Swiftly delivering on adaptation
Well positioned for growth

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Chief Executive Officer

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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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Overview

A solid bank swiftly delivering on its adaptation plan while maintaining best in class risk management and profitability

A diversified business model strongly rooted in retail banking

A client driven CIB model and a diversified Investment Solutions well positioned for upcoming growth opportunities
Delivering on the Adaptation Plan

Strong Retail Banking Roots

Resilient CIB and Investment Solutions Franchises
Positioning for Upcoming Growth Opportunities

Conclusion
## Adaptation Plan: Reminder

### Target (by year end 2012)

- Reduce USD funding needs by -$65bn
- +100 bp of additional Common Equity Tier 1 to reach a 9% fully loaded Basel 3 CET1 ratio

### Status

- Fully achieved by April 2012
- ST borrowing from US MMF brought down to $9bn (as at 30 August 2012)
- Virtually achieved
  - +90 bp as at 30 June 2012
  - 8.9% fully loaded Basel 3 CET1 ratio as at 30 June 2012

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**Swiftly addressed new challenges through proactive management**
Adaptation Plan: Ample Liquidity and Funding (1/3)

Global Cash Balance Sheet\(^{(1)}\) (€bn, banking prudential scope)

<table>
<thead>
<tr>
<th>Assets</th>
<th>Liabilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deposits with central banks</td>
<td>ST funding (including LTRO)</td>
</tr>
<tr>
<td>Interbank assets</td>
<td></td>
</tr>
<tr>
<td>Fixed income securities(^{(2)})</td>
<td>MLT funding</td>
</tr>
<tr>
<td>Trading assets with clients(^{(3)})</td>
<td>Client deposits(^{(4)})</td>
</tr>
<tr>
<td>Tangibles and intangible assets</td>
<td>Equity and related accounts</td>
</tr>
<tr>
<td>Customer loans</td>
<td></td>
</tr>
</tbody>
</table>

30.06.12

€52bn surplus of stable funding of which $38bn

\(^{(1)}\) Balance sheet with netted amounts for derivatives, repos, securities lending/borrowing and payables/receivables;
\(^{(2)}\) Including HQLA; \(^{(3)}\) With netted amounts for derivatives, repos and payables/receivables; \(^{(4)}\) o/w €48bn of MLT funding placed in the networks.
Liquidity and eligible asset reserve immediately available: €200bn*

- Amounting to close to 100% of short-term wholesale funding
- Of which Fed deposits: $29bn

### Global liquidity buffer as at 30.06.12

<table>
<thead>
<tr>
<th>€bn</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Encumbered assets (Repo, monetary policy, clearing systems)</td>
<td>71</td>
</tr>
<tr>
<td>Deposits with Central Banks</td>
<td>92</td>
</tr>
<tr>
<td>Unencumbered assets eligible to central banks*</td>
<td>108</td>
</tr>
</tbody>
</table>

*After haircuts
Adaptation Plan: Ample Liquidity and Funding (3/3)

- 2012 MLT programme: €20bn
- €30bn completed* at mid-September 2012
  - Average maturity: 5.6 years
  - At mid-swap +110bp on average
- Including €1bn Senior unsecured issuance on 16 August 2012
  - Maturity: 7 years
  - At mid-swap +108bp
- Including $1.25bn Senior unsecured issuance on 7 September 2012
  - Maturity: 5 years
  - At Treasuries +178bp

2012 MLT funding programme already exceeded by 50%

*Including issues at the end of 2011 on top of the €43bn completed under the 2011 programme
Adaptation Plan: Strong Solvency

9% Basel 3 (fully loaded) ratio target virtually achieved

* CRD 3; ** CRD 4, as expected by BNP Paribas
### Solvency Ratios: Moving to Basel 3

#### Benchmarking of published CET1 ratio Basel 3 (fully loaded/phased-in)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>BNP Paribas</td>
<td>8.9%</td>
<td>&gt;9%</td>
</tr>
<tr>
<td>Deutsche Bank Commerzbank</td>
<td>7.2%</td>
<td>7.7%</td>
</tr>
<tr>
<td>Intesa Sp Unicredit</td>
<td>&gt;9%</td>
<td>&gt;9%</td>
</tr>
<tr>
<td>Credit Suisse UBS</td>
<td>8.6%</td>
<td>&gt;9%</td>
</tr>
<tr>
<td>HSBC Barclays</td>
<td>n.a (3)</td>
<td>8.6%</td>
</tr>
<tr>
<td>US Banks</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wells Fargo</td>
<td>7.8%</td>
<td>8.8%</td>
</tr>
<tr>
<td>Bank of America</td>
<td>8.1%</td>
<td></td>
</tr>
<tr>
<td>JP Morgan</td>
<td>7.9%</td>
<td></td>
</tr>
<tr>
<td>Citigroup</td>
<td>7.9%</td>
<td></td>
</tr>
</tbody>
</table>

(1) According to CRD4; (2) End 2Q12 adjusted for July 2012 capital measures; (3) Published 9.2% is “phased-in” ratio, i.e. taken into account the phasing on Basel 3 capital impact; (4) According to the Federal Reserve’s recent Notice of Proposed Rulemaking (NPR); for JPM, excluding the -50bp amendment required by OCC and Fed, post 2Q12 results publication

One of the best capitalised banks in the new world
While Ensuring Profit Generation

1H12 net income attributable to equity holders*

- JPM: €7,103
- WF: €6,500
- HSBC: €6,311
- BNPP: €4,715
- Citi: €4,532
- GS: €2,305
- DB: €2,031
- BoA: €1,885
- SAN: €1,704
- BBVA: €1,510
- ISP: €1,274
- SG: €1,165
- UCI: €1,083
- UBS: €1,038
- CS: €693
- CASA: €363
- MS: €349
- BARC: €98

Strong profit-generation capacity

* Source: banks; **Average quarterly exchange rates
Strong Profitability: 1H12 ROE Benchmark

Among the best ROEs

Source: banks; *1H12 annualised ROE, excluding exceptional result due to the sale of Klepierre, and for which the annualisation has been restated for own debt revaluation.
A Solid Bank: Proven Risk Management Track Record (1/3)

Cost of risk/Gross operating income 2007-1H12*

* Source: banks; UBS not included due to negative cumulated GOI over the period

Stringent risk policy with proven effectiveness

* Source: banks; UBS not included due to negative cumulated GOI over the period
A Solid Bank: Proven Risk Management Track Record (2/3)

- Low Value at Risk: <€50m on average 2010-2Q12
  - No day of losses > VaR in 2011-2Q12 despite some extremely high levels of volatility
  - Only 10 days of losses > VaR since 2007, validating the theoretical approach
- Market risk diversified across various asset classes and representing one of the lowest percentage of total RWAs amongst comparable banks

Cautious and successful management of market risks

* Including BNP Paribas Fortis integrated as of 01.07.2011 (BNP Paribas Fortis: average VaR €3.7m in 4Q11); ** Banks (31.12.11)
A Solid Bank: Proven Risk Management Track Record (3/3)

10-year Backtesting
(Corporate portfolio*)

- Target PD/Actual DR (10y average)
- GRR ex post/GRR ex ante (10y average)

1.9x
1.1x
1x

Validating threshold

Validation of the internal model

Correlation between CoR and RWA
(2007-1H12)**

PD: Probability of Default
DR: Default Rate
GRR: Global Recovery Rate

Cumulated Cost of Risk (2007–1H12)/Average Assets (2007-1H12)

R²=0.86

* CIB and French Retail Banking; ** Diversified European Banks and JPM, WF and BoA for the US
A Solid Bank: Unchanged Well Balanced Business Mix in the New World

Business mix
1H12* Revenues

Investment Solutions 15%

CIB 26%

Retail Banking** 59%

Allocated equity*
(Basel 3*** as at 30.06.2012)

Investment Solutions 14%

CIB 32%

Retail Banking** 54%

A strong foothold in retail banking (~1/2), sizeable CIB (~1/3) and asset gathering activities (~1/6)

* Operating divisions ; ** Including 2/3 of Private Banking for FRB (including PEL/CEL effects), BNL bc and BeLux RB; *** CRD4, as expected by BNP Paribas
A Solid Bank: Consistent Group Performance

Good resilience through the crises

* Including 100% of Private Banking in France (excluding PEL/CEL effects), Italy and Belgium as well as Luxembourg as of 1H12; as published in February 2012 for 2011; ** Attributable to equity holders
Delivering on the Adaptation Plan

**Strong Retail Banking Roots**

Resilient CIB and Investment Solutions Franchises
Positioning for Upcoming Growth Opportunities

Conclusion
Retail Banking  
1H12 Overview

- Pre-tax income*: €3.4bn (+2.7% vs. 1H11)
  - Domestic Markets: stability at a high level
  - Growth in BancWest and Europe-Mediterranean

- Business activity
  - Continued volume growth notably in deposits
  - Stable revenues at a significant level despite lower financial fees

- Cost/Income ratio: 59.7% in 1H12
  - Continuing improvement in Domestic markets
  - Ongoing investments in BancWest and Turkey

- Cost of risk: moderate in most business units (see next slide)
  - Increase in BNL bc in 1H12 as a result of the economic environment
  - Improvement in BancWest and Personal Finance; stability in France and Belgium at a low level

* Including 2/3 of Private Banking of the domestic markets in France (excluding PEL/CEL effects), Italy, Belgium and Luxembourg
Retail Banking
Cost of Risk

Net provisions/Customer loans (in annualised bp)

FRB

<table>
<thead>
<tr>
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BNL bc

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<th>2009</th>
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<td>1Q12</td>
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</tr>
<tr>
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BRB

<table>
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<th>2009</th>
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<tr>
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<td>18</td>
<td>18</td>
</tr>
<tr>
<td>4Q11</td>
<td>19</td>
<td>19</td>
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</tr>
<tr>
<td>1Q12</td>
<td>19</td>
<td>19</td>
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</tr>
<tr>
<td>2Q12</td>
<td>19</td>
<td>19</td>
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</table>

Europe-Mediterranean

<table>
<thead>
<tr>
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<th>2010</th>
<th>2009</th>
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</thead>
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<td>2Q12</td>
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</table>

BancWest

<table>
<thead>
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<th>2009</th>
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</thead>
<tbody>
<tr>
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<td>69</td>
<td>119</td>
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<tr>
<td>2Q11</td>
<td>69</td>
<td>119</td>
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</tr>
<tr>
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<td>71</td>
<td>78</td>
<td>310</td>
</tr>
<tr>
<td>4Q11</td>
<td>58</td>
<td>78</td>
<td>310</td>
</tr>
<tr>
<td>1Q12</td>
<td>46</td>
<td>58</td>
<td>310</td>
</tr>
<tr>
<td>2Q12</td>
<td>32</td>
<td>46</td>
<td>310</td>
</tr>
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</table>

Personal Finance

<table>
<thead>
<tr>
<th>Year</th>
<th>2011</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q11</td>
<td>183</td>
<td>183</td>
<td>196</td>
</tr>
<tr>
<td>2Q11</td>
<td>183</td>
<td>183</td>
<td>196</td>
</tr>
<tr>
<td>3Q11</td>
<td>172</td>
<td>172</td>
<td>172</td>
</tr>
<tr>
<td>4Q11</td>
<td>183</td>
<td>183</td>
<td>183</td>
</tr>
<tr>
<td>1Q12</td>
<td>145</td>
<td>145</td>
<td>145</td>
</tr>
<tr>
<td>2Q12</td>
<td>166</td>
<td>166</td>
<td>166</td>
</tr>
</tbody>
</table>
Retail Banking
Strong Presence in Wealthy Domestic Markets

4,200 branches
~10% market share
(on a population of 135m inhabitants)

4 domestic networks*

- **BNP Paribas Fortis**
  - 980 branches
  - 3.7m clients

- **BGL BNP Paribas**
  - 38 branches
  - 0.3m clients

- **French Retail Banking**
  - 2,250 branches
  - 7.4m clients

- **BNL bc**
  - 890 branches
  - 2.7m clients

Public and households debt (2011)**

<table>
<thead>
<tr>
<th>Country</th>
<th>% GDP</th>
<th>% Public</th>
<th>% Households</th>
</tr>
</thead>
<tbody>
<tr>
<td>France</td>
<td>55</td>
<td>86</td>
<td>60</td>
</tr>
<tr>
<td>Germany</td>
<td>98</td>
<td>81</td>
<td>60</td>
</tr>
<tr>
<td>Belgium</td>
<td>88</td>
<td>60</td>
<td>28</td>
</tr>
<tr>
<td>Eurozone</td>
<td>120</td>
<td>102</td>
<td>18</td>
</tr>
<tr>
<td>Italy</td>
<td>45</td>
<td>86</td>
<td>14</td>
</tr>
<tr>
<td>UK</td>
<td>188</td>
<td>101</td>
<td>87</td>
</tr>
<tr>
<td>USA</td>
<td>214</td>
<td>113</td>
<td>101</td>
</tr>
</tbody>
</table>

Gross households savings rate***

<table>
<thead>
<tr>
<th>Country</th>
<th>% GDP</th>
<th>% Public</th>
<th>% Households</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>15.7%</td>
<td>9.0%</td>
<td>6.8%</td>
</tr>
<tr>
<td>France</td>
<td>16.7%</td>
<td>9.0%</td>
<td>6.8%</td>
</tr>
<tr>
<td>Belgium</td>
<td>14.4%</td>
<td>9.0%</td>
<td>6.8%</td>
</tr>
<tr>
<td>Eurozone</td>
<td>13.3%</td>
<td>9.0%</td>
<td>6.8%</td>
</tr>
<tr>
<td>Italy</td>
<td>12.0%</td>
<td>9.0%</td>
<td>6.8%</td>
</tr>
<tr>
<td>UK</td>
<td>9.0%</td>
<td>6.8%</td>
<td>6.8%</td>
</tr>
<tr>
<td>USA</td>
<td>6.8%</td>
<td>6.8%</td>
<td>6.8%</td>
</tr>
</tbody>
</table>

* As at 31.12.2011; ** Source: Eurostat and FED for US, 4Q11 BdF data for households debt in France, Italy and Germany; *** As at 31.12.2011, Source: Ameco (May 2012)

Strong retail networks serving over 14 millions clients

BNP PARIBAS | The bank for a changing world

Bank of America / Merrill Lynch - September 2012  21
Retail Banking
Cost/Income Optimisation in Domestic Markets

Continued improving operating efficiency in the four domestic markets

* At constant scope and exchange rates – including 100% of Private Banking, excluding PEL/CEL effects
Retail Banking
Focus on BancWest

- Dynamic business activity in a gradually improving environment in 1H12
  - Deposits: +10.1%* vs. 1H11
  - Loans: +2.6%* vs 1H11, decrease in mortgages, rebound in corporate loans (+12.5%*)

- Expanded customer relation set-up
  - Business investments in the SME and Corporate segments
  - New Private Banking offer deployed in 2011 and 2012
  - Broadening mobile banking offer

- Significant increase in Group contribution
  - Despite higher costs due to regulatory changes
  - Benefiting from continued decrease in the cost of risk since its 2009 peak

**Strong rebound in the contribution to Group’s results**

* At constant exchange rates
A dynamic and attractive market

- Sizeable population: 76m inhabitants
- Strong economic growth fuelling banking volumes
- Low banking penetration rate yet

Merger of TEB & Fortis Bank Turkey completed, leading to a #9 ranking in Turkey***
- Improvement of the network efficiency; 528 branches as at 30 June 2012
- Roll-out of the integrated model

Contribution** to Retail results in 1H12
- Revenues: €328m (+22.6% vs. 1H11)
- Cost Income ratio: 68% in 2Q12 (-21pp vs. 2Q11)
- Pre-tax income: €73m (+89.1% vs. 1H11)

GDP annual growth*

- 2011: 8.5%
- 2012e: 3.3%
- 2013e: 4.6%

* Source: Eurostat June 2012; ** 70% consolidated; *** Loans & deposits outstandings as disclosed by companies as at 31.12.11

A dynamic and attractive market
Delivering on the Adaptation Plan

Strong Retail Banking Roots

Resilient CIB and Investment Solutions Franchises
Positioning for Upcoming Growth Opportunities

Conclusion
Corporate & Investment Banking
A Strong Client Franchise

- Providing solutions to 15,000 clients across more than 50 countries
  - A well balanced portfolio between Corporates and Financial Institutions & Investors
  - An extensive and diversified franchise across geographies
  - Commercial set-up articulated with Domestic Markets

### Client revenues by type (1H12)
- Corporates 58%
- Banks 21%
- Asset Managers 11%
- Insurance 5%
- Sovereign and Supra-nationals 5%

### Client revenues by geography (1H12)
- Americas 21%
- Asia 15%
- Other Western Europe 31%
- Rest of the World 16%
- Domestic countries 17%

A strong franchise driven by client activity
Corporate & Investment Banking
1H12 Results

- Resilient revenues in a challenging context: €5.4bn (-16.7% vs. 1H11)
  - Advisory and Capital Markets: cautious risks management and low volumes due to market crisis in Q2
  - Corporate Banking held up well, in line with the adaptation plan

- Cost income ratio at best level in the industry
  - Operating expenses: -4.3% vs. 1H11
  - -10.5% at constant scope and exchange rates and excluding the cost of the adaptation plan

- Pre-tax income: €2bn (-34.8% vs. 1H11)
  - Among best pre-tax ROE compared to peers
  - Low cost of risk

Resilient results in a challenging environment

CIB Cost income ratio* 1H12

CIB Pre-tax ROE* 1H12

* Excluding DVA when disclosed
Corporate & Investment Banking
Advisory & Capital Markets

- Revenues 1H12: €3.5bn (-16.6% vs. 1H11) in a context of market crisis in 2Q12
  - Cautious management of market risks
  - Weak demand of clients and limited volumes

- Equity
  - A client driven model: more than 3,250 clients and 1,000 retail distributors
  - Top 3 worldwide equity derivatives franchise*
  - A wide range of products tailored to client needs (e.g. structured equity, prime brokerage, flow business, equity linked)

- Fixed Income
  - Leading franchises: #1 “All bonds in euros”**, Top 10 “All international bonds in USD”***
  - Strong and growing distribution platform in Europe and in the US

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A strong platform serving issuers and investors

* By revenues – Source: bank disclosure and BNP Paribas estimates; ** Source: Thomson Reuters H1 2012; *** Source Dealogic H1 2012
Corporate & Investment Banking
Corporate Banking

- Revenues 1H12: €1.9bn (-16.8% vs. 1H11)
  - Evolution in line with the deleveraging plan
  - Strong positions in origination: #1 bookrunner for syndicated financing in Europe (EMEA) by number and #4 by volume*

- A new approach to the business to better serve our clients and tend towards self-funding

- Ambition is three-fold
  - Strengthen relationships with Corporate and Institutional clients
  - Provide a comprehensive corporate banking offer from transaction banking to financing solutions, as well as IB products
  - Enhance regional dimension to reinforce client proximity at regional/local level and optimise resource management

A key strength in the new business environment

- ~11,000 corporates and institutionals
- +4,500 additional mid-caps from retail banking (cross-selling)
- Global footprint: over 60 entities in over 40 countries

Clients
- Transaction Banking products: Deposits, Cash Management, Trade
- Financing solutions: Plain Vanilla Loans, Specialised Financing
- Cross-selling of the full range of IB products (Advisory & CM)

Products
- Roll-out of the Originate to Distribute approach
- Optimisation of resources and set-up
- Regional approach: organization, commercial strategy and resources

Resources

* Dealogic 1st semester 2012 ** Euromoney Nov. 2011
Corporate & Investment Banking
Focus on Cash Management and Deposits

- Proactive development of cash management
  - A broad worldwide network combining CIB and Retail banking offering
  - Europe: leveraging on “One bank for corporate” launched in 2010
  - Asia: benefit from platform upgrade investments (€50m over the past 2 years) and full banking licence in 12 markets
  - #1 position in Eurozone* and #5 on a worldwide basis in 2011**

- Creation of a “Corporate deposit line”
  - Proactive marketing approach with a dedicated team of specialists
  - Innovative products adapted to clients needs and local regulation (e.g. progressive rates, call, evergreen structures)
  - Global set-up to reach all clients across geographies and business lines

Accelerated effort on deposit gathering and Cash Management

* Greenwich 2012 ** Euromoney Nov. 2011
Corporate & Investment Banking
Focus on North America

- A sizeable regional platform for CIB:
  - ~3,000 professionals
  - More than 2,000 clients covered
  - 9 locations in the USA and Canada

- A strong and diversified CIB franchise
  - Equities & Advisory: a recognized leadership in derivatives
  - Fixed income: #11 bookrunner of USD domestic bonds*
  - Corporate banking: #11 bookrunner of US syndicated loans**
  - A comprehensive distribution platform with product sale teams and a dedicated investor coverage

- North America: second market for the Group by commitments including BancWest

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A significant presence in a strategic market

*Source: Bloomberg 2Q12; **Thomson Reuters 2Q12; ***Total gross commitments, on and off B/S unweighted, as at 30 June 2012

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1H12 CIB North America’s revenues - Breakdown by business line

- Corporate Banking: 38%
- FICC: 45%
- Equities & Advisory: 17%

Credit commitments: key regions***

- France: 29%
- North America: 13%
- Belgium: 13%
- Italy: 11%

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*Source: Bloomberg 2Q12; **Thomson Reuters 2Q12; ***Total gross commitments, on and off B/S unweighted, as at 30 June 2012
Investment Solutions
Profitable and Diversified Franchises

- Resilient business model
  - Integrated model with excellent complementary fit between businesses
  - €873bn assets under management as at 30 June 2012

- Strong net asset inflows in the first half of the year (+€8.5bn)
  - Across all businesses bar Asset Management due to limited client risk appetite

- Pre-tax income: €1.0bn in 1H12
  - Pre-tax ROE: 25%

Integrated model generating strong profitability
Investment Solutions
Focus on Securities Services and Insurance

- A recognised leading player
  - Undisputed #1 in Europe with unique access to fragmented exchanges
  - Hedge Fund Administration Services “Top Rated” and “Best in Class” in North America*
  - Best rated custodian in the world
- A growing and profitable business with low capital consumption and high potential liquidity contribution
  - Assets under custody: €5,029bn (+4.7% vs. 1H11)
  - Assets under administration: €938bn (+9.4% vs. 1H11)

**Major global players in their respective business**

- A significant contributor to the Group’s profitability
  - Becoming global: presence in 39 countries
  - Revenue growth driven by increasing managed assets (+5.4% vs. 1H11) and protection insurance (double digit growth)
- Continuing to invest in business development
  - Ambitioning to double Asian contribution over the next 5 years
  - Further developing joint ventures with top tier local partners

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* Source: 2012 Global Custodian Survey
An extensive client franchise to capture fast growth in Asia

One of the top 5 international banks

Operating platform in 14 markets with full transaction banking licence in 12

Employing over 13,500 people

Corporate and Investment Banking
- Corporate Finance
- Global Equities & Commodity Derivatives
- Fixed Income
- Asset Liability Management & Treasury
- Structured Finance

Investment Solutions
- Wealth Management
- Investment Partners
- Securities Services
- Real Estate
- Cardiff

Retail Banking
- Retail presence

Focus on Asia-Pacific: Building on Historical Presence

Corporate Finance
- Japan
- Vietnam
- China
- South Korea
- Malaysia
- Australia
- Taiwan
- Thailand
- Hong Kong
- Indonesia
- Philippines
- Singapore
- New Zealand
- Indonesia
- Philippines
- Thailand
- Malaysia
- Vietnam
- Hong Kong
- Singapore
- India
- Japan
- China
- South Korea
- Malaysia
- Australia
- Taiwan
- Thailand
- Indonesia
- Philippines
- Singapore
- New Zealand

Corporate Finance
- Japan
- Vietnam
- China
- South Korea
- Malaysia
- Australia
- Taiwan
- Thailand
- Hong Kong
- Indonesia
- Philippines
- Singapore
- New Zealand
- Indonesia
- Philippines
- Thailand
- Malaysia
- Vietnam
- Hong Kong
- Singapore
- India
- Japan
- China
- South Korea
- Malaysia
- Australia
- Taiwan
- Thailand
- Indonesia
- Philippines
- Singapore
- New Zealand

One of the top 5 international banks

Operating platform in 14 markets with full transaction banking licence in 12

Employing over 13,500 people

An extensive client franchise to capture fast growth in Asia
CIB & Investment Solutions
Focus on Asia-Pacific: Continuing Development

- Building on BNP Paribas’ long-established platform
  - Sustainable and profitable business set-up

- Well positioned to seize growth opportunities and build market share
  - Seizing current European clients’ expansion needs and attracting growing Asian clients’ needs in Europe
  - Continuing to invest in IT to improve operational efficiency

- Continuous development of Trade Finance in Asia
  - 25 trade centers with 3 recent openings in India and China, over 40 Trade Experts (vs. 30 in 2011)
  - Trade Finance exposure on corporates increased by 35% in Asia from December 2010 to June 2012

- Fostering cross selling opportunities and increasing co-operation between CIB and Investment Solutions
  - e.g. Corporate Finance and Wealth Management, Capital Market and Securities Services

- BNP Paribas tops AsiaRisk interdealer rankings
  - #1 FX Derivatives Dealer and #1 Interest Rate Derivatives Dealer
  - #2 Credit Derivatives Dealer and #2 Equity Derivatives Dealer


**BNP Paribas remains in expansion mode in Asia-Pacific**
Delivering on the Adaptation Plan

Strong Retail Banking Roots

Resilient CIB and Investment Solutions Franchises Positioning for Upcoming Growth Opportunities

Conclusion
Continued to grow the net book value per share throughout the crisis times

* Not revaluated
Conclusion

○ An adaptation plan virtually completed and one of the highest solvency ratios in the new world

○ Good performances in a challenging economic and market environment

○ A solid bank actively financing the economy and supporting its customers across all business areas
Appendix
**Corporate & Investment Banking**

**Focus on Originate to Distribute**

- Provide clients with new credit solutions, by combining the expertise and competitive edge of Specialised Financing/Industries with Fixed Income

### Financing Solutions

| Short term | Trade | #2<sup>1</sup> | Top 10<sup>1</sup> |
| Media Telco | #1 EMEA<sup>1</sup> |
| Acquisition | #1 EMEA<sup>1</sup> |
| Leveraged | #4 EMEA<sup>1</sup> |
| Oil & Gas | #1 EMEA<sup>1</sup> |
| Shipping | Top 10<sup>4</sup> |
| Export | #6<sup>1</sup> |
| Aircraft | Finance House of the Year<sup>3</sup> |
| Project | Top 10 Europe<sup>1</sup> |

### Case studies Q2 2012

<table>
<thead>
<tr>
<th>Sector</th>
<th>Deal</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real Estate</td>
<td>Tishman Speyer</td>
<td>Sole arranger, structuring advisor and placement agent of a EUR472Mm mortgage bond</td>
</tr>
<tr>
<td>Aircraft</td>
<td>Lufthansa</td>
<td>Optimised lease and asset-based aircraft financing for the first B747-8 ever delivered to an airline, distributed at 90%</td>
</tr>
<tr>
<td>Export</td>
<td>Caterpillar</td>
<td>Arranger on a USD22m deal, US Exim covered and funded by a US ad-hoc vehicle</td>
</tr>
<tr>
<td>Corporate</td>
<td>AB InBev</td>
<td>USD14bn acquisition facilities, incl. a 6bn bridge to bond</td>
</tr>
</tbody>
</table>

### New credit Solutions

- Issuers Financing needs
- Bonds
- Loans
- Investors

### Fixed Income

- All bonds in €
- All Int. bonds
- All Int. bonds in USD
- All Covered bonds
- Interest rate Credit & EM
- Credit derivatives
- Interest Rates derivatives

- House of the Year
- #4 Europe

### Combining strong origination and distribution capacities

**Ranking by:**
1. Dealogic 1H12
2. Euromoney
3. Jane’s Transport Finance - 2011
4. Marine Money
5. Thomson Reuters 1H12
6. Greenwich
7. Asia Risk Award
Deleveraging Track-Record

* Defined as tangible assets (total assets less goodwill and intangibles) excluding derivative assets divided by Tier 1 capital, as published by banks.