +€58m vs. 3Q12
- Stabilisation of the cost of risk

> BRB



- Cost of risk: €31m
 - -€12m vs. 2Q13
 - +€3m vs. 3Q12
- Cost of risk particularly low this quarter

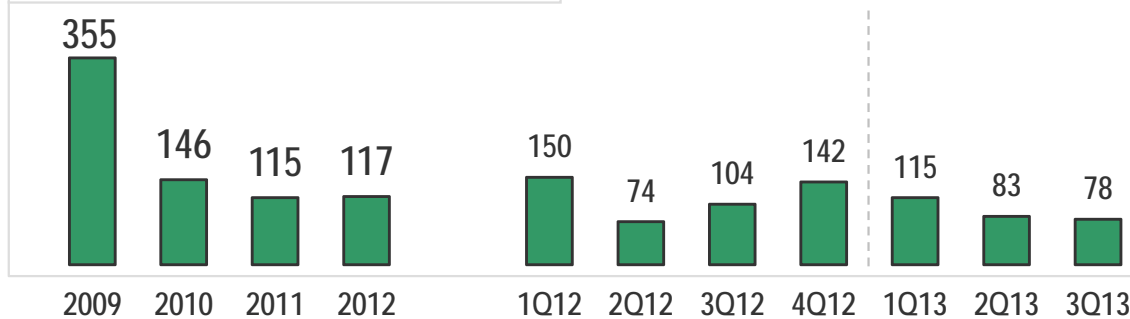
* Pro forma



Variation in the Cost of Risk by Business Unit (3/3)

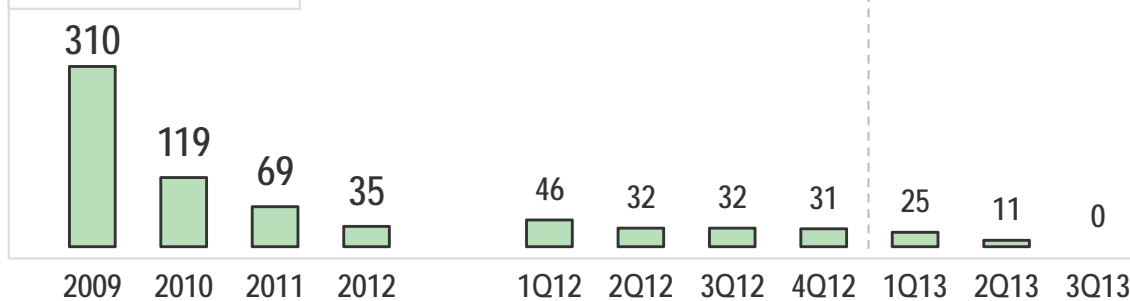
Net provisions/Customer loans (in annualised bp)

> Europe-Mediterranean



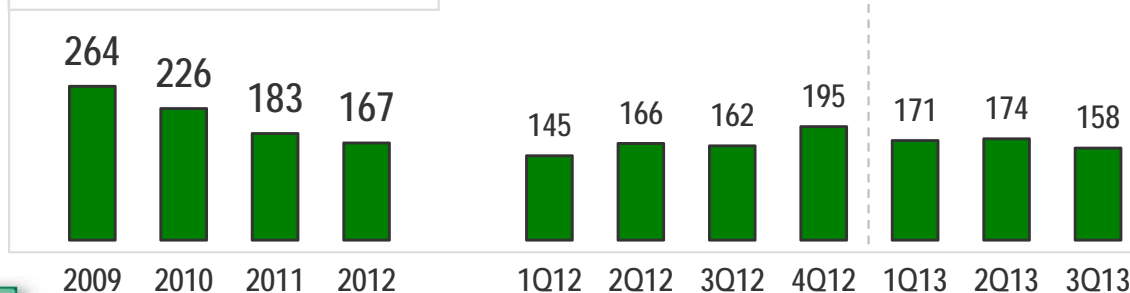
- Cost of risk: €48m
 - -€5m vs. 2Q13
 - -€18m vs. 3Q12
- Cost of risk stable

> BancWest



- Cost of risk: €0m
 - -€12m vs. 2Q13
 - -€34m vs. 3Q12
- Provisions at a low level, offset by write-backs

> Personal Finance



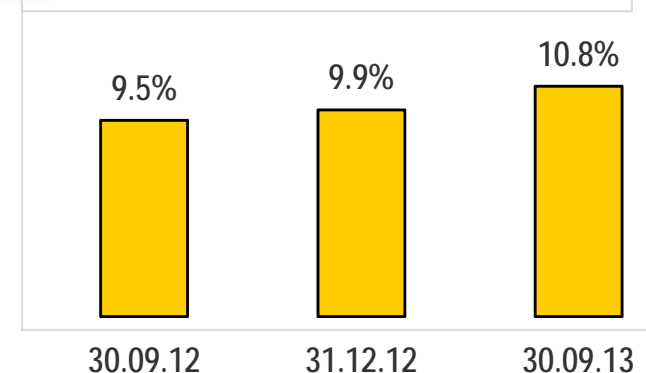
- Cost of risk: €339m
 - -39m vs. 2Q13
 - -25m vs. 3Q12
- Cost of risk down this quarter



Financial Structure

- Fully loaded Basel 3 CET1 ratio⁽¹⁾: 10.8% as at 30.09.13 (+40 bp vs. 30.06.13)
 - Of which 3Q13 results after the conventional assumption of a dividend pay-out equal to that of 2012 (29.7%): +15 bp
 - Of which decrease in risk-weighted assets: +20 bp, mainly due to the decrease of market activity related risks
- Fully loaded Basel 3 leverage ratio⁽¹⁾
 - 3.8% calculated on total Tier 1 capital⁽²⁾
 - Reminder: regulatory threshold of 3.0% starting on 1st January 2018, calculated on total Tier 1 capital
- Liquidity reserve: €239bn⁽³⁾ (€236bn as at 30.06.13)
 - Immediately available
 - Amounting to 155% of short-term wholesale funding, equivalent to over one year of room to manoeuvre

> Basel 3 solvency ratios



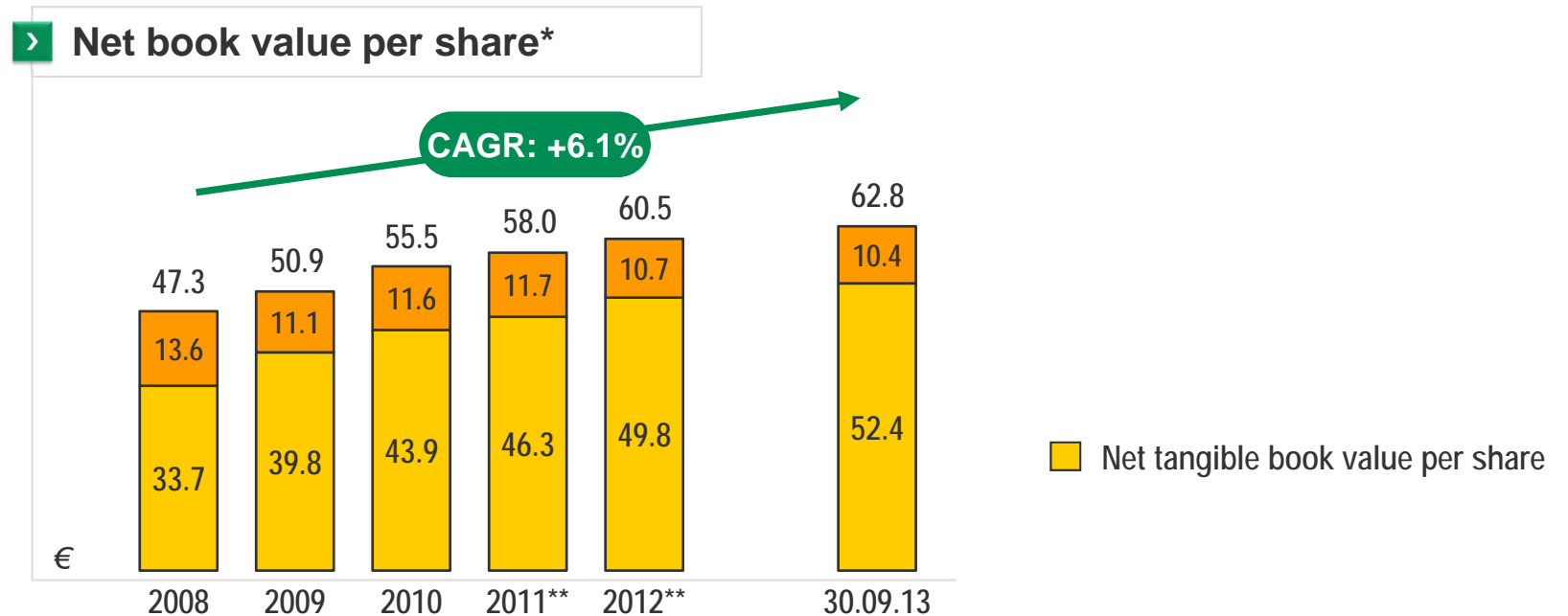
A rock-solid balance sheet

⁽¹⁾ CRD4, as applied by BNP Paribas; ⁽²⁾ 3.4% calculated on the sole basis of CET1;

⁽³⁾ Deposits with central banks and unencumbered assets eligible to central banks, after haircuts



Net Book Value per Share



> **Growth of the net book value per share throughout the cycle**

* Not revaluated; ** Restated following application of the IAS 19 amendment



Group Results

Division Results

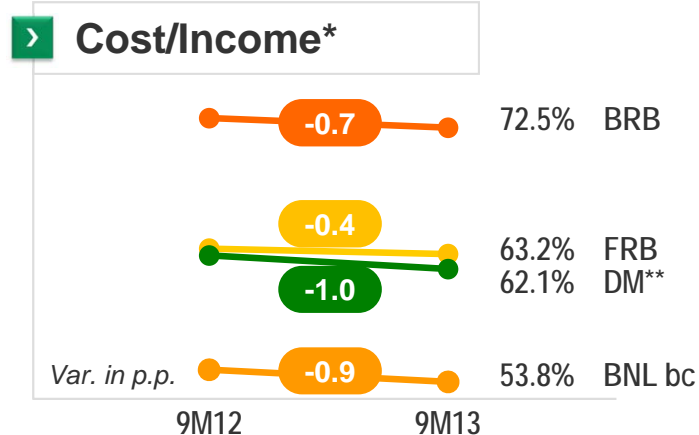
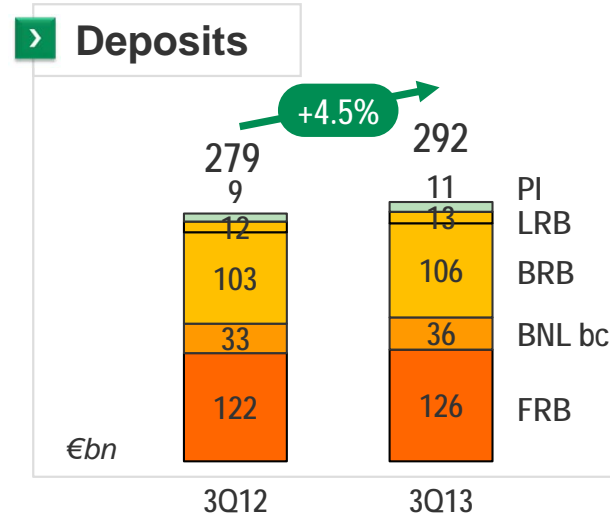
Detailed Results

Appendix



Domestic Markets - 3Q13

- Business activity
 - Deposits: +4.5% vs. 3Q12, good growth across all the networks and at Cortal Consors in Germany
 - Loans: -1.5% vs. 3Q12, continued slowdown in demand
 - Success of the “Priority” loyalty offering targeting mass affluent clients (already over 350,000 clients one year after the launch)
- Hello bank!: continued gain of new customers in Germany, France and Belgium
 - Startup in Italy on 28 October
- Revenues*: €3.9bn (+0.7% vs. 3Q12)
 - Pickup of financial fees and good contribution of Arval, but effect of deceleration in loan volumes
- Operating expenses*: -€2.5bn (-1.2%** vs. 3Q12)
 - Improvement of cost/income ratio across all the networks
- GOI*: €1.4bn (+4.2%** vs. 3Q12)
- Pre-tax income***: €0.9bn (-4.7%** vs. 3Q12)



Continued improving the operating efficiency

* Including 100% of Private Banking, excluding PEL/CEL effects; ** Net of Hello bank! launching costs (€20m in 3Q13; €43m in 9M13)

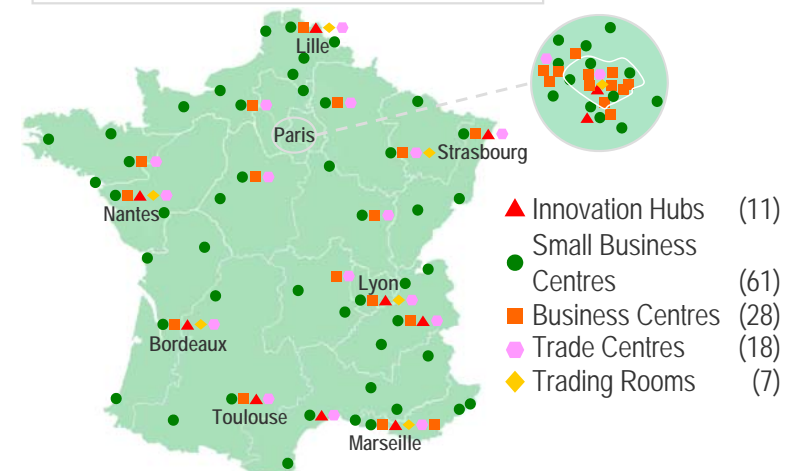
*** Including 2/3 of Private Banking, excluding PEL/CEL effects



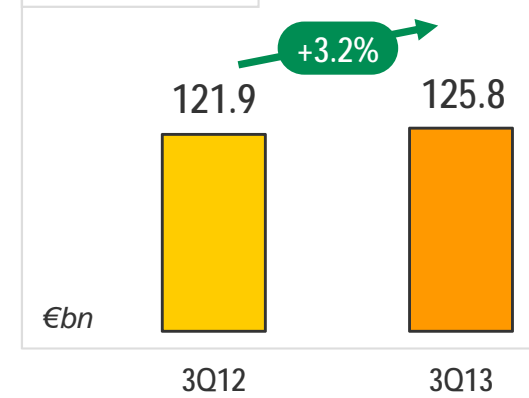
French Retail Banking - 3Q13

- Business activity
 - Deposits: +3.2% vs. 3Q12, strong growth in current and savings accounts
 - Loans: -1.7% vs. 3Q12, less demand for loans
 - Continued the deployment of Innovation Hubs, bolstering an already strong relationship with corporates and small businesses
- Launch in September of the new online payment solution **paylib** (already 20,000 customers signed up as at 15.10.13)
- Revenues*: +1.3% vs. 3Q12
 - Net interest income: +2.7%
 - Fees: -0.7%
- Operating expenses*: -0.6% vs. 3Q12
 - Ongoing improvement of operating efficiency
- Pre-tax income**: €459m (~stable vs. 3Q12)

> Supporting corporates



> Deposits



> Good performance in a lacklustre environment

* Including 100% of French Private Banking, excluding PEL/CEL effects; ** Including 2/3 of French Private Banking, excluding PEL/CEL effects



BNL banca commerciale - 3Q13

● Business activity

- Deposits: +9.1% vs. 3Q12, sustained growth, rise in individual and corporate client deposits
- Loans: -4.4% vs. 3Q12, slowdown on corporate and small business segments
- Greater marketing activity with large corporates, leveraging in particular on the Group's product offering
- Hello bank!: startup on 28 October

● Revenues*: -1.6% vs. 3Q12

- Net interest income: contraction, effect of lower loan volumes; margins held up well
- Fees: up, good performance of off balance sheet savings and cross-selling to corporates

● Operating expenses*: -1.8% vs. 3Q12

- Continued improving operating efficiency

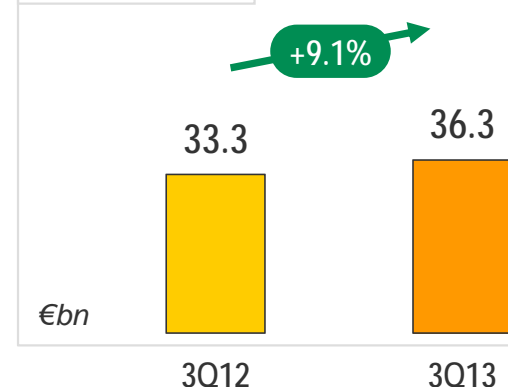
● Pre-tax income**: €73m (-47.1% vs. 3Q12)

- Increase in the cost of risk vs. 3Q12 (+25.3%) but stabilisation vs. 2Q13 (-2.7%)

> Launch of the digital bank



> Deposits



Ongoing adaptation of the business model in a still challenging economic context

* Including 100% of Italian Private Banking; ** Including 2/3 of Italian Private Banking



Belgian Retail Banking - 3Q13

● Business activity

- Deposits: +3.4% vs. 3Q12, good growth in current and savings accounts
- Loans: +1.7%* vs. 3Q12, rise in loans to individuals, loans to SMEs held up well
- Good startup of the campaign geared to small businesses and SMEs (€1bn in new loans earmarked): already €640m in loans approved by the end of September 2013
- Belgian Mobile Wallet: upcoming launch of an innovative solution incorporating mobile payment solutions and customer relations management

● Revenues**: +0.4%* vs. 3Q12

- Net interest income: moderate reduction in line with a persistently low interest rate environment
- Fees: rise due to a pickup in financial fees

● Operating expenses**: -0.9%* vs. 3Q12

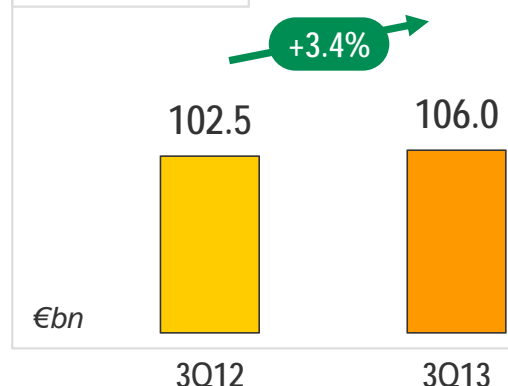
- Impact of operating efficiency measures (“Bank for the Future”)

● Pre-tax income***: €187m (+0.8%* vs. 3Q12)

> Belgian Mobile Wallet



> Deposits



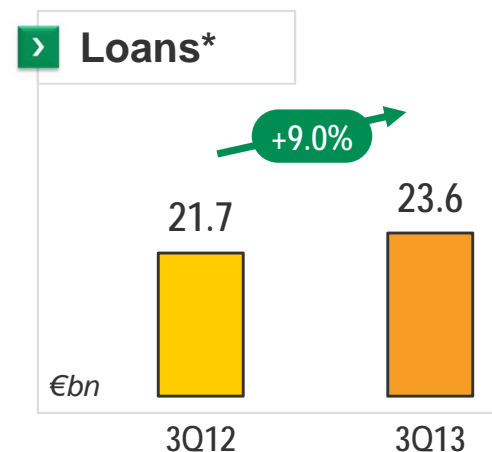
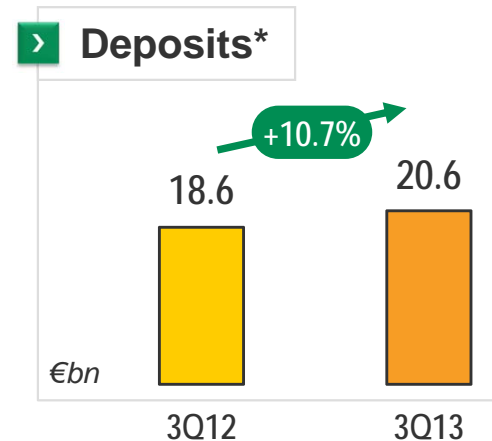
Improved operating efficiency

* At constant scope; ** Including 100% of Belgian Private Banking; *** Including 2/3 of Belgian Private Banking



Europe-Mediterranean - 3Q13

- Strong sales and marketing drive
 - Deposits: +10.7%* vs. 3Q12, growth in most countries, especially Turkey (+16.8%* vs. 3Q12)
 - Loans: +9.0%* vs. 3Q12, growth driven in particular by Turkey (+23.9%* vs. 3Q12)
- Revenues: +2.4%* vs. 3Q12
 - Impact of regulatory changes** in Algeria and in Turkey (~-€25m starting this quarter)
- Operating expenses: +8.5%* vs. 3Q12
 - +17.6%* in Turkey due to the bolstering of the commercial set up
 - Effects of the operating efficiency measures in Ukraine
- Pre-tax income: €71m (-5.3%* vs. 3Q12)



Strong business performance

* At constant scope and exchange rates; TEB consolidated at 70.5%;

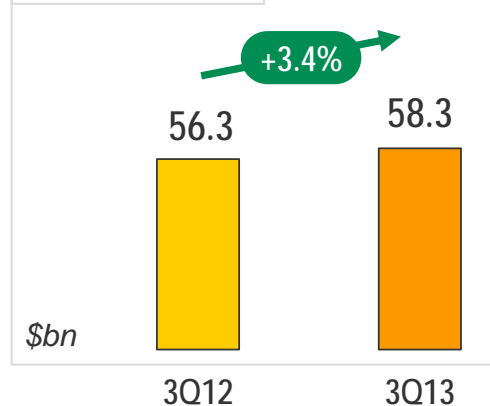
** New regulations on charging fees for overdrafts in Turkey and foreign exchange fees in Algeria



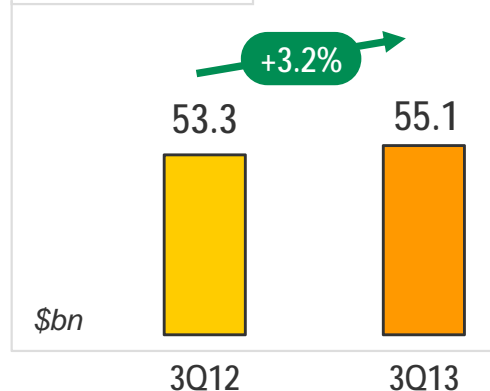
BancWest - 3Q13

- Dynamic sales and marketing drive
 - Deposits: +3.4%* vs. 3Q12, good growth in current and savings accounts
 - Loans: +3.2%* vs. 3Q12, strong growth in corporate loans (+8.2%*) thanks to the reinforcing of the commercial set up
 - Private Banking: \$6.5bn of assets under management as at 30.09.13 (+35% vs. 30.09.12)
 - 207,000 active users of the Mobile Banking offering (+11% vs. 30.06.13)
- Revenues: -4.5%* vs. 3Q12
 - Lower capital gains on loan sales vs. 3Q12
 - Impact of the interest rate environment
- Operating expenses: +3.3%* vs. 3Q12
 - Impact of the strengthening of the corporate and small business as well as the Private Banking set up
- Pre-tax income: €208m (-3.8%* vs. 3Q12)

> Deposits



> Loans



Good sales and marketing activities



Personal Finance - 3Q13

- Business development

- France: implementation of the partnership agreement with CORA (takeover in early October of the financing and management of outstandings of over 400,000 clients: ~€200m)
- Russia: starting in September, transfer by Sberbank to the Cetelem Bank joint venture of new car loan production made via partnerships

- Revenues: -3.1%* vs. 3Q12

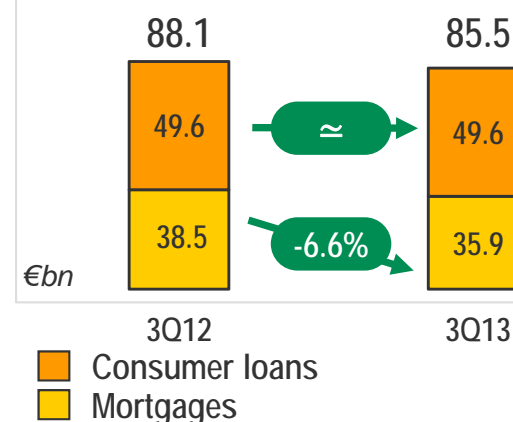
- Mortgages: continued decline in outstandings as part of the adaptation plan
- Consumer loans: impact of regulations in France; good drive in Germany and Belgium

- Operating expenses: -7.5%* vs. 3Q12

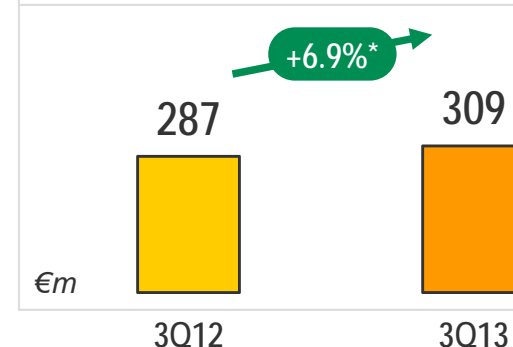
- Decline in operating expenses thanks to the effects of the adaptation plan
- 44.4% cost/income ratio

- Pre-tax income: €322m (+5.3%* vs. 3Q12)

> Consolidated outstandings*



> Operating Income



> Strong profit-generation capacity

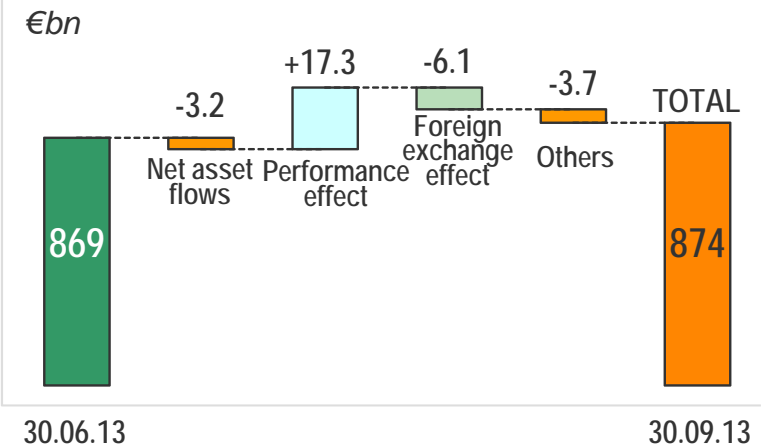


Investment Solutions

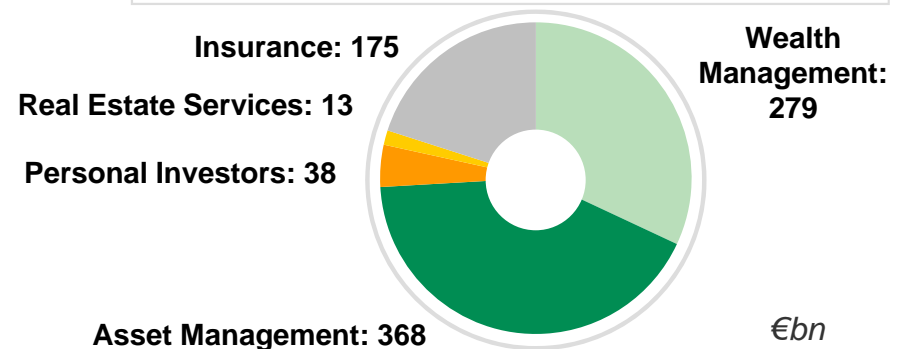
Asset Inflows and Assets under Management - 3Q13

- Assets under management*: €874bn as at 30.09.13
 - +0.5% vs. 30.06.13; -1.4% vs. 30.09.12
 - Positive performance effect in line with the rise of equity markets during the period
 - Unfavourable exchange effect due to the appreciation of the euro
 - Others: business portfolio adaptation as part of the Asset Management business development plan
- Net asset flows: -€3.2bn in 3Q13
 - Asset Management: asset outflows, in particular in bond funds
 - Wealth Management: strong asset inflows, particularly in the domestic markets and in Asia
 - Insurance: good asset inflows in Italy, Taiwan and South Korea
- Partnerships: signed a bancassurance agreement with Saigon Commercial Bank (Vietnam)

> Assets under management*



> Assets under management* at 30.09.13



Assets under management stable this quarter
Continued growth in Asia

* Including assets under advisory on behalf of external clients, distributed assets and Personal Investors



Investment Solutions - 3Q13

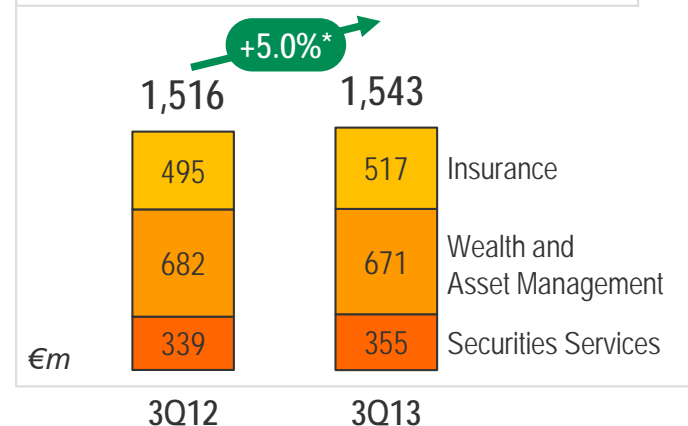
- Revenues: +5.0%* vs. 3Q12
 - Insurance: +6.2%* vs. 3Q12, good growth in savings
 - WAM**: +3.8%* vs. 3Q12, good overall growth despite lower average outstandings in Asset Management
 - Securities Services: +5.5%* vs. 3Q12, rise in the number of transactions and assets under custody

- Operating expenses: +2.5%* vs. 3Q12
 - Insurance: +2.0%* vs. 3Q12, in line with the continued increase in business activity
 - WAM: +3.7%* vs. 3Q12, effect of targeted investments under the business development plan in Asset Management
 - Securities Services: +0.6%* vs. 3Q12, implementation of the operating efficiency measures

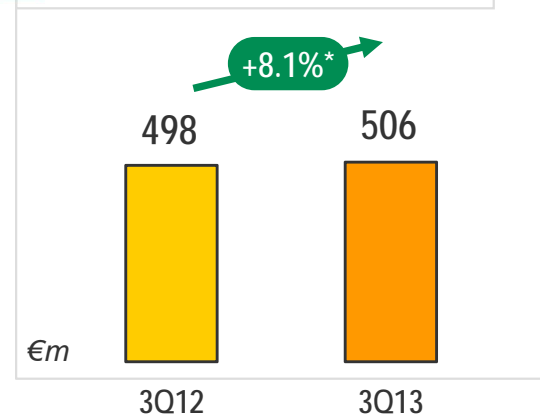
- GOI: +11.4%* vs. 3Q12

- Pre-tax income: +8.1%* vs. 3Q12

> Revenues by business unit



> Pre-tax income



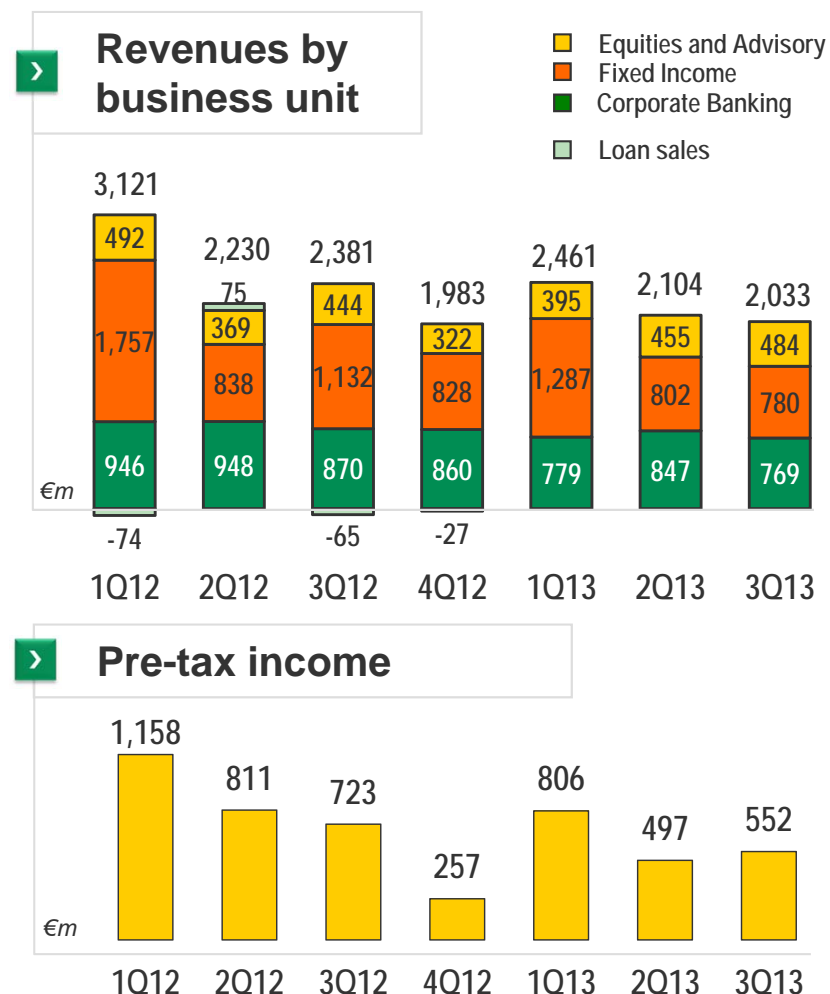
Good performance
Improved operating efficiency

* At constant scope and exchange rates; ** Asset Management, Wealth Management, Real Estate Services



Corporate and Investment Banking - 3Q13

- Revenues: €2,033m (-10.7%* vs. 3Q12)
 - -13,2%* excluding the net impact of sales (-€65m in 3Q12)
 - Advisory and Capital Markets: -15.5%* vs. 3Q12, low client activity in Fixed Income, good performance in Equities and Advisory
 - Corporate Banking: -9.3%** vs. 3Q12, in line with the effects of the 2012 adaptation plan
- Operating expenses: €1,431m (+2.1%* vs. 3Q12)
 - Impact of business development investments (Asia, North America, Germany, etc.)
 - Impact of the rise in systemic taxes
- Pre-tax income: €552m (-22.0%* vs. 3Q12)



Impact this quarter of low client activity in Fixed Income

* At constant scope and exchange rates; ** At constant scope and exchange rates, excluding the net impact from disposals in 3Q12



Corporate and Investment Banking Advisory and Capital Markets - 3Q13

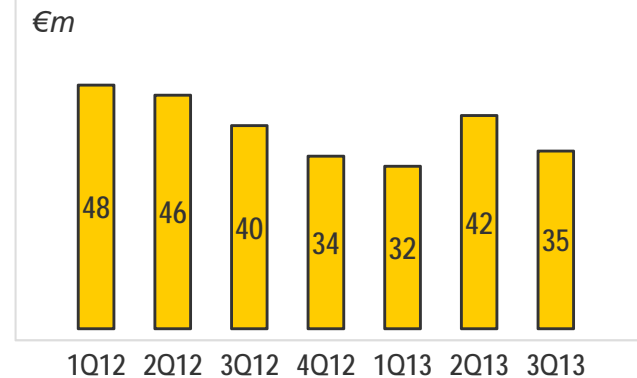
- Revenues: €1,264m (-15.5%* vs. 3Q12)
 - Wait-and-see attitude of investors due to uncertainties in the markets (in particular regarding Fed policy)
 - VaR at a very low level (€35m)

- Fixed Income: €780m (-27.1%* vs. 3Q12)
 - High comparison base in 3Q12 (OMT announced by ECB)
 - Low client activity in the rates market, good performances in the Credit business
 - Bond issues: strengthened leading positions, ranked # 2 for all bond issues in euros and # 8 for all international bonds**

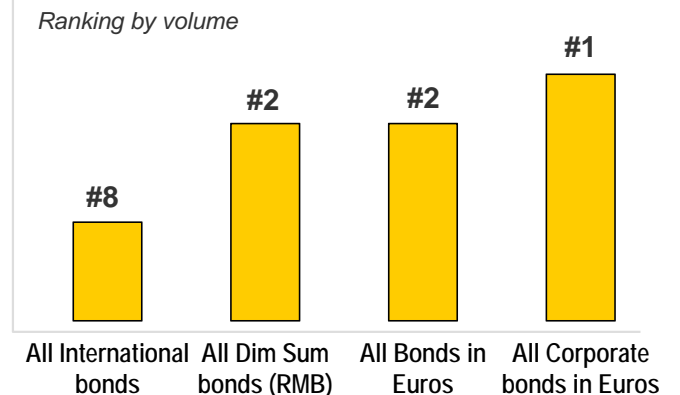
- Equities and Advisory: €484m (+13.7%* vs. 3Q12)
 - Upswing in client volumes in equity markets, in particular in Europe; good performance in structured products
 - “Most Innovative Bank for Equity Derivatives 2013”***
 - Equity-linked issues: ranked # 3 in Europe****

- Pre-tax income: €253m (-47.2%* vs. 3Q12)

> Average 99% 1-day Interval VaR



> Bond issuance rankings**



Fixed Income: low client demand in the rates market
Equities and Advisory: good level of business

* At constant scope and exchange rates; ** Source: Thomson Reuters 9M 2013; *** The Banker; **** EMEA, source: Dealogic 9M 2013



Corporate and Investment Banking

Corporate Banking - 3Q13

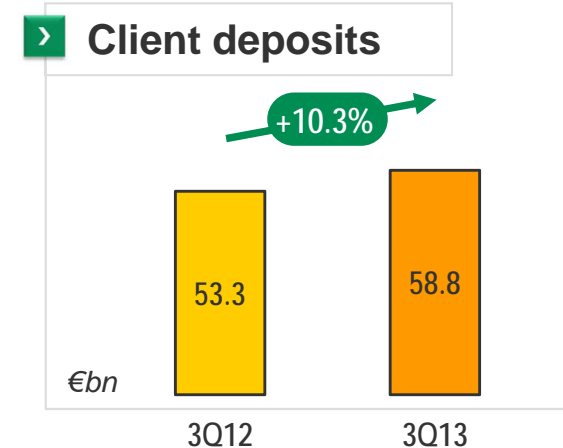
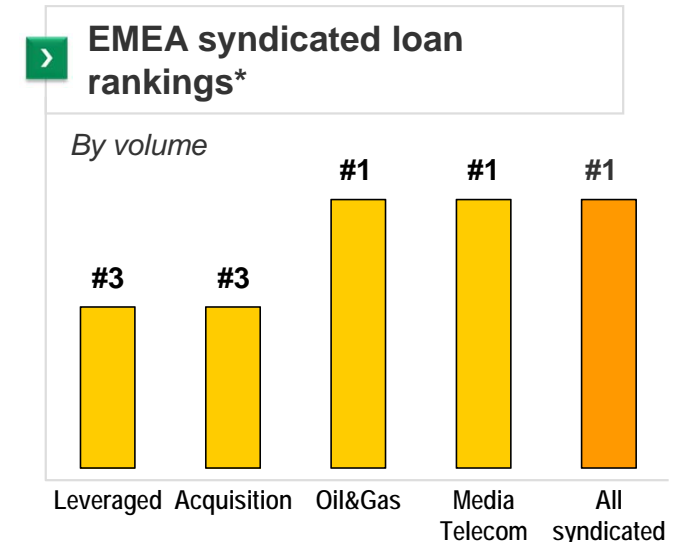
● Business activity

- Client deposits: €58.8bn, +10.3% vs. 3Q12, due to reinforced asset gathering
- Client loans: €102.2bn, outstandings stabilising vs. 30.06.13; development of originate to distribute transactions
- Syndicated financing: maintaining the leading position in Europe, with strong positions in all segments
- Cash management: stronger positioning (ranked # 4 worldwide for corporates**) and won major mandates

● Revenues: €769m (-9.3%*** vs. 3Q12)

- Still affected by the 2012 adaptation plan (10.9% decrease in outstanding loans vs. 3Q12)
- Continued growth in Asia

● Pre-tax income: €299m (+0.2%*** vs. 3Q12)



Roll out of the new business model

* EMEA, source: Dealogic as at 30 September 2013; ** Source: Euromoney survey 2013; *** At constant scope and exchange rates, excluding the net impact of sales (-€65m) in 3Q12



Conclusion



Good resilience of results



Rock-solid balance sheet



**2014-2016 business development plan
to be announced in early 2014**



Group Results

Division Results

Detailed Results

Appendix



BNP Paribas Group - 9M13

<i>€m</i>	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	9,287	9,693	-4.2%	9,917	-6.4%	29,259	29,677	-1.4%
Operating Expenses and Dep.	-6,426	-6,562	-2.1%	-6,291	+2.1%	-19,231	-19,742	-2.6%
Gross Operating Income	2,861	3,131	-8.6%	3,626	-21.1%	10,028	9,935	+0.9%
Cost of Risk	-892	-944	-5.5%	-1,109	-19.6%	-2,979	-2,742	+8.6%
Operating Income	1,969	2,187	-10.0%	2,517	-21.8%	7,049	7,193	-2.0%
Share of Earnings of Associates	126	88	+43.2%	71	+77.5%	232	361	-35.7%
Other Non Operating Items	13	31	-58.1%	112	-88.4%	142	1,679	-91.5%
Non Operating Items	139	119	+16.8%	183	-24.0%	374	2,040	-81.7%
Pre-Tax Income	2,108	2,306	-8.6%	2,700	-21.9%	7,423	9,233	-19.6%
Corporate Income Tax	-609	-737	-17.4%	-771	-21.0%	-2,201	-2,580	-14.7%
Net Income Attributable to Minority Interests	-141	-243	-42.0%	-166	-15.1%	-517	-608	-15.0%
Net Income Attributable to Equity Holders	1,358	1,326	+2.4%	1,763	-23.0%	4,705	6,045	-22.2%
Cost/Income	69.2%	67.7%	+1.5 pt	63.4%	+5.8 pt	65.7%	66.5%	-0.8 pt

- Corporate income tax
 - Average rate: 30.6% in 9M13
- Other non operating items
 - 9M12 reminder: capital gain from the sale of a 28.7% stake in Klépierre S.A. (€1,790m)



Retail Banking - 9M13

€m	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	6,055	6,212	-2.5%	6,247	-3.1%	18,502	18,706	-1.1%
Operating Expenses and Dep.	-3,701	-3,801	-2.6%	-3,710	-0.2%	-11,064	-11,336	-2.4%
Gross Operating Income	2,354	2,411	-2.4%	2,537	-7.2%	7,438	7,370	+0.9%
Cost of Risk	-838	-822	+1.9%	-908	-7.7%	-2,643	-2,481	+6.5%
Operating Income	1,516	1,589	-4.6%	1,629	-6.9%	4,795	4,889	-1.9%
Associated Companies	51	47	+8.5%	54	-5.6%	155	149	+4.0%
Other Non Operating Items	-1	29	n.s.	109	n.s.	112	38	n.s.
Pre-Tax Income	1,566	1,665	-5.9%	1,792	-12.6%	5,062	5,076	-0.3%
Income Attributable to Investment Solutions	-56	-48	+16.7%	-55	+1.8%	-168	-157	+7.0%
Pre-Tax Income of Retail Banking	1,510	1,617	-6.6%	1,737	-13.1%	4,894	4,919	-0.5%
Cost/Income	61.1%	61.2%	-0.1 pt	59.4%	+1.7 pt	59.8%	60.6%	-0.8 pt
Allocated Equity (€bn)						33.0	33.7	-2.1%

*Including 100% of Private Banking of the domestic markets in France
(excluding PEL/CEL effects), Italy, Belgium and Luxembourg for the Revenues to Pre-tax income line items*



Domestic Markets - 9M13

€m	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	3,927	3,901	+0.7%	3,973	-1.2%	11,889	11,885	+0.0%
Operating Expenses and Dep.	-2,521	-2,532	-0.4%	-2,477	+1.8%	-7,431	-7,494	-0.8%
Gross Operating Income	1,406	1,369	+2.7%	1,496	-6.0%	4,458	4,391	+1.5%
Cost of Risk	-451	-358	+26.0%	-465	-3.0%	-1,339	-1,103	+21.4%
Operating Income	955	1,011	-5.5%	1,031	-7.4%	3,119	3,288	-5.1%
Associated Companies	11	11	+0.0%	14	-21.4%	37	32	+15.6%
Other Non Operating Items	-1	1	n.s.	-2	-50.0%	-2	4	n.s.
Pre-Tax Income	965	1,023	-5.7%	1,043	-7.5%	3,154	3,324	-5.1%
Income Attributable to Investment Solutions	-56	-48	+16.7%	-55	+1.8%	-168	-157	+7.0%
Pre-Tax Income of Domestic Markets	909	975	-6.8%	988	-8.0%	2,986	3,167	-5.7%
Cost/Income	64.2%	64.9%	-0.7 pt	62.3%	+1.9 pt	62.5%	63.1%	-0.6 pt
Allocated Equity (€bn)						20.3	21.2	-4.2%

Including 100% of Private Banking of the domestic markets in France (excluding PEL/CEL effects), Italy, Belgium and Luxembourg for the Revenues to Pre-tax income line items



French Retail Banking - 9M13

Excluding PEL/CEL Effects

€m	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	1,734	1,712	+1.3%	1,742	-0.5%	5,252	5,295	-0.8%
<i>Incl. Net Interest Income</i>	1,035	1,008	+2.7%	1,042	-0.7%	3,153	3,176	-0.7%
<i>Incl. Commissions</i>	699	704	-0.7%	700	-0.1%	2,099	2,119	-0.9%
Operating Expenses and Dep.	-1,151	-1,158	-0.6%	-1,087	+5.9%	-3,319	-3,367	-1.4%
Gross Operating Income	583	554	+5.2%	655	-11.0%	1,933	1,928	+0.3%
Cost of Risk	-90	-66	+36.4%	-88	+2.3%	-258	-235	+9.8%
Operating Income	493	488	+1.0%	567	-13.1%	1,675	1,693	-1.1%
Non Operating Items	1	1	+0.0%	1	+0.0%	4	2	+100.0%
Pre-Tax Income	494	489	+1.0%	568	-13.0%	1,679	1,695	-0.9%
Income Attributable to Investment Solutions	-35	-29	+20.7%	-32	+9.4%	-102	-92	+10.9%
Pre-Tax Income of French Retail Banking	459	460	-0.2%	536	-14.4%	1,577	1,603	-1.6%
Cost/Income	66.4%	67.6%	-1.2 pt	62.4%	+4.0 pt	63.2%	63.6%	-0.4 pt
Allocated Equity (€bn)						7.4	7.8	-4.5%

Including 100% of French Private Banking for the Revenues to Pre-tax income line items

- Revenues: -0.8% vs. 9M12
 - Net interest income: -0.7%, effects of the decline in loan volumes and of a persistently low interest rate environment
 - Fees: -0.9%, in line with the decrease in the customer business of some retailers and corporates
- Operating expenses: -1.4% vs. 9M12
 - Continued improving operating efficiency



French Retail Banking Volumes

Average outstandings (€bn)	Outstandings 3Q13	%Var/3Q12	%Var/2Q13	Outstandings 9M13	%Var/9M12
LOANS	145.2	-1.7%	-0.5%	145.7	-2.4%
Individual Customers	78.4	-1.8%	-0.7%	78.8	-1.5%
Incl. Mortgages	68.2	-1.9%	-0.7%	68.6	-1.2%
Incl. Consumer Lending	10.1	-1.5%	-0.4%	10.2	-3.0%
Corporates	66.8	-1.6%	-0.4%	66.9	-3.5%
DEPOSITS AND SAVINGS	125.8	+3.2%	+1.3%	123.8	+4.9%
Current Accounts	53.0	+5.2%	+3.0%	51.3	+3.5%
Savings Accounts	59.1	+5.1%	+0.2%	58.5	+6.7%
Market Rate Deposits	13.7	-10.2%	-0.3%	14.0	+2.1%

€bn	30.09.13	%Var/ 30.09.12	%Var/ 30.06.13
OFF BALANCE SHEET SAVINGS			
Life Insurance	75.3	+3.8%	+1.3%
Mutual Funds ⁽¹⁾	59.5	-15.2%	+1.6%

(1) Does not include Luxembourg registered funds (PARVEST). Source: Europformance

- Loans: -1.7% vs. 3Q12
 - Individuals: lower demand for loans
 - Corporates: still weak demand
- Deposits: +3.2% vs. 3Q12
 - Strong growth in current and savings accounts
- Off balance sheet savings
 - Good asset inflows in life insurance
 - Decline of money market funds in 9M13



BNL banca commerciale - 9M13

€m	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	797	810	-1.6%	816	-2.3%	2,436	2,439	-0.1%
Operating Expenses and Dep.	-432	-440	-1.8%	-441	-2.0%	-1,311	-1,333	-1.7%
Gross Operating Income	365	370	-1.4%	375	-2.7%	1,125	1,106	+1.7%
Cost of Risk	-287	-229	+25.3%	-295	-2.7%	-878	-678	+29.5%
Operating Income	78	141	-44.7%	80	-2.5%	247	428	-42.3%
Non Operating Items	0	0	n.s.	0	n.s.	0	0	n.s.
Pre-Tax Income	78	141	-44.7%	80	-2.5%	247	428	-42.3%
Income Attributable to Investment Solutions	-5	-3	+66.7%	-5	+0.0%	-15	-15	+0.0%
Pre-Tax Income of BNL bc	73	138	-47.1%	75	-2.7%	232	413	-43.8%
Cost/Income	54.2%	54.3%	-0.1 pt	54.0%	+0.2 pt	53.8%	54.7%	-0.9 pt
Allocated Equity (€bn)						6.3	6.4	-1.3%

Including 100% of Italian Private Banking for the Revenues to Pre-tax income line items

- Revenues: -0.1% vs. 9M12
 - Net interest income (-3.3% vs. 9M12): effect of lower loan volumes; margins held up well
 - Fees (+6.8% vs. 9M12): good performance on off balance sheet savings and cross-selling to corporates
- Operating expenses: -1.7% vs. 9M12
 - Benefit of operating efficiency measures
 - Improvement of the cost/income ratio (-0.9 pt)



BNL banca commerciale

Volumes

Average outstandings (€bn)	Outstandings 3Q13	%Var/3Q12	%Var/2Q13	Outstandings 9M13	%Var/9M12
LOANS	79.2	-4.4%	-1.1%	80.0	-3.4%
Individual Customers	37.2	+0.6%	-0.0%	37.2	+0.9%
Incl. Mortgages	25.0	+3.6%	-0.3%	24.9	+3.2%
Incl. Consumer Lending	3.5	+10.0%	+2.4%	3.4	+9.0%
Corporates	41.9	-8.4%	-2.0%	42.9	-6.9%
DEPOSITS AND SAVINGS	36.3	+9.1%	-0.4%	36.0	+9.4%
Individual Deposits	21.8	+7.0%	+0.8%	21.5	+5.3%
Incl. Current Accounts	21.1	+7.4%	+0.9%	20.8	+5.6%
Corporate Deposits	14.5	+12.4%	-2.3%	14.5	+16.2%

€bn	30.09.13	%Var/ 30.09.12	%Var/ 30.06.13
OFF BALANCE SHEET SAVINGS			
Life Insurance	12.4	+5.5%	+3.3%
Mutual Funds	8.9	-1.6%	-3.1%

- Loans: -4.4% vs. 3Q12
 - Individuals: +0.6% vs. 3Q12, increase in mortgage loans
 - Corporates: -8.4% vs. 3Q12, low demand in an adverse economic context
- Deposits: +9.1% vs. 3Q12
 - Individuals: rise in current accounts
 - Corporates: good growth



Belgian Retail Banking - 9M13

€m	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	842	833	+1.1%	844	-0.2%	2,524	2,511	+0.5%
Operating Expenses and Dep.	-611	-612	-0.2%	-621	-1.6%	-1,830	-1,837	-0.4%
Gross Operating Income	231	221	+4.5%	223	+3.6%	694	674	+3.0%
Cost of Risk	-31	-28	+10.7%	-43	-27.9%	-95	-106	-10.4%
Operating Income	200	193	+3.6%	180	+11.1%	599	568	+5.5%
Non Operating Items	1	5	-80.0%	-2	n.s.	1	19	-94.7%
Pre-Tax Income	201	198	+1.5%	178	+12.9%	600	587	+2.2%
Income Attributable to Investment Solutions	-14	-15	-6.7%	-17	-17.6%	-47	-48	-2.1%
Pre-Tax Income of Belgian Retail Banking	187	183	+2.2%	161	+16.1%	553	539	+2.6%
Cost/Income	72.6%	73.5%	-0.9 pt	73.6%	-1.0 pt	72.5%	73.2%	-0.7 pt
Allocated Equity (€bn)						3.5	3.6	-3.6%

Including 100% of Belgian Private Banking for the Revenues to Pre-tax income line items

- Revenues: +0.5% vs. 9M12
 - Net interest income: -1.3% vs. 9M12, in line with a persistently low interest rate environment
 - Fees: +6.7% vs. 9M12, good performance of off balance sheet savings and financial fees
- Operating expenses: -0.4% vs. 9M12
 - Positive impact of operating efficiency measures
 - Positive 0.9 pt jaws effect



Belgian Retail Banking Volumes

Average outstandings (€bn)	Outstandings 3Q13	%Var/3Q12	%Var/2Q13	Outstandings 9M13	%Var/9M12
LOANS	86.7	+2.7%	-0.1%	86.3	+2.5%
Individual Customers	57.3	+2.8%	+0.6%	56.9	+3.1%
Incl. Mortgages	40.0	+3.5%	+0.8%	39.7	+4.3%
Incl. Consumer Lending	0.2	-11.9%	-14.8%	0.2	-54.2%
Incl. Small Businesses	17.2	+1.4%	+0.4%	17.1	+1.7%
Corporates and Local Governments*	29.4	+2.5%	-1.4%	29.3	+1.4%
DEPOSITS AND SAVINGS	106.0	+3.4%	+1.0%	104.8	+3.9%
Current Accounts	31.6	+6.3%	+0.1%	31.2	+9.0%
Savings Accounts	63.2	+6.6%	+0.9%	62.5	+6.9%
Term Deposits	11.2	-16.7%	+4.4%	11.1	-19.2%

* Including €0.8bn in 3Q13 due to the integration of FCF Germany and United-Kingdom (factoring).

€bn	30.09.13	%Var/ 30.09.12	%Var/ 30.06.13
OFF BALANCE SHEET SAVINGS			
Life Insurance	25.4	+1.2%	-0.6%
Mutual Funds	24.8	-0.3%	+0.6%

- Loans: +2.7% vs. 3Q12 (+1.7% at constant scope)
 - Individuals: +2.8% vs. 3Q12, rise of mortgages
 - Corporates: +2.5% vs. 3Q12 (-0.3% at constant scope), loans to SMEs held up well
- Deposits: +3.4% vs. 3Q12
 - Individuals: good growth in current and savings accounts
 - Corporates: moderate decrease this quarter



Luxembourg Retail Banking - 3Q13

Personal Investors - 3Q13

> Luxembourg Retail Banking

Average outstandings (€bn)	Outstandings 3Q13	%Var/3Q12	%Var/2Q13	Outstandings 9M13	%Var/9M12
LOANS	8.5	+1.9%	+0.5%	8.5	+2.4%
Individual Customers	5.6	+3.4%	+1.0%	5.6	+2.9%
Corporates and Local Governments	2.9	-0.8%	-0.5%	2.9	+1.5%
DEPOSITS AND SAVINGS	13.0	+4.4%	+1.4%	12.9	+7.0%
Current Accounts	4.8	+12.3%	+1.1%	4.7	+13.5%
Savings Accounts	5.7	+16.8%	+0.7%	5.7	+25.7%
Term Deposits	2.5	-24.6%	+3.9%	2.5	-26.2%
	30.09.13	%Var/ 30.09.12	%Var/ 30.06.13		
OFF BALANCE SHEET SAVINGS					
Life Insurance	1.0	-19.9%	-8.9%		
Mutual Funds	2.0	-23.9%	-6.3%		

- Loans: good growth in mortgages
- Deposits: strong asset inflows, especially in the corporate client segment

> Personal Investors

Average outstandings (€bn)	Outstandings 3Q13	%Var/3Q12	%Var/2Q13	Outstandings 9M13	%Var/9M12
LOANS	0.4	-11.7%	-8.9%	0.4	-12.2%
DEPOSITS	11.0	+17.3%	+2.0%	10.6	+17.9%
	30.09.13	%Var/ 30.09.12	%Var/ 30.06.13		
ASSETS UNDER MANAGEMENT	37.7	+9.3%	+3.1%		
European Customer Orders (millions)	2.0	+8.5%	-4.0%		

- Deposits vs. 3Q12: strong increase thanks to a good level of new customers and the development of Hello bank! in Germany
- Assets under management vs. 3Q12: good sales and marketing drive
- Brokerage business up vs. 3Q12



Arval - 3Q13

Leasing Solutions - 3Q13

> Arval

Average outstandings (€bn)	Outstandings 3Q13	%Var*/3Q12	%Var*/2Q13	Outstandings 9M13	%Var*/9M12
Consolidated Outstandings	8.6	-0.6%	-0.0%	8.6	+0.7%
Financed vehicles ('000 of vehicles)	682	-1.1%	-0.1%	683	-0.8%

- Revenue growth vs. 3Q12, driven by a rise in used vehicle prices
- Continued cost control and improvement of the cost/income ratio

> Leasing Solutions

Average outstandings (€bn)	Outstandings 3Q13	%Var*/3Q12	%Var*/2Q13	Outstandings 9M13	%Var*/9M12
Consolidated Outstandings	17.4	-5.5%	+0.1%	17.6	-6.5%

- Reduction in outstandings, in line with the adaptation plan
- However, limited impact on revenues due to a selective policy in terms of profitability of transactions
- Improvement of the cost/income ratio due to strong cost control

* At constant scope and exchange rates



Europe-Mediterranean - 9M13

€m	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	406	454	-10.6%	482	-15.8%	1,362	1,315	+3.6%
Operating Expenses and Dep.	-313	-323	-3.1%	-330	-5.2%	-970	-974	-0.4%
Gross Operating Income	93	131	-29.0%	152	-38.8%	392	341	+15.0%
Cost of Risk	-48	-66	-27.3%	-53	-9.4%	-172	-201	-14.4%
Operating Income	45	65	-30.8%	99	-54.5%	220	140	+57.1%
Associated Companies	26	15	+73.3%	28	-7.1%	75	48	+56.3%
Other Non Operating Items	0	1	n.s.	110	n.s.	109	1	n.s.
Pre-Tax Income	71	81	-12.3%	237	-70.0%	404	189	n.s.
Cost/Income	77.1%	71.1%	+6.0 pt	68.5%	+8.6 pt	71.2%	74.1%	-2.9 pt
Allocated Equity (€bn)						3.6	3.5	+4.2%

- Significant foreign exchange effect due in particular to the depreciation of the Turkish lira
 - TRY vs. EUR*: -13.6% vs. 3Q12, - 8.2% vs. 2Q13, -5.9% vs. 9M12
- At constant scope and exchange rates vs. 9M12
 - Revenues: +10.0%, very good performance in Turkey (+22.6%)
 - Operating expenses: +5.0%, rise in Turkey (+15.4%) due to the bolstering of the commercial organisation, effects of the operating efficiency measures in Poland and Ukraine
- Associated companies: strong contribution from the Bank of Nanjing
- Other non operating items: capital gain from the sale of Egypt (€107m**) in 2Q13

* Average rate; ** Excluding in particular -€30m in exchange differences booked in the Corporate Centre

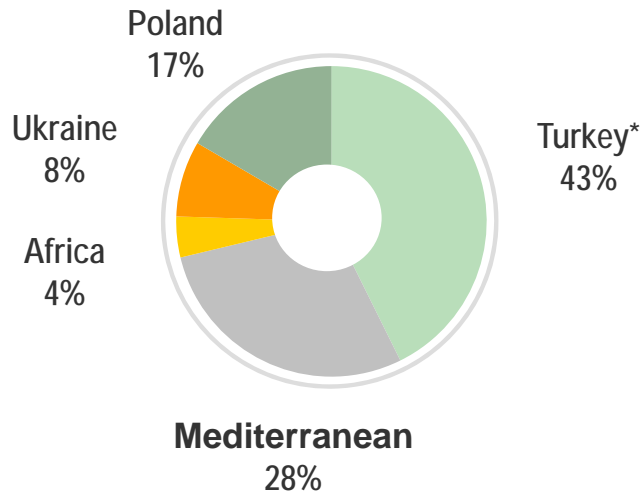


Europe-Mediterranean Volumes and Risks

Average outstandings (€bn)	Outstandings	%Var/3Q12 at constant scope and exchange rates		%Var/2Q13 at constant scope and exchange rates		Outstandings	%Var/9M12 at constant scope and exchange rates	
	3Q13	historical		historical		9M13	historical	
LOANS	23.6	-2.3%	+9.0%	-2.2%	+2.0%	24.0	+2.1%	+7.8%
DEPOSITS	20.6	-5.6%	+10.7%	-0.7%	+3.8%	21.1	+2.8%	+12.8%

- Strong growth in loans and deposits
 - Turkey*: loans (+23.9%** vs. 3Q12), deposits (+16.8%** vs. 3Q12)

> Geographic distribution of outstanding loans 3Q13



> Cost of risk/outstandings

Annualised cost of risk/outstandings as at beginning of period	3Q12	4Q12	1Q13	2Q13	3Q13
Turkey*	1.01%	0.92%	1.73%	0.75%	0.96%
UkrSibbank	1.25%	4.69%	0.79%	0.60%	1.08%
Poland	0.30%	-0.24%	0.77%	0.43%	0.28%
Others	1.34%	1.96%	0.83%	1.17%	0.75%
Europe-Mediterranean	1.04%	1.42%	1.15%	0.83%	0.78%

* TEB consolidated at 70.5% ; ** At constant scope and exchange rates



BancWest - 9M13

€m	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	556	617	-9.9%	557	-0.2%	1,672	1,791	-6.6%
Operating Expenses and Dep.	-349	-357	-2.2%	-346	+0.9%	-1,041	-1,039	+0.2%
Gross Operating Income	207	260	-20.4%	211	-1.9%	631	752	-16.1%
Cost of Risk	0	-34	n.s.	-12	n.s.	-38	-112	-66.1%
Operating Income	207	226	-8.4%	199	+4.0%	593	640	-7.3%
Associated Companies	0	0	n.s.	0	n.s.	0	0	n.s.
Other Non Operating Items	1	3	-66.7%	1	+0.0%	5	5	+0.0%
Pre-Tax Income	208	229	-9.2%	200	+4.0%	598	645	-7.3%
Cost/Income	62.8%	57.9%	+4.9 pt	62.1%	+0.7 pt	62.3%	58.0%	+4.3 pt
Allocated Equity (€bn)						4.2	4.1	+3.5%

- Foreign exchange effect:

- USD vs. EUR*: -5.6% vs. 3Q12, -1.5% vs. 2Q13, -2.7% vs. 9M12

- At constant exchange rates vs. 9M12

- Revenues: -4.0%, effect of an unfavourable interest rate environment and lower capital gains
- Operating expenses: +2.9%, impact of the strengthening of the corporate and small business as well as the Private Banking set up

* Average rate



BancWest Volumes

Average outstandings (€bn)	Outstandings	%Var/3Q12		%Var/2Q13		Outstandings	%Var/9M12	
	3Q13	historical	at constant scope and exchange rates	historical	at constant scope and exchange rates	9M13	historical	at constant scope and exchange rates
LOANS	41.5	-2.6%	+3.2%	-0.5%	+0.9%	41.4	+0.7%	+3.5%
Individual Customers	19.3	-4.4%	+1.2%	-0.6%	+0.9%	19.3	-2.1%	+0.6%
Incl. Mortgages	9.1	-9.5%	-4.1%	-2.2%	-0.8%	9.2	-7.7%	-5.2%
Incl. Consumer Lending	10.2	+0.6%	+6.6%	+0.9%	+2.4%	10.0	+3.6%	+6.5%
Commercial Real Estate	10.5	-4.2%	+1.5%	-0.9%	+0.5%	10.5	-0.3%	+2.5%
Corporate Loans	11.8	+2.1%	+8.2%	-0.1%	+1.3%	11.6	+6.9%	+10.0%
DEPOSITS AND SAVINGS	44.0	-2.4%	+3.4%	-1.4%	+0.0%	44.1	+1.3%	+4.1%
Deposits Excl. Jumbo CDs	40.3	+2.6%	+8.7%	-0.2%	+1.1%	39.9	+5.2%	+8.2%

- Loans: +3.2%* vs. 3Q12; continued growth
 - Increase in loans to corporate clients and consumer loans
 - Continued contraction in mortgages due to the sale of conforming loans to Fannie Mae
- Deposits: +3.4%* vs. 3Q12, good growth in current and savings accounts

* At constant scope and exchange rates



Personal Finance - 9M13

€m	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	1,166	1,240	-6.0%	1,235	-5.6%	3,579	3,715	-3.7%
Operating Expenses and Dep.	-518	-589	-12.1%	-557	-7.0%	-1,622	-1,829	-11.3%
Gross Operating Income	648	651	-0.5%	678	-4.4%	1,957	1,886	+3.8%
Cost of Risk	-339	-364	-6.9%	-378	-10.3%	-1,094	-1,065	+2.7%
Operating Income	309	287	+7.7%	300	+3.0%	863	821	+5.1%
Associated Companies	14	21	-33.3%	12	+16.7%	43	69	-37.7%
Other Non Operating Items	-1	24	n.s.	0	n.s.	0	28	n.s.
Pre-Tax Income	322	332	-3.0%	312	+3.2%	906	918	-1.3%
Cost/Income	44.4%	47.5%	-3.1 pt	45.1%	-0.7 pt	45.3%	49.2%	-3.9 pt
Allocated Equity (€bn)						4.9	5.0	-2.5%

- Revenues: -0.4%* vs. 9M12
 - Mortgages: continued decline in outstandings as part of the adaptation plan
 - Consumer loans: impact of regulations in France but good drive in Germany, Belgium and Central Europe
- Operating expenses: -6.0%* vs. 9M12
 - Operating expenses down as a result of the adaptation plan; 45.3% cost/income ratio
- Associated companies: reminder
 - Scope effect: sale of equity investments in CSF Brazil (2Q12) and in Natixis Financement (4Q12)
- Other non operating items: reminder
 - Capital gain from the sale of the 70% of BNP Paribas Vostok to Sberbank in 3Q12

* At constant scope and exchange rates



Personal Finance Volumes and Risks

Average outstandings (€bn)	Outstandings	%Var/3Q12		%Var/2Q13		Outstandings	%Var/9M12	
	3Q13	historical	at constant scope and exchange rates	historical	at constant scope and exchange rates	9M13	historical	at constant scope and exchange rates
TOTAL CONSOLIDATED OUTSTANDINGS	85.6	-4.6%	-3.0%	-0.8%	-0.3%	86.6	-4.1%	-2.9%
Consumer Loans	49.7	-2.8%	-0.1%	-0.4%	+0.5%	50.0	-2.5%	-0.3%
Mortgages	35.9	-7.0%	-6.6%	-1.4%	-1.3%	36.6	-6.2%	-6.1%
TOTAL OUTSTANDINGS UNDER MANAGEMENT ⁽¹⁾	106.2	-13.5%	-2.2%	-0.7%	-0.0%	108.3	-11.9%	-2.2%

(1) Including 100% of outstandings of subsidiaries not fully owned as well as of all partnerships

> Cost of risk vs. outstandings

Annualised cost of risk/outstandings
as at beginning of period

	3Q12	4Q12	1Q13	2Q13	3Q13
France	0.90%	1.91%*	1.27%	1.53%	1.25%
Italy	3.56%	2.94%	3.42%	2.84%	2.52%
Spain	2.56%	3.02%*	2.83%	2.09%	2.26%
Other Western Europe	0.98%	1.10%	0.96%	0.96%	0.95%
Eastern Europe	3.01%	1.73%	1.09%	3.18%	2.85%
Brazil	4.72%	4.26%	5.47%	4.90%	5.10%
Others	0.82%	0.48%	0.65%	1.46%	1.58%
Personal Finance	1.62%	1.95%	1.71%	1.74%	1.58%

* Exceptional adjustments



Investment Solutions - 9M13

€m	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	1,543	1,516	+1.8%	1,598	-3.4%	4,704	4,603	+2.2%
Operating Expenses and Dep.	-1,073	-1,077	-0.4%	-1,064	+0.8%	-3,191	-3,192	-0.0%
Gross Operating Income	470	439	+7.1%	534	-12.0%	1,513	1,411	+7.2%
Cost of Risk	1	4	-75.0%	-14	n.s.	-20	-10	+100.0%
Operating Income	471	443	+6.3%	520	-9.4%	1,493	1,401	+6.6%
Associated Companies	34	41	-17.1%	36	-5.6%	105	85	+23.5%
Other Non Operating Items	1	14	-92.9%	8	-87.5%	13	22	-40.9%
Pre-Tax Income	506	498	+1.6%	564	-10.3%	1,611	1,508	+6.8%
Cost/Income	69.5%	71.0%	-1.5 pt	66.6%	+2.9 pt	67.8%	69.3%	-1.5 pt
Allocated Equity (€bn)						8.3	8.0	+3.6%

- Associated companies

- Rise in income from associated companies in Insurance
- Reminder: impact of the Greek debt in 1Q12 (-€12m)



Investment Solutions Business

	30.09.13	30.09.12	%Var/ 30.09.12	30.06.13	%Var/ 30.06.13
Assets under management (€bn)*	874	886	-1.4%	869	+0.5%
Asset Management	368	408	-9.8%	375	-1.7%
Wealth Management	279	265	+5.4%	272	+2.5%
Real Estate Services	13	13	+5.1%	13	+0.9%
Insurance	175	165	+5.9%	173	+1.5%
Personal Investors	38	35	+9.3%	37	+3.1%

	3Q13	3Q12	%Var/ 3Q12	2Q13	%Var/ 2Q13
Net asset flows (€bn)*	-3.2	-7.6	-58.1%	-15.4	-79.3%
Asset Management	-5.6	-9.2	-39.0%	-19.0	-70.6%
Wealth Management	2.1	0.8	n.s.	2.8	-25.0%
Real Estate Services	0.1	0.1	+24.8%	0.2	-40.2%
Insurance	0.2	0.6	-60.5%	0.3	-30.1%
Personal Investors	0.0	0.2	-95.6%	0.3	-97.4%

	30.09.13	30.09.12	%Var/ 30.09.12	30.06.13	%Var/ 30.06.13
Securities Services					
Assets under custody (€bn)	5,857	5,303	+10.5%	5,849	+0.1%
Assets under administration (€bn)	1,030	996	+3.4%	1,052	-2.1%
	3Q13	3Q12	3Q13/3Q12	2Q13	3Q13/2Q13
Number of transactions (in millions)	13.6	11.0	+24.1%	13.7	-0.6%

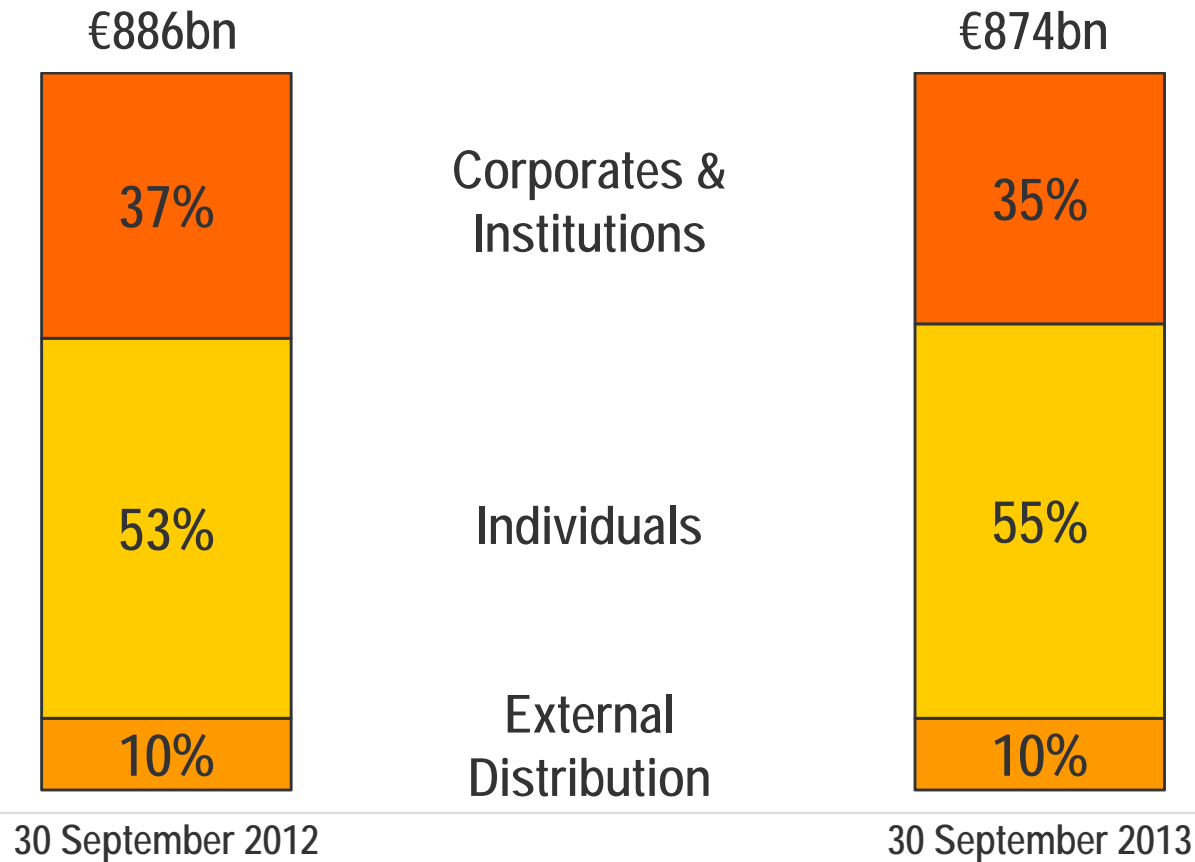
* Including assets under advisory on behalf of external clients, distributed assets and Personal Investors



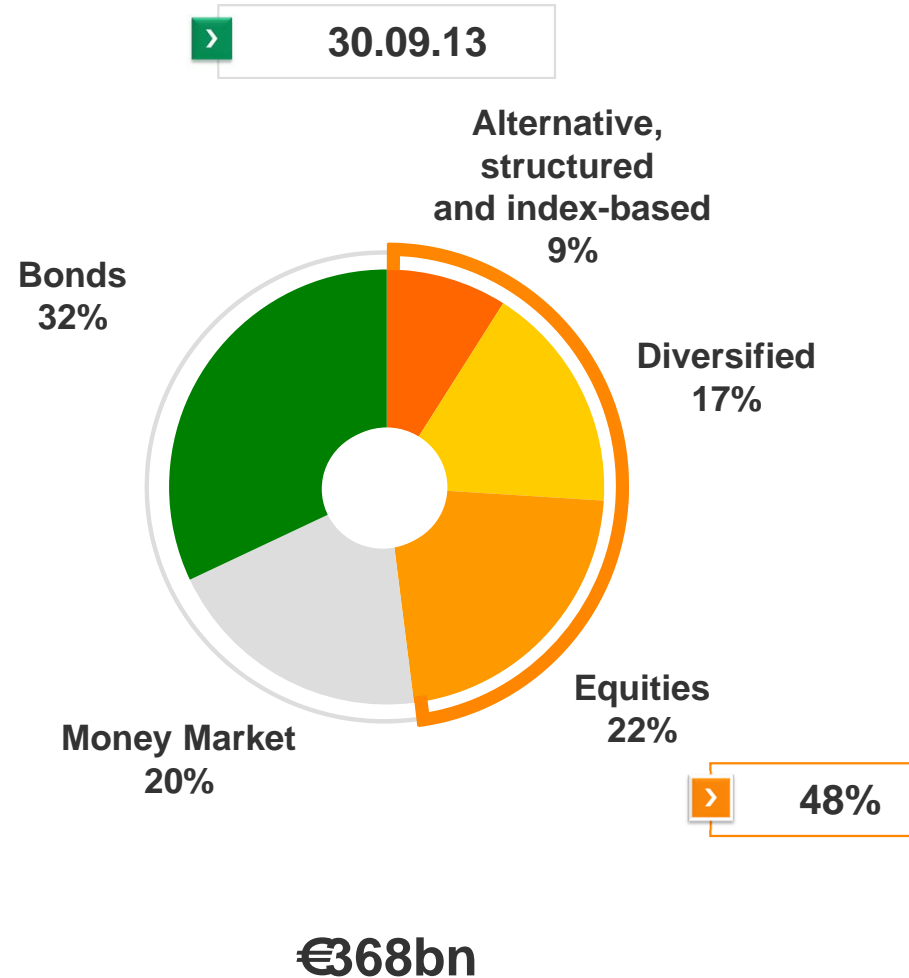
Investment Solutions

Breakdown of Assets by Customer Segment

> Breakdown of assets by customer segment



Asset Management Breakdown of Managed Assets



Investment Solutions Wealth and Asset Management - 9M13

<i>€m</i>	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	671	682	-1.6%	702	-4.4%	2,075	2,098	-1.1%
Operating Expenses and Dep.	-520	-523	-0.6%	-514	+1.2%	-1,543	-1,574	-2.0%
Gross Operating Income	151	159	-5.0%	188	-19.7%	532	524	+1.5%
Cost of Risk	0	3	n.s.	-14	n.s.	-17	-2	n.s.
Operating Income	151	162	-6.8%	174	-13.2%	515	522	-1.3%
Associated Companies	6	6	+0.0%	8	-25.0%	21	25	-16.0%
Other Non Operating Items	1	10	-90.0%	6	-83.3%	7	16	-56.3%
Pre-Tax Income	158	178	-11.2%	188	-16.0%	543	563	-3.6%
Cost/Income	77.5%	76.7%	+0.8 pt	73.2%	+4.3 pt	74.4%	75.0%	-0.6 pt
Allocated Equity (€bn)						1.8	1.8	-3.1%

- Revenues: -1.1% vs. 9M12
 - Decrease of average outstandings in Asset Management
 - Good performance of Wealth Management especially in Asia
- Operating expenses: -2.0% vs. 9M12
 - Improvement of cost/income ratio (-0.6 pt)



Investment Solutions Insurance - 9M13

€m	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	517	495	+4.4%	510	+1.4%	1,565	1,445	+8.3%
Operating Expenses and Dep.	-257	-253	+1.6%	-255	+0.8%	-769	-728	+5.6%
Gross Operating Income	260	242	+7.4%	255	+2.0%	796	717	+11.0%
Cost of Risk	1	1	+0.0%	0	n.s.	-3	-8	-62.5%
Operating Income	261	243	+7.4%	255	+2.4%	793	709	+11.8%
Associated Companies	28	35	-20.0%	29	-3.4%	85	59	+44.1%
Other Non Operating Items	0	-2	n.s.	2	n.s.	6	0	n.s.
Pre-Tax Income	289	276	+4.7%	286	+1.0%	884	768	+15.1%
Cost/Income	49.7%	51.1%	-1.4 pt	50.0%	-0.3 pt	49.1%	50.4%	-1.3 pt
Allocated Equity (€bn)						6.0	5.6	+7.3%

- Gross written premiums: €19.4bn (+8.0% vs. 9M12)
 - Good growth in savings and protection activities
- Technical reserves: +5.0% vs. 9M12
- Revenues: +8.3% vs. 9M12
 - In line with the rise in gross written premiums
- Operating expenses: +5.6% vs. 9M12
 - Improvement of cost/income ratio (-1.3 pt)
- Associated companies: rise in income from associated companies
 - Reminder: impact of Greek debt in 1Q12 (-€12m)



Investment Solutions Securities Services - 9M13

€m	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	355	339	+4.7%	386	-8.0%	1,064	1,060	+0.4%
Operating Expenses and Dep.	-296	-301	-1.7%	-295	+0.3%	-879	-890	-1.2%
Gross Operating Income	59	38	+55.3%	91	-35.2%	185	170	+8.8%
Cost of Risk	0	0	n.s.	0	n.s.	0	0	n.s.
Operating Income	59	38	+55.3%	91	-35.2%	185	170	+8.8%
Non Operating Items	0	6	n.s.	-1	n.s.	-1	7	n.s.
Pre-Tax Income	59	44	+34.1%	90	-34.4%	184	177	+4.0%
Cost/Income	83.4%	88.8%	-5.4 pt	76.4%	+7.0 pt	82.6%	84.0%	-1.4 pt
Allocated Equity (€bn)						0.5	0.6	-11.6%

- Assets under custody: +10.5% vs. 30.09.12
 - Started extended custody account-keeping for Caisse des Dépôts
- Revenues: +0.4% vs. 9M12
 - Rise in transaction volumes (+12.6% vs. 9M12) and assets under custody, partly offset by a persistently low interest rate environment
- Operating expenses: -1.2% vs. 9M12
 - Good cost control
 - Continued business development, especially in the United States and Asia



Corporate and Investment Banking - 9M13

€m	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	2,033	2,381	-14.6%	2,104	-3.4%	6,598	7,732	-14.7%
Operating Expenses and Dep.	-1,431	-1,476	-3.0%	-1,405	+1.9%	-4,426	-4,784	-7.5%
Gross Operating Income	602	905	-33.5%	699	-13.9%	2,172	2,948	-26.3%
Cost of Risk	-62	-190	-67.4%	-206	-69.9%	-348	-287	+21.3%
Operating Income	540	715	-24.5%	493	+9.5%	1,824	2,661	-31.5%
Associated Companies	9	15	-40.0%	3	n.s.	27	35	-22.9%
Other Non Operating Items	3	-7	n.s.	1	n.s.	4	-4	n.s.
Pre-Tax Income	552	723	-23.7%	497	+11.1%	1,855	2,692	-31.1%
Cost/Income	70.4%	62.0%	+8.4 pt	66.8%	+3.6 pt	67.1%	61.9%	+5.2 pt
Allocated Equity (€bn)						14.8	16.7	-11.5%

- Revenues: -12.6%* vs. 9M12
 - Advisory and Capital Markets: -14.0%* vs. 9M12, market environment often difficult for Fixed Income
 - Corporate Banking: -12.0%** vs. 9M12, still significant effects of the 2012 adaptation plan
- Operating expenses: -5.0%* vs. 9M12
 - Effects of Simple & Efficient on costs
 - Impact of investments in business development initiatives (Asia, North America, cash management)
- Pre-tax income: -30.0%* vs. 9M12
 - Reminder: cost of risk in 9M12 which benefited from write-backs

* At constant scope and exchange rates; ** At constant scope and exchange rates, excluding the net impact of sales (-€64m) in 9M12



Corporate and Investment Banking Advisory and Capital Markets - 9M13

€m	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	1,264	1,576	-19.8%	1,257	+0.6%	4,203	5,032	-16.5%
<i>Incl. Equity and Advisory</i>	484	444	+9.0%	455	+6.4%	1,334	1,306	+2.1%
<i>Incl. Fixed Income</i>	780	1,132	-31.1%	802	-2.7%	2,869	3,726	-23.0%
Operating Expenses and Dep.	-1,032	-1,068	-3.4%	-946	+9.1%	-3,157	-3,504	-9.9%
Gross Operating Income	232	508	-54.3%	311	-25.4%	1,046	1,528	-31.5%
Cost of Risk	15	-17	n.s.	-83	n.s.	-82	-74	+10.8%
Operating Income	247	491	-49.7%	228	+8.3%	964	1,454	-33.7%
Associated Companies	3	2	+50.0%	-2	n.s.	10	13	-23.1%
Other Non Operating Items	3	-7	n.s.	1	n.s.	4	-4	n.s.
Pre-Tax Income	253	486	-47.9%	227	+11.5%	978	1,463	-33.2%
Cost/Income	81.6%	67.8%	+13.8 pt	75.3%	+6.3 pt	75.1%	69.6%	+5.5 pt
Allocated Equity (€bn)						7.3	8.1	-9.7%

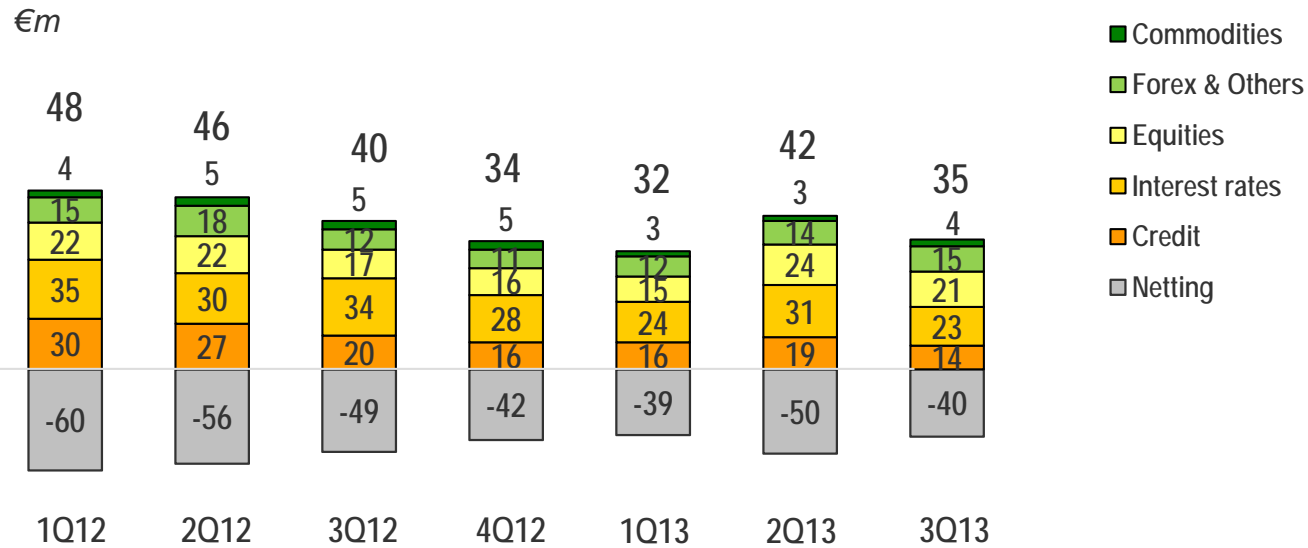
- Revenues: -14.0%* vs. 9M12
 - Fixed Income: -20.8%* vs. 9M12, market environment often difficult (in particular, uncertainties about Fed policy) and unstable client business activity
 - Equities and Advisory: slight rise in revenues (+5.2%* vs. 9M12), pickup in volumes and demand by investors starting in 2Q13
- Operating expenses: -7.1%* vs. 9M12
 - Effect of Simple & Efficient and investments in business development initiatives
- Pre-tax income: -31.7%* vs. 9M12

* At constant scope and exchange rates



Corporate and Investment Banking Market Risks - 3Q13

> Average 99% 1-day Interval VaR



- VaR at a very low level in 3Q13
 - Decline in particular in Fixed Income (Rate and Credit businesses)
 - No losses greater than VaR this quarter



Corporate and Investment Banking

Corporate Banking - 9M13











€m	3Q13	3Q12	3Q13 / 3Q12	2Q13	3Q13/ 2Q13	9M13	9M12	9M13 / 9M12
Revenues	769	805	-4.5%	847	-9.2%	2,395	2,700	-11.3%
Operating Expenses and Dep.	-399	-408	-2.2%	-459	-13.1%	-1,269	-1,280	-0.9%
Gross Operating Income	370	397	-6.8%	388	-4.6%	1,126	1,420	-20.7%
Cost of Risk	-77	-173	-55.5%	-123	-37.4%	-266	-213	+24.9%
Operating Income	293	224	+30.8%	265	+10.6%	860	1,207	-28.7%
Non Operating Items	6	13	-53.8%	5	+20.0%	17	22	-22.7%
Pre-Tax Income	299	237	+26.2%	270	+10.7%	877	1,229	-28.6%
Cost/Income	51.9%	50.7%	+1.2 pt	54.2%	-2.3 pt	53.0%	47.4%	+5.6 pt
Allocated Equity (€bn)						7.5	8.6	-13.1%

- Revenues: -12.0%* vs. 9M12
 - Effect of the 2012 adaptation plan (-14% decrease in average outstandings vs. 9M12)
 - Rise in fees (+3% vs. 9M12)
- Operating expenses: +0.9%** vs. 9M12
 - Business development investments made in Asia, North America and in cash management
- Pre-tax income: -31.5%* vs. 9M12
 - Cost of risk: comparison base in 9M12 not significant because of substantial write-backs in 2Q12

* At constant scope and exchange rates, excluding the net impact of sales (-€64m) in 9M12; ** At constant scope and exchange rates











Corporate and Investment Banking Advisory and Capital Markets - 3Q13

	<p>Japan/France/Portugal: Advisor to Marubeni Corporation for the signing of a strategic partnership with GDF Suez to acquire a 50% stake in its portfolio of thermal and renewable power assets in Portugal <i>September 2013</i></p>		<p>UK: Barclays GBP5.95bn rights issue, the largest ECM transaction globally in 2013 YTD Joint Bookrunner <i>4 October 2013</i></p>
	<p>USA: Oracle EUR2bn Jan 2021/Jul 2025 dual tranche Inaugural EUR Bond Joint bookrunner <i>July 2013</i></p>		<p>USA: Liberty Interactive USD400m Exchangeable Senior Debentures into HSNi Left-Lead Bookrunner <i>September 2013</i></p>
	<p>Mexico: América Móvil EUR900m/EUR550m/GBP550m three-tranche Inaugural Hybrid Bond Joint Bookrunner <i>September 2013</i></p>		<p>Mozambique: Ematum (Rep of Mozambique) USD500m 6.305% Sep 2020 Reg. S Bond First ever bond from Mozambique Joint Bookrunner <i>September 2013</i></p>
	<p>Australia: ANZ EUR1bn 1.375% Sep 2018 Covered Bond Joint Bookrunner <i>August 2013</i></p>		<p>Korea: Korea National Oil Corporation CHF240m 1.625% Nov 2018 Joint Bookrunner <i>July 2013</i></p>
	<p>Italy: Enel EUR1.25bn/GBP400m dual-tranche Hybrid Debut transaction of Enel's new hybrid programme Joint Lead Manager <i>September 2013</i></p>		<p>Saudi Arabia: Almarai SAR1.7bn Perpetual Senior Sukuk First ever SAR-denominated Corporate Perpetual Sukuk Joint Bookrunner <i>September 2013</i></p>



Corporate and Investment Banking

Corporate Banking - 3Q13

	<p>France: Schneider Electric S.A. – Acquisition of Invensys Plc Global Coordinator, MLA and Bookrunner for the GBP2.56bn Acquisition Bridge Term Loan Bookrunner for the EUR600m bond issue <i>July – August 2013</i></p> <p style="text-align: right;">OtD</p>		<p>Indonesia: PT Holcim Indonesia EUR72m & USD3m 95% Euler Hermes covered loan for the supply and construction of the second clinker production line, which will double the plant's capacity Joint Arranger and Onshore Disbursement Agent <i>September 2013</i></p> <p style="text-align: right;">OtD</p>
	<p>Abu Dhabi: Shuweihat 2 Refinancing Overall Debt Amount: USD2.29bn Bond Amount: USD825m Joint Lead Manager, Lead Arranger <i>August 2013</i></p> <p style="text-align: right;">OtD</p>		<p>Belgium/Switzerland: Acquisition of Metallum Group by TowerBrook Capital Partners EUR295M Senior Facilities Sole Bookrunner & Mandated Lead Arranger <i>August 2013</i></p>
	<p>USA: Silica USD425m Senior Secured Credit Facility Sole Lead Arranger and Sole Bookrunner <i>July 2013</i></p> <p style="text-align: right;">OtD</p>		<p>Brasil: Petrobras USD1bn Offshore Trade Related Financing to support Petrobras S.A. in its capital investment program Sole Structuring and Lending Bank <i>August 2013</i></p>
	<p>USA: Peabody Energy USD1.65bn Senior Secured Revolving Credit Facility USD1.2bn Senior Secured Term Loan B Join Lead Arranger and Joint Bookrunner <i>September 2013</i></p> <p style="text-align: right;">OtD</p>		<p>Germany: Stiebel Eltron (manufacturers of domestic & system technology) 9 countries cross-regional cash management mandate: Payments/Collections, Cash Pool, e-banking <i>3rd quarter 2013</i></p>



Corporate and Investment Banking Rankings and Awards - 3Q13

- **Advisory and Capital Markets: recognised global franchises**

- #1 All Corporate Bonds in EUR, #1 All Financial bonds in EUR and #2 All bonds in EUR (IFR Thomson Reuters) – 30 September 2013
- #8 All International Bonds all currencies, #10 All International USD Bonds and #2 Dimsum Bonds (Offshore RMB) (IFR Thomson Reuters) – 30 September 2013
- “Best Credit Derivatives House” and “Research House of the Year” (Derivatives Intelligence Global Derivatives Awards 2013)
- “Most Innovative Bank for Equity Derivatives” (The Banker 2013)
- “Best Derivatives House of the Year” (The Asset Asia 2013)
- “Broker of the Year” (Energy Risk Asia 2013)
- #1 M&A in France (announced deals, Thomson Reuters and Dealogic) – 30 September 2013
- #1 Bookrunner EMEA Equity-Linked by number of deals and #3 by value (Dealogic) – 30 September 2013

- **Corporate Banking: confirmed leadership in all the business units**

- #1 Bookrunner and MLA in EMEA Syndicated Loans by volume and number of deals (Thomson Reuters, Dealogic) – 30 September 2013
- #3 Mandated Lead Arranger of Trade Finance Loans (Dealogic) - 30 September 2013
- #4 Cash Management Bank in the World and #3 in Western Europe (Euromoney Cash Management Survey 2013)
- Best Bank for Cash Management in Europe (2013 TMI Awards for Excellence)
- Best Bank for Trade Finance in Europe (2013 TMI Awards for Excellence)



Corporate Centre - 3Q13

€m	3Q13	3Q12	2Q13	9M13	9M12
Revenues	-239	-366	39	-263	-1,019
Operating Expenses and Dep. <i>incl. restructuring and transformation costs</i>	-279	-263	-172	-724	-595
	-145	-66	-74	-374	-235
Gross Operating income	-518	-629	-133	-987	-1,614
Cost of Risk	6	62	18	28	35
Operating Income	-512	-567	-115	-959	-1,579
Share of earnings of associates	33	-15	-22	-54	92
Other non operating items	10	-5	-6	13	1,623
Pre-Tax Income	-469	-587	-143	-1,000	136

● 3Q13 revenues

- Own Credit Adjustment* and Debit Value Adjustment (DVA): -€138m (-€774m in 3Q12)
- Impact of the surplus deposits placed with Central Banks
- Good contribution by BNP Paribas Principal Investments this quarter
- 3Q12 reminder: PPA amortisations (+€579m)

● Operating expenses

- Simple & Efficient transformation costs: -€145m

* Fair value takes into account any changes in value attributable to issuer risk relating to the BNP Paribas Group. For most amounts concerned, fair value is the replacement value of each instrument, which is calculated by discounting the instrument's cash flows using a discount rate corresponding to that of a similar debt instrument that might be issued by the BNP Paribas Group at the closing date.



Group Results

Division Results

Detailed Results

Appendix



Number of Shares, Earnings and Book Value per Share

> Number of Shares and Book Value per Share

<i>in millions</i>	30-Sep-13	31-Dec-12*
Number of Shares (end of period)	1,245	1,242
Number of Shares excluding Treasury Shares (end of period)	1,241	1,239
Average number of Shares outstanding excluding Treasury Shares	1,241	1,215
Book value per share (a)	64.4	63.1
<i>of which net assets non revaluated per share (a)</i>	62.8	60.5

(a) Excluding undated super subordinated notes

> Earnings per Share

<i>in euros</i>	9M13	9M12 *
Net Earnings Per Share (EPS)	3.63	4.83

> Equity

<i>€bn</i>	30-Sep-13	31-Dec-12*
Shareholders' equity Group share, not revaluated (a)	76.5	73.0
Valuation Reserve	2.1	3.2
Return on Equity (b)	7.5%	8.9%
Total Capital Ratio (c)	15.3%	15.6%
Tier 1 Ratio (c)	13.8%	13.6%
Common equity Tier 1 ratio (c)	12.6%	11.8%

(a) Excluding undated super subordinated notes and after estimated distribution

(b) 9M13 annualised ROE, excluding the exceptional result due to the sale of BNP Paribas Egypt and Royal Park Investment's assets and for which the annualisation was not applied to the exceptional result due to Own Credit Adjustment and to Debit Value Adjustment (-€57m)

(c) On Basel 2.5 (CRD3) risk-weighted assets of €550bn as at 30.09.13 and €552bn as at 31.12.12

* Restated following application of the IAS 19 amendment



A Solid Financial Structure

> Doubtful loans/gross outstandings

	30-Sep-13	31-Dec-12
Doubtful loans (a) / Loans (b)	4.6%	4.6%
(a) Doubtful loans to customers and credit institutions excluding repos, netted of guarantees		
(b) Gross outstanding loans to customers and credit institutions excluding repos		

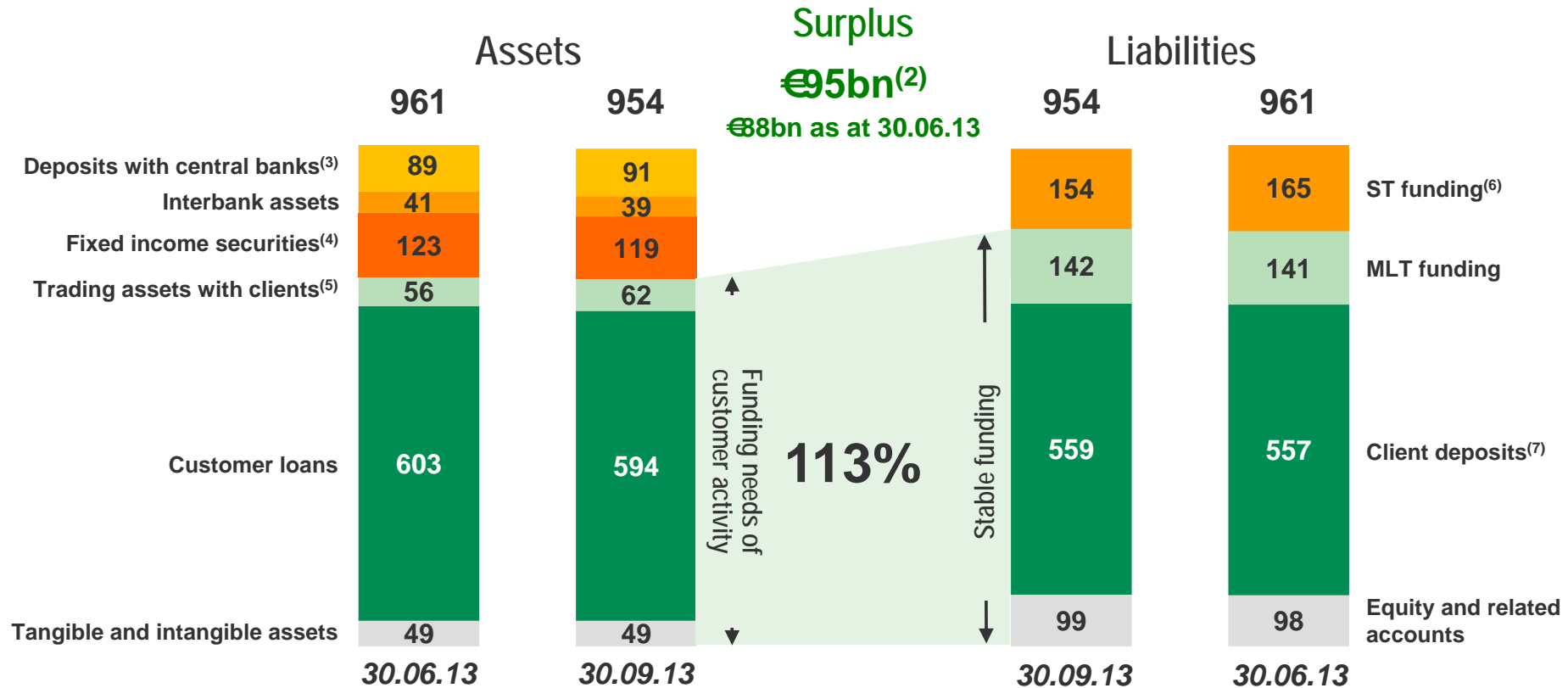
> Coverage ratio

<i>€bn</i>	30-Sep-13	31-Dec-12
Doubtful loans (a)	33.9	33.2
Allowance for loan losses (b)	27.8	27.6
Coverage ratio	82%	83%
(a) Gross doubtful loans, balance sheet and off-balance sheet, netted of guarantees and collaterals		
(b) Specific and on a portfolio basis		



All Currencies Cash Balance Sheet

> Global Cash Balance Sheet⁽¹⁾ (€bn, banking prudential scope)



> Surplus of stable funding increased to €95bn

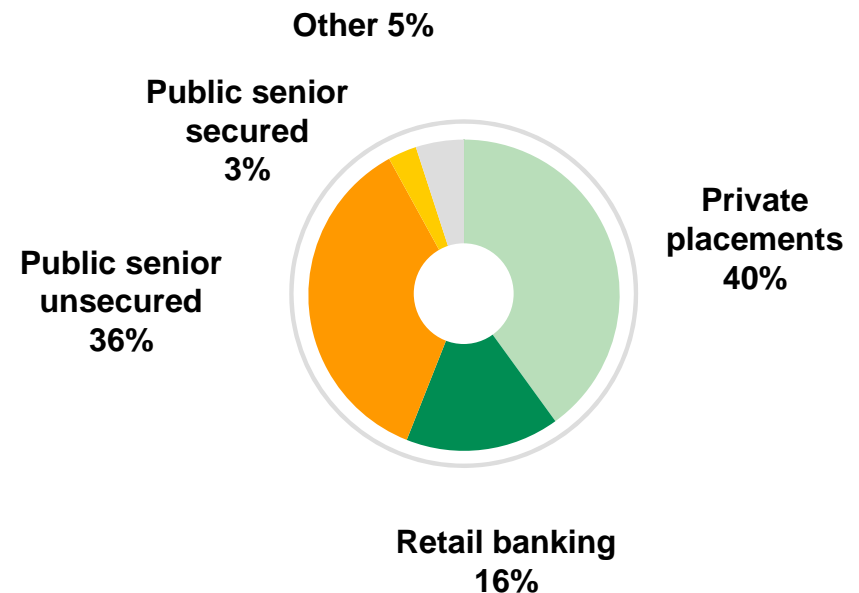
⁽¹⁾ Balance sheet with netted amounts for derivatives, repos, securities lending/borrowing and payables/receivables; ⁽²⁾ o/w USD56bn;
⁽³⁾ Including term deposits at central banks previously included in interbank assets in the cash balance sheet; ⁽⁴⁾ Including HQLA;
⁽⁵⁾ With netted amounts for derivatives, repos and payables/receivables; ⁽⁶⁾ Including LTRO;
⁽⁷⁾ o/w MLT funding placed in the networks: €43bn at 30.09.13 and €45bn at 30.06.13



Medium/Long-Term Funding

- €37bn realised* at mid-October 2013
 - For an initial programme of €30bn
 - Maturity of 5.3 years
 - Mid-swap +72 bp on average

2013 MLT funding structure - €37bn - breakdown by source



2013 MLT funding programme fully completed, at competitive conditions

* Including issues at the end of 2012 on top of the €34bn completed under the 2012 programme



Cost of Risk on Outstandings (1/2)

> Cost of risk *Net provisions/Customer loans (in annualised bp)*

	2010	2011	1Q12	2Q12	3Q12	4Q12	2012	1Q13	2Q13	3Q13
Domestic Markets*										
Loan outstandings as of the beg. of the quarter (€bn)	322.6	337.1	347.6	349.7	352.6	345.6	348.9	344.2	341.7	342.3
Cost of risk (€m)	1,775	1,405	364	381	358	470	1,573	423	465	451
Cost of risk (in annualised bp)	55	42	42	44	41	54	45	49	54	53
FRB*										
Loan outstandings as of the beg. of the quarter (€bn)	137.8	144.9	149.9	152.0	154.0	148.3	151.1	148.0	146.8	146.7
Cost of risk (€m)	482	315	84	85	66	80	315	80	88	90
Cost of risk (in annualised bp)	35	22	22	22	17	22	21	22	24	25
BNL bc*										
Loan outstandings as of the beg. of the quarter (€bn)	76.3	81.1	82.9	82.3	83.1	82.4	82.7	81.5	80.6	79.8
Cost of risk (€m)	817	795	219	230	229	283	961	296	295	287
Cost of risk (in annualised bp)	107	98	106	112	110	137	116	145	146	144
BRB*										
Loan outstandings as of the beg. of the quarter (€bn)	75.6	79.2	84.3	85.8	86.1	85.5	85.4	87.0	87.1	88.8
Cost of risk (€m)	195	137	37	41	28	51	157	21	43	31
Cost of risk (in annualised bp)	26	17	18	19	13	24	18	10	20	14

*With Private Banking at 100%



Cost of Risk on Outstandings (2/2)

> Cost of risk *Net provisions/Customer loans (in annualised bp)*

	2010	2011	1Q12	2Q12	3Q12	4Q12	2012	1Q13	2Q13	3Q13
BancWest										
Loan outstandings as of the beg. of the quarter (€bn)	38.9	37.1	40.4	39.6	42.1	41.9	41.0	41.2	42.4	42.3
Cost of risk (€m)	465	256	46	32	34	33	145	26	12	0
Cost of risk (in annualised bp)	119	69	46	32	32	31	35	25	11	ns
Europe-Mediterranean										
Loan outstandings as of the beg. of the quarter (€bn)	23.7	23.2	24.0	24.3	25.4	25.0	24.7	24.7	25.4	24.6
Cost of risk (€m)	346	268	90	45	66	89	290	71	53	48
Cost of risk (in annualised bp)	146	115	150	74	104	142	117	115	83	78
Personal Finance										
Loan outstandings as of the beg. of the quarter (€bn)	84.5	89.5	90.5	90.0	89.8	88.8	89.8	88.1	87.0	86.1
Cost of risk (€m)	1,913	1,639	327	374	364	432	1,497	377	378	339
Cost of risk (in annualised bp)	226	183	145	166	162	195	167	171	174	158
CIB - Corporate Banking										
Loan outstandings as of the beg. of the quarter (€bn)	160.0	153.2	137.7	123.9	116.4	106.8	121.2	102.8	103.2	98.6
Cost of risk (€m)	48	96	115	-75	173	219	432	66	123	77
Cost of risk (in annualised bp)	3	6	33	-24	59	82	36	26	48	31
Group*										
Loan outstandings as of the beg. of the quarter (€bn)	665.4	690.9	692.4	682.4	683.2	661.6	679.9	654.9	654.8	644.4
Cost of risk (€m)	4,802	6,797	945	853	944	1,199	3,941	978	1,109	892
Cost of risk (in annualised bp)	72	98	55	50	55	72	58	60	68	55

*Including cost of risk of market activities, Investment Solutions and Corporate Centre

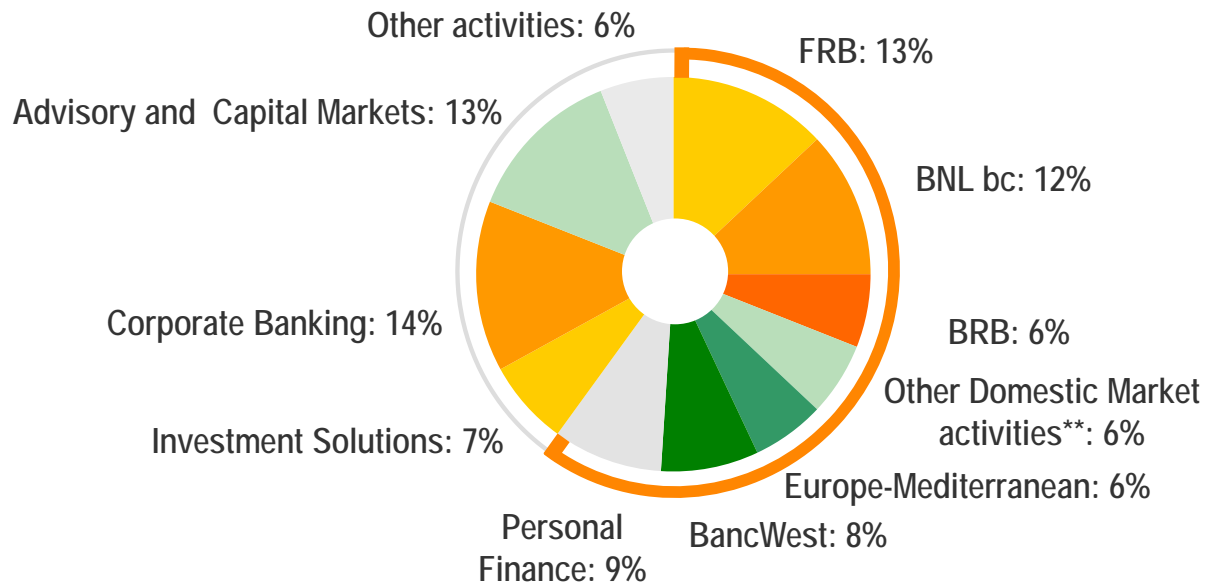
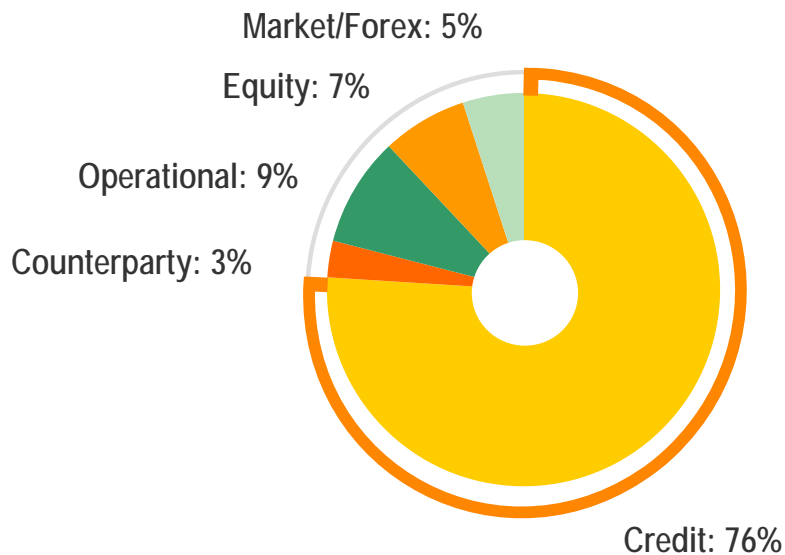


Basel 2.5* Risk-Weighted Assets

- Basel 2.5* risk-weighted assets: €550bn (-€13bn vs. 30.06.13)
 - Decrease in risk-weighted assets due to the foreign exchange effect related to credit risk and to the decrease of market activity related risks

➤ **Basel 2.5* risk-weighted assets by type of risk as at 30.09.2013**

➤ **Basel 2.5* risk-weighted assets by business as at 30.09.2013**



➤ **Retail Banking: 60%**

* CRD3; ** Including Luxembourg

