



Selected exposures as at 31 December 2012

Based on recommendations
of the Financial Stability Board



Disclaimer

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 31 December 2012
in €bn

	Amount of securitised assets	Amount of notes	Securitised positions held	
			First losses	Others
Personal Finance	6.0	5.9	0.2	1.9
o/w Residential loans	4.6	4.6	0.2	1.6
o/w Consumer loans	1.1	1.1	0.0	0.2
o/w Lease receivables	0.3	0.2	0.0	0.1
BNL	2.2	2.1	0.1	0.2
o/w Residential loans	2.2	2.1	0.1	0.2
o/w Consumer loans	-	-	-	-
o/w Lease receivables	-	-	-	-
o/w Public sector	-	-	-	-
Total	8.2	8.0	0.3	2.1

- Loans refinanced through securitisation: €8.2bn (+€0.1bn vs. 31.12.11)
 - AutoNoria: securitisation of Personal Finance's auto loans in November 2012 (+€0.6bn issued)
 - Master Domos: repayment in November 2012 (-€0.4bn)
- Securitised positions held (other than first losses): €2.1bn
- SPVs consolidated in BNP Paribas' balance sheet since IFRS' first time application (2005)
 - BNP Paribas is retaining the majority of risks and returns



Sensitive Loan Portfolio

Personal Loans

Personal loans as at 31 December 2012, in €bn

	Gross outstanding					Allowances		Net exposure
	Consumer	First Mortgage		Home Equity Loans	Total	Portfolio	Specific	
		Full Doc	Alt A					
US	9.8	6.8	0.2	2.6	19.4	- 0.3	- 0.1	19.1
Super Prime <i>FICO* > 730</i>	7.5	4.3	0.1	1.8	13.7			13.7
Prime <i>600 < FICO* < 730</i>	2.3	2.1	0.1	0.8	5.3			5.3
Subprime <i>FICO* < 600</i>	0.1	0.3	0.0	0.0	0.4			0.4
UK	0.9	0.4	-	-	1.3	- 0.0	- 0.1	1.2
Spain	3.9	5.8	-	-	9.7	- 0.2	- 1.1	8.4

- Good quality of US portfolio
 - Net exposure stable vs. 31.12.11
 - Good quality of the consumer loan portfolio
- 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 31 December 2012, in €bn	Gross exposure					Allowances		Net exposure
	Home Builders	Non residential developers	Property companies	Others (1)	Total	Portfolio	Specific	
US	0.4	0.4	0.2	4.8	5.7	- 0.0	- 0.0	5.7
BancWest	0.4	0.3	-	4.8	5.5	- 0.0	- 0.0	5.5
CIB	-	0.1	0.2	-	0.2	-	-	0.2
UK	0.1	0.3	0.9	0.5	1.7	- 0.0	- 0.3	1.4
Spain	-	0.0	0.2	0.7	0.9	- 0.0	- 0.0	0.8

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

- US: diversified and granular exposure
 - Net exposure stable (+€0.1bn vs. 31.12.11)
 - 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 €0.5bn vs. 31.12.2011
- Limited and decreasing exposure to commercial real estate risk in Spain
 - Others: good quality of the commercial mortgage loan portfolio



Real-Estate Related ABS and CDOs Exposure

- Portfolio which now includes the Former BNP Paribas “IN” portfolio for its real-estate related part (€1.8bn as at 31.12.12; €2.9bn as at 31.12.11)
 - Early termination of the secondary loss guarantee provided by the Belgian State
- Banking book
 - Strong reduction in the ABS portfolio due to sales and amortisation
 - Large reduction of the Dutch RMBS portfolio (AAA-rated) due to bonds buy-back at their call date
- 59% AA-rated⁽¹⁾ or more
- Booked at amortised cost
 - With the appropriate allowances in case of permanent impairment

	31.12.2011	31.12.2012		
	Net exposure	Gross exposure *	Allowances	Net exposure
<i>Net exposure in €bn</i>				
TOTAL RMBS	12.1	7.0	- 0.1	6.8
US	0.4	0.1	- 0.0	0.0
Subprime	0.0	0.0	- 0.0	0.0
Mid-prime	0.0	0.0	-	0.0
Alt-A	0.1	-	-	-
Prime **	0.2	0.0	- 0.0	0.0
UK	1.3	1.1	- 0.0	1.0
Conforming	0.2	0.1	-	0.1
Non conforming	1.1	0.9	- 0.0	0.9
Spain	1.1	0.9	- 0.0	0.9
The Netherlands	8.3	4.2	- 0.0	4.2
Other countries	1.0	0.7	- 0.1	0.7
TOTAL CMBS	2.5	1.9	- 0.0	1.8
US	1.1	0.9	- 0.0	0.9
Non US	1.4	1.0	- 0.0	0.9
TOTAL CDOs (cash and synthetic)	1.1	1.0	- 0.0	1.0
RMBS	0.6	0.7	- 0.0	0.6
US	0.1	0.1	-	0.1
Non US	0.5	0.5	- 0.0	0.5
CMBS	0.4	0.3	- 0.0	0.3
CDO of TRUPs	0.0	0.0	-	0.0
Total	15.6	9.8	- 0.2	9.6
o/w Trading Book	0.2	-	-	0.3
TOTAL Subprime, Alt-A, US CMBS and related CDOs	1.2	0.9	- 0.0	0.9

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

(1) Based on the lowest S&P, Moody's & Fitch rating



Monoline Counterparty Exposure

- Gross counterparty exposure: €0.33bn (-€0.85bn vs. 31.12.11)
 - No more exposure to CDOs of US RMBS subprime due to commutations in the second half of 2012

<i>In €bn</i>	31.12.2011		31.12.2012	
	Notional	Gross counterparty exposure	Notional	Gross counterparty exposure
CDOs of US RMBS subprime	0.70	0.60	0.00	0.00
CDOs of european RMBS	0.26	0.04	0.24	0.02
CDOs of CMBS	0.71	0.22	0.67	0.19
CDOs of corporate bonds	6.40	0.16	4.40	0.04
CLOs	4.96	0.16	4.58	0.07
Non credit related	n.s	0.00	n.s	0.00
Total gross counterparty exposure	n.s	1.18	n.s	0.33

- Net exposure: €0.03bn (-€0.07bn vs. 31.12.11)

<i>In €bn</i>	31.12.2011	31.12.2012
Total gross counterparty exposure	1.18	0.33
Credit derivatives bought from banks or other collateralized third parties	-0.24	-0.14
Total unhedged gross counterparty exposure	0.93	0.19
Credit adjustments and allowances	-0.83	-0.17
Net counterparty exposure	0.10	0.03



Exposure to Programme Countries as at 31.12.12

> Greek exposure

<i>€bn</i>	Total ^(a)	o/w sovereign debt	o/w corporates	o/w others ^(b)
Exposure netted of guarantees, collaterals and provisions	1.0	0.0	0.7	0.4

(a) Excluding exposure to companies with Greek related interests (e.g.: shipping), not dependent on the economic situation of the country (€1.6bn)

(b) o/w Personal Finance, Arval, Leasing Solutions, Wealth Management

> Irish exposure

<i>€bn</i>	Total ^(a)	o/w sovereign debt	o/w corporates	o/w others ^(b)
Exposure netted of guarantees, collaterals and provisions	2.1	0.2	1.6	0.3

(a) Excluding exposure to companies with Irish related interests, not dependent on the economic situation of the country (€0.1bn)

and excluding exposure to companies incorporated under Irish law, not dependent on the economic situation of the country

(b) o/w Retail Banking, Wealth Management

> Portuguese exposure

<i>€bn</i>	Total ^(a)	o/w sovereign debt	o/w corporates	o/w others ^(b)
Exposure netted of guarantees, collaterals and provisions	5.7	0.6	2.2	2.8

(a) Excluding exposure to companies with Portuguese related interests, not dependent on the economic situation of the country (€0.6bn)

(b) o/w Personal Finance, Arval, Leasing Solutions, Wealth Management

