

RESULTS

SECOND QUARTER 2024

24 JULY 2024



BNP PARIBAS

The bank for a changing world

DISCLAIMER

The figures included in this presentation are unaudited.

As a reminder, on 29 February 2024 BNP Paribas reported restated quarterly series for 2023 to reflect, in particular, the end of the build-up of the Single Resolution Fund (SRF), effective 1 January 2024, and the assumption of a similar contribution to local bank taxes at a level estimated at about 200 million euros annually beginning in 2024, as well as an accounting heading separated from cost of risk and entitled "Other net losses for risks on financial instruments", beginning in the fourth quarter 2023. This presentation reflects this restatement.

This presentation includes forward-looking statements based on current beliefs and expectations about future events. Forward-looking statements include financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future events, operations, products and services, and statements regarding future performance and synergies. Forward-looking statements are not guarantees of future performance and are subject to inherent risks, uncertainties and assumptions about BNP Paribas and its subsidiaries and investments, developments of BNP Paribas and its subsidiaries, banking industry trends, future capital expenditures and acquisitions, changes in economic conditions globally, or in BNP Paribas' principal local markets, the competitive market and regulatory factors. Those events are uncertain; their outcome may differ from current expectations which may in turn significantly affect expected results. Actual results may differ materially from those projected or implied in these forward-looking statements. Any forward-looking statement contained in this presentation speaks as of the date of this presentation.

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The sum of values contained in the tables and analyses may differ slightly from the total reported due to rounding. The alternative performance measures are defined in the press release published jointly with this presentation.

2ND QUARTER 2024 | BNP Paribas achieves very high Net Income of €3.4bn

		2Q24 (€m)	Chg. vs. 2Q23 ¹ distributable
<p>Strong revenue growth driven by the diversified and integrated model</p> <ul style="list-style-type: none"> Excellent quarter at CIB (+12.1% vs. 2Q23), in particular at Global Markets (+17.6% vs. 2Q23) Stability of revenues at CPBS, with positive trends at Commercial & Personal Banking (fees: +7.4% vs. 2Q23); headwinds expected to start fade away in 2H24 Good performances at IPS, particularly at Insurance (+5.2% vs. 2Q23) and Asset Management² (+9.8% vs. 2Q23) 	— Revenues	12,270	+3.9%
<p>Operating efficiency and cost control</p> <ul style="list-style-type: none"> Positive jaws effect (+0.4 pt) excluding the phasing effect of the DGS contribution in Italy (€51m accounted in 2Q24 vs 3Q23 and 4Q23) Continued implementation of operational effectiveness measures: €650m in 2H24 	— Operating expenses	7,176	+3.5%* (excluding DGS contribution)
Gross Operating Income up	— GOI	5,094	+3.4%
Cost of risk³ below 40 bp, due to the quality of the credit portfolio , despite a specific credit situation this quarter	— Cost of risk ³	33 bps	
Net Income group share⁴ driven by very good operating performance	— Net Income ⁴	3,395	+1.6%
Earnings per share⁵ up sharply	— Earnings per share ⁵	€2.81	+8.1%
Very solid financial structure <ul style="list-style-type: none"> Redeployment of capital from the Bank of the West divestment on track with the announced target (55 bps CET1 ; 2025 ROIC⁶ >16%) Impact of a model update initially scheduled for 2025 (-10 bps CET1) 	— CET1	13.0%	

*+4.2% vs. 2Q23 (incl. DGS contribution)

2024 TRAJECTORY | On the basis of its 1H24 results, BNP Paribas confirms its 2024 trajectory

	1	2	3	4
	Revenues	Jaws effect ¹	Cost of risk	Net Income ²
2024 trajectory	Growth > +2% vs. 2023 ³ revenues (€46.9bn)	Positive	< 40 bps	> 2023 Net Income ³ (€11.2bn)
1H24 results	€24.8bn (+1.7% vs. 1H23 ³)	+0.5 pt	31 bps	€6.5bn

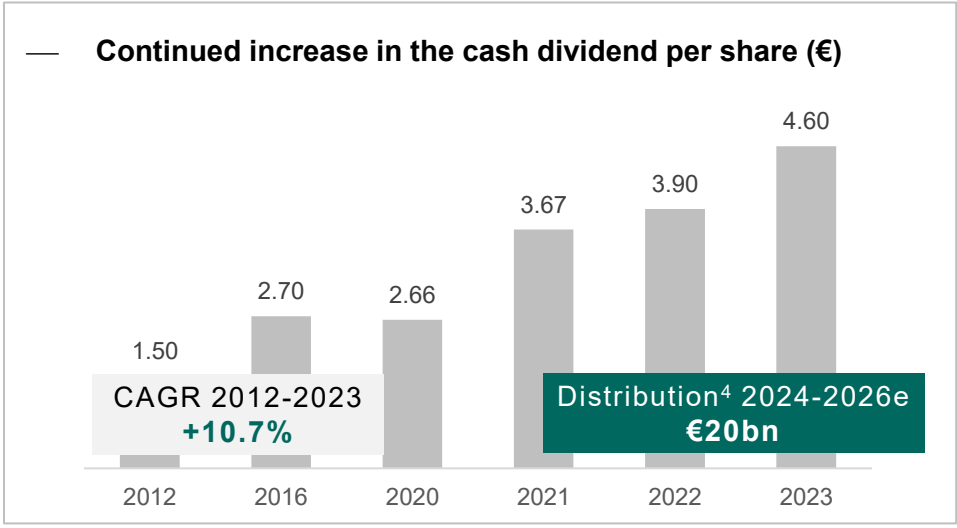
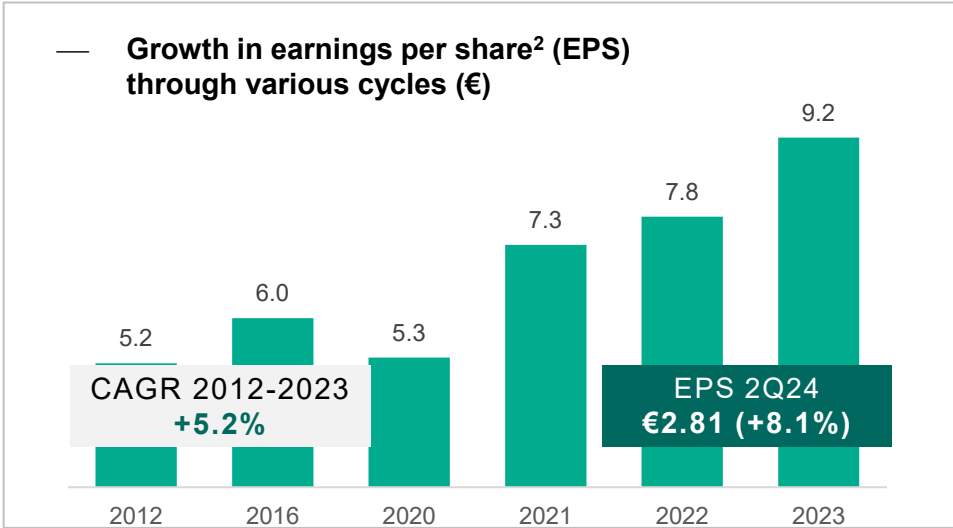
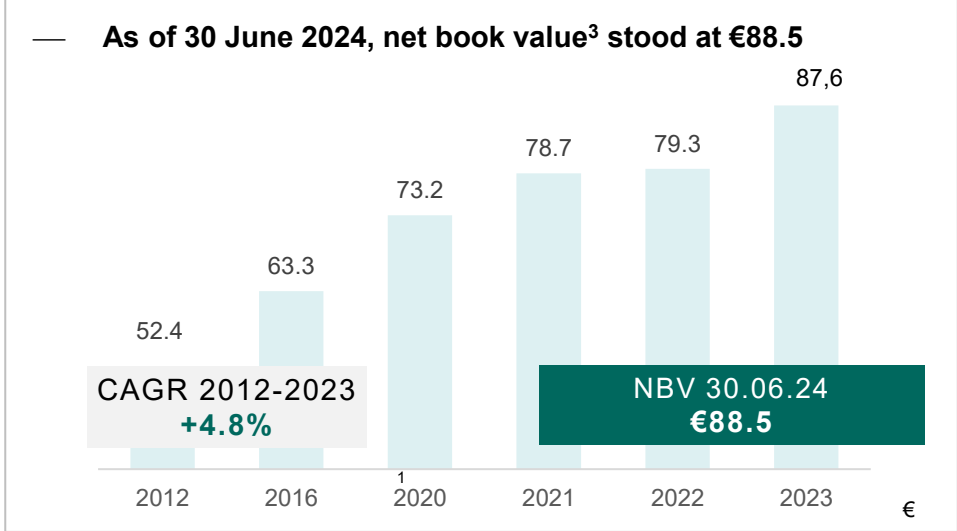
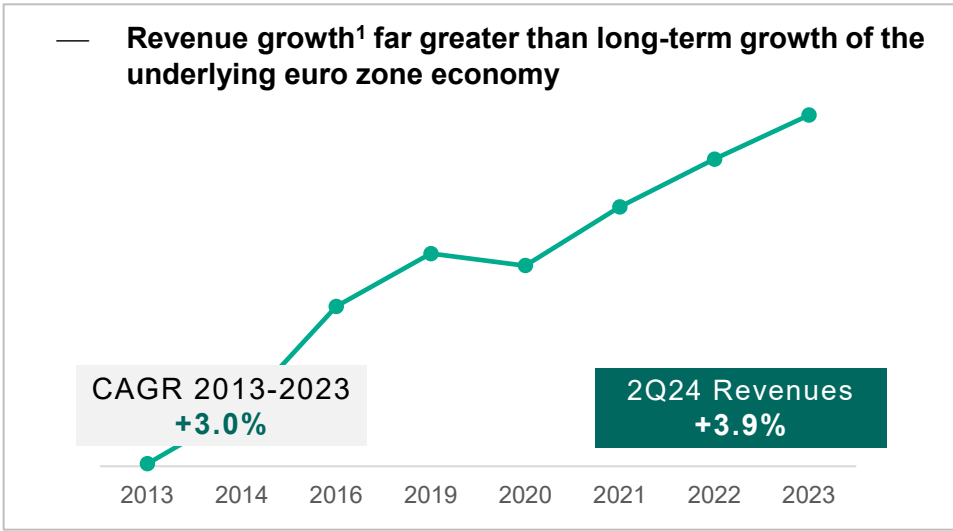
— BNP Paribas has set five strategic priorities for 2H24

- To continue its commitment to **servicing clients** to the utmost
- To **step up** the implementation of **operating efficiency measures**
- To **continue to manage the cost of risk** through the cycle
- To **deploy platforms**, in particular at Asset Management, Wealth Management and Insurance
- To **continue to gain market share** at CIB while sticking to a balanced allocation of capital

— BNP Paribas has key strengths in the 2H24 environment

- **A diversified and integrated model** limiting its dependence on any one business or geographical region; positioning at scale in Europe
- **Capacity to grow** through the cycle
- **Quality of its relationships** and **client portfolio**
- **Model adapted** to a scenario of **gradual interest-rate cuts**
- Weight of **fee-generating businesses**

LONG-TERM TRAJECTORY | Growth and distribution across the cycles



— SECTION 1 —

2Q24 Group results



BNP PARIBAS

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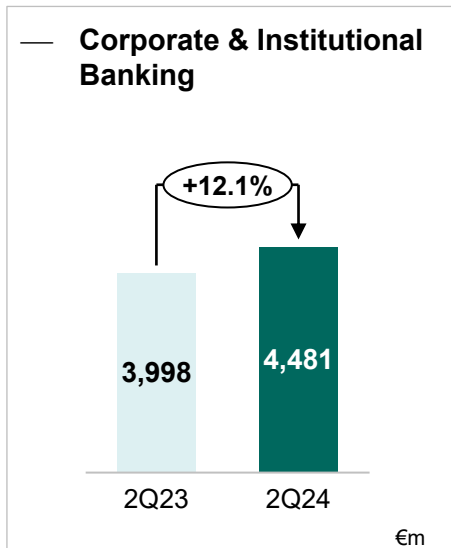
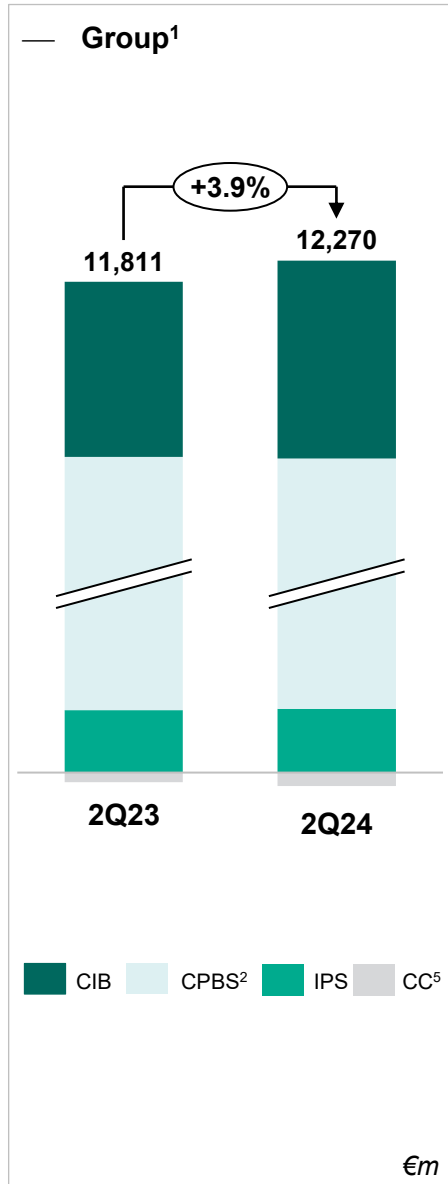
P&L STATEMENT | Very solid operating performances in 2Q24

(€m)	2Q24	2Q23 (distributable ¹)	2Q23	Chg. vs. 2Q23 distributable ¹
Net Banking Income (NBI)	12,270	11,811	11,363	+3.9%
Operating expenses	-7,176	-6,884	-6,889	+4.2%
<i>o/w IFRIC21 taxes</i>	-59	-32	-32	<i>n.s.</i>
Gross Operating Income	5,094	4,927	4,474	+3.4%
Cost of risk	-752	-609	-609	+23.5%
Other net losses for risk on financial instruments ²	-91	-	-80	<i>n.s.</i>
Operating income	4,251	4,318	3,785	-1.6%
Non-operating items	171	273	273	-37.4%
Pre-tax income	4,422	4,591	4,058	-3.7%
Tax	-886	-1,078	-1,078	-17.8%
Net Income attributable to equity holders	3,395	3,343	2,810	+1.6%

EXCEPTIONAL ITEMS | Limited impacts in 2Q24

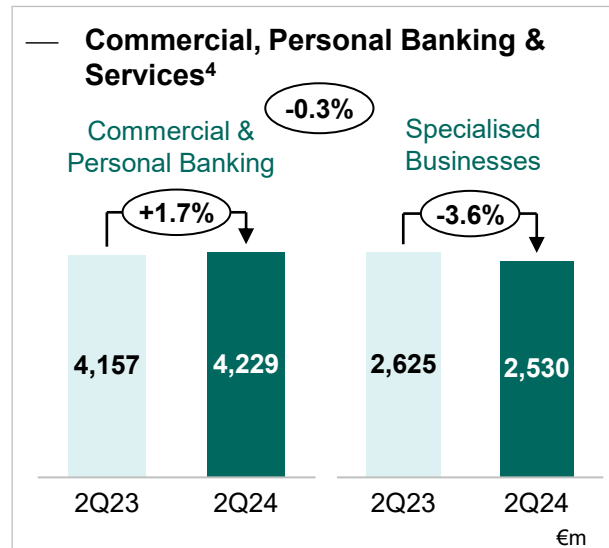
€m	2Q24	2Q23 (distributable ¹)
Provisions for litigation (Corporate Centre)	-	-125
Total NBI	-	-125
Restructuring costs and adaptation costs (Corporate Centre)	-50	-57
IT reinforcement costs (Corporate Centre)	-98	-94
Total Operating expenses	-148	-151
Total exceptional items (pre-tax)	-148	-276
Total exceptional items (after-tax)	-111	-207
Effects of the hyperinflation situation in Türkiye²		
Impact on pre-tax income	-51	-96
Impact on Net Income, Group share	-24	-46

REVENUES | 2Q24 driven by a solid performance within each division



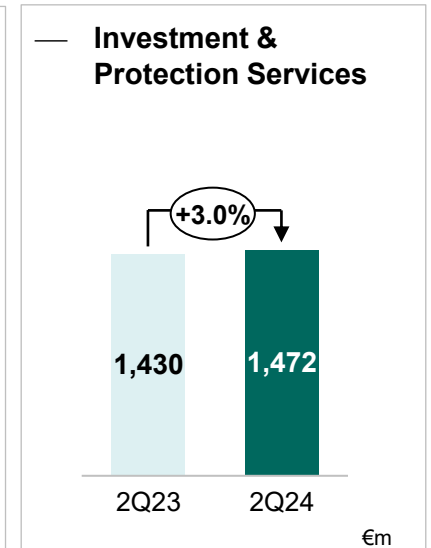
CIB – Robust increase in revenues (+12.1%)

- **Global Banking** (+5.4%)
Growth driven by Capital Markets (+12.5%³) and Transaction Banking (+7.6%³)
- **Global Markets** (+17.6%)
Strong growth in Equity businesses (+57.5%). Resilience at FICC (-7.0%)
- **Securities Services** (+10.5%)
Gains driven by fee volumes and the improvement in the net interest margin



CPBS – Stability of revenues (-0.3%), driven by growth at Commercial & Personal Banking (+1.7%)

- **Commercial & Personal Banking** (+1.7%)
Increase in fees (+7.4%) and interest revenues (+3.8%) excluding headwinds (Belgian government bonds, ECB mandatory reserves, and inflation hedges: -€140m) the base effects of which will fade gradually in 2H24
- **Specialised Businesses** (-3.6%)
Decrease at Personal Finance (-0.9% at constant scope and exchange rates), despite higher volumes; Arval & Leasing Solutions revenues (-5.5%) decreased, due to lower used-car prices; very good performance at New Digital Businesses and PI (+9.5%)



IPS* – Strong momentum in revenues (+6.5%)

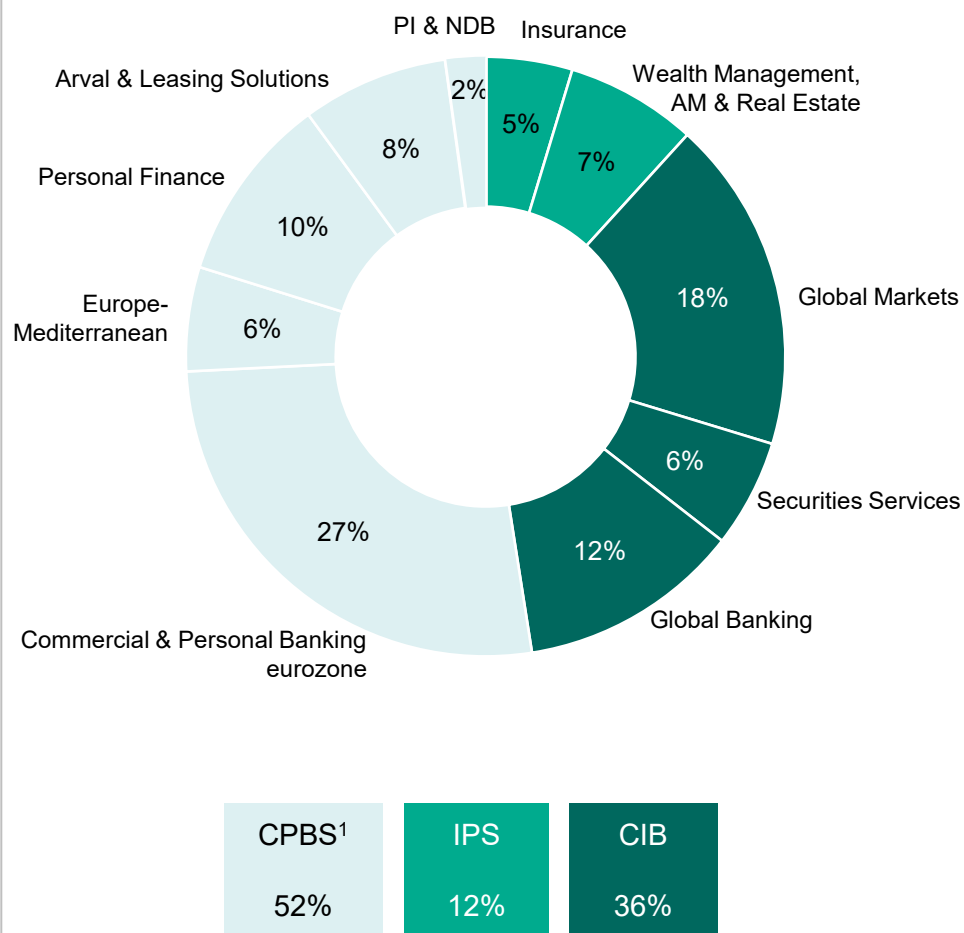
- Very good quarter for **Wealth Management** (+6.1%), **Insurance** (+5.2%) and **Asset Management*** (+9.8%), which continue to support the division's revenue growth (+3.0%)

* Excluding Real Estate and Principal Investments

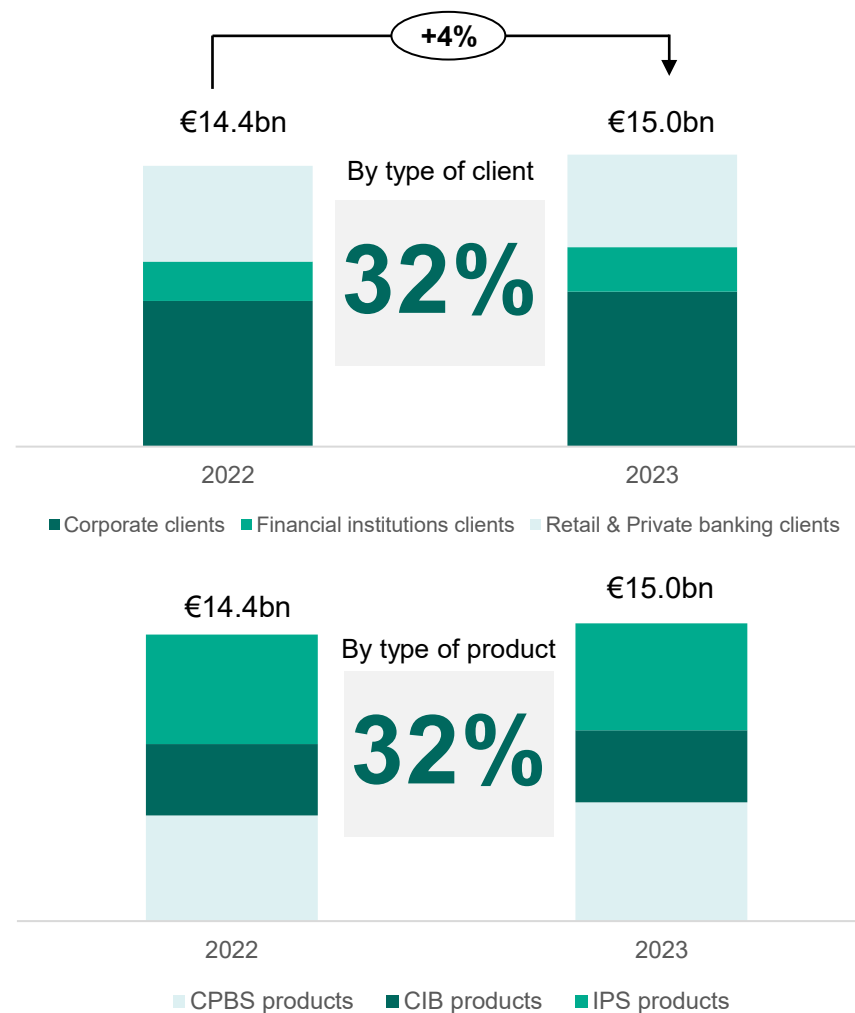
REVENUES | 2Q24 illustrates the strength of the diversified and integrated model

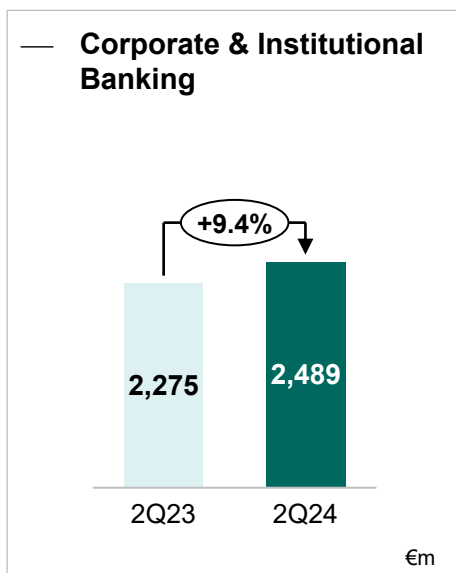
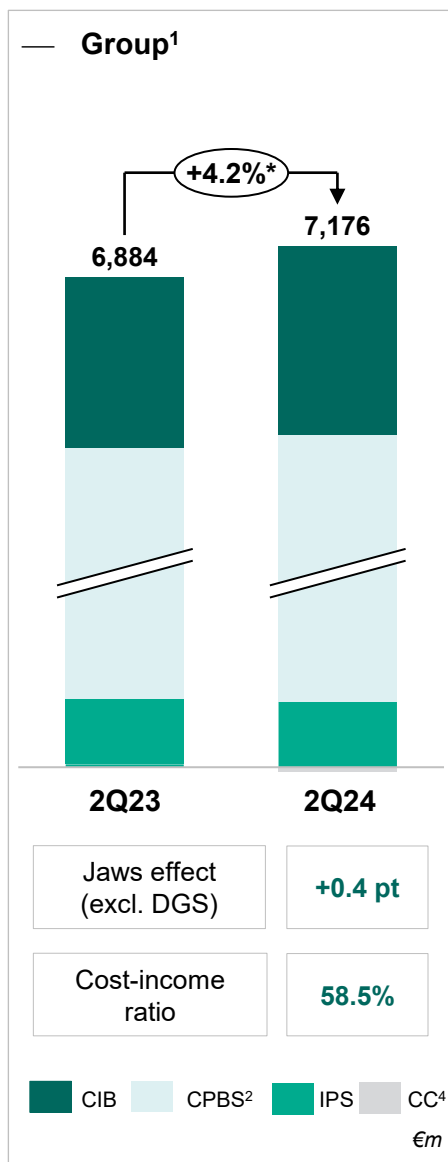
2024e REVENUE GROWTH **>2%**

The breakdown in revenues in 2Q24 illustrates the complementarity of Group businesses



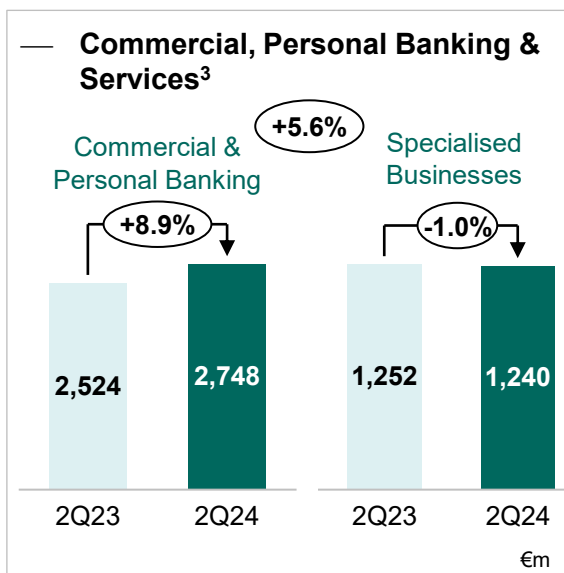
Cross-selling accounted for 32% of Group revenues in 2023, up by +4%





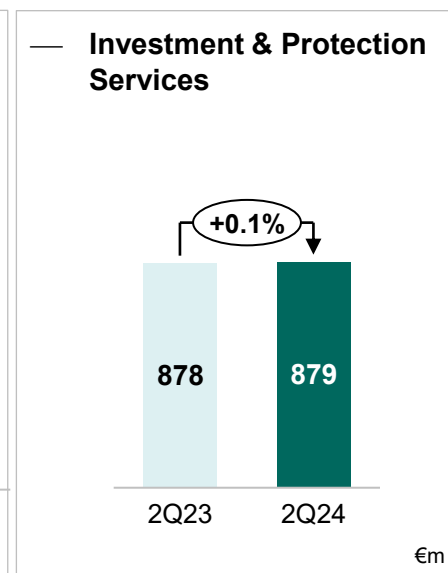
CIB – Increased costs related to the steep rise in revenues and a base effect; positive jaws effect (+2.7 pts)

- **Global Banking:** Operating expenses up compared to a low base in 2Q23 (+9.2%)
- Very positive jaws effect at **Global Markets** (+6.3 pts)
- **Securities Services:** control of operating expenses amidst sustained growth (+5.7%), a positive jaws effect (+4.8 pts)



CPBS – Increase in operating expenses mainly driven by Europe-Mediterranean and the DGS tax in Italy

- **Commercial & Personal Banking in the euro zone:** Excluding the DGS contribution in Italy, operating expenses rose by +1.1%; positive jaws effect above +1.5 pts excluding headwinds
- Decrease of operating expenses at **Specialised Businesses** (-1.0%), positive jaws effect at Personal Finance, Leasing Solutions and New Digital Businesses

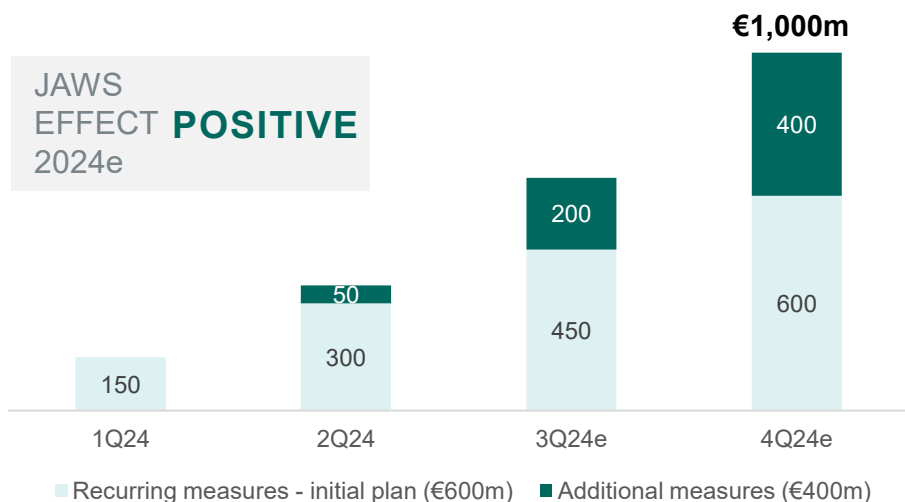


IPS – Jaws effect (+2.9 pts)

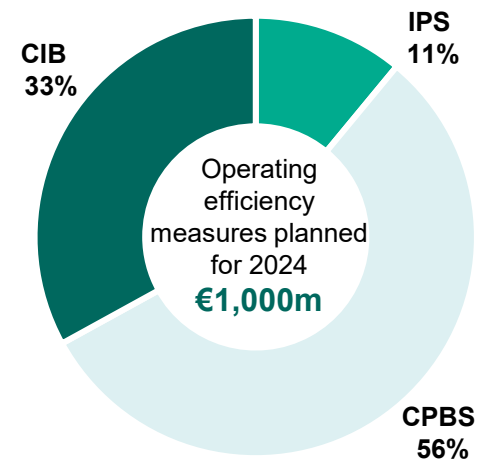
- Decrease in operating expenses at Real Estate
- **Jaws effect** above +2 pts in all business lines except Real Estate

*+3.5% vs. 2Q23 (excl. DGS contribution)

Operational efficiency measures 2024: €350m completed in 1H24, €650m to come in 2H24 (€m)

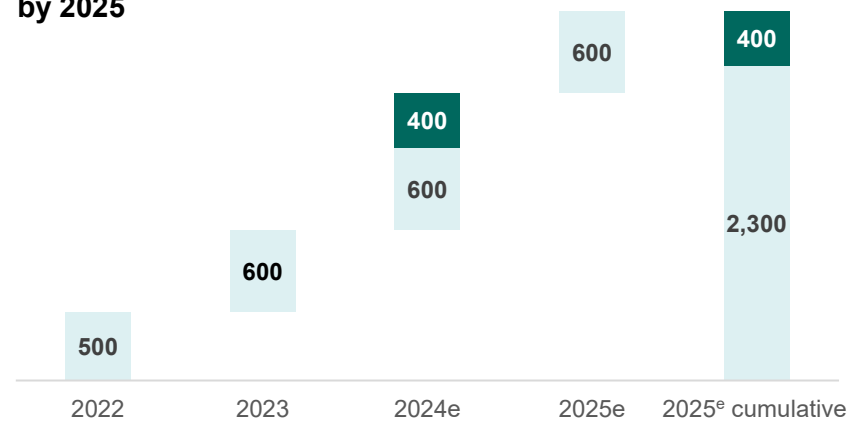


JAWS EFFECT POSITIVE 2024e

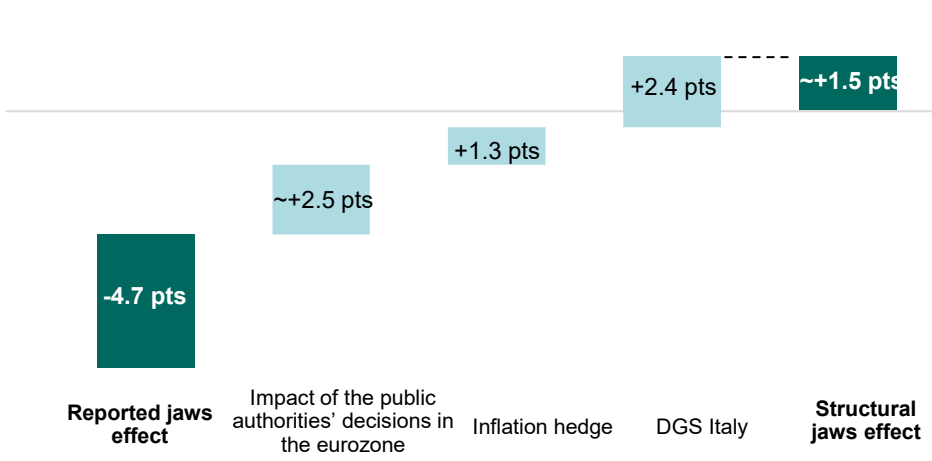


- Mutualisation (nearshoring / offshoring)
- Acceleration of deployment of AI use cases
- Optimisation and flexibility of premises
- Discipline in managing external expenses
- Reinforcement of global sourcing

These €400m of additional measures are part of an overall operational efficiency plan amounting to €2.7bn cumulatively by 2025

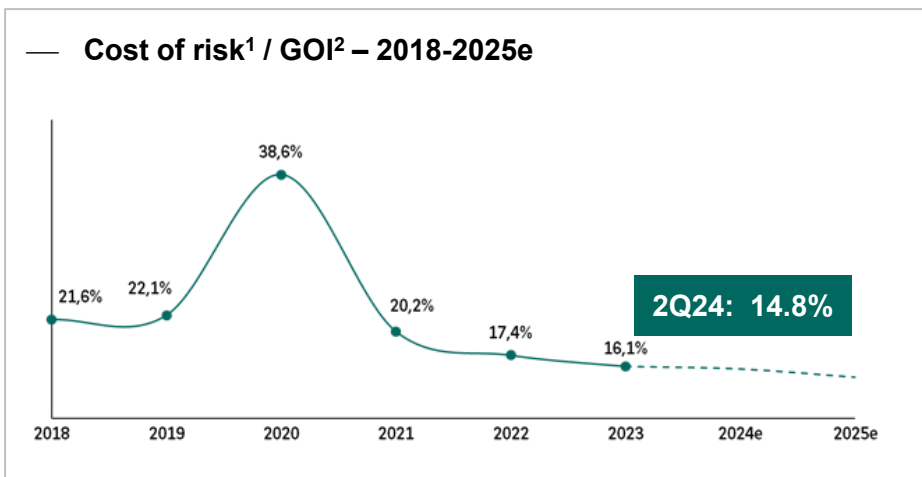


Jaws effect¹ of Commercial and Personal Banking in the eurozone is intrinsically positive in 2Q24



COST OF RISK | Cost of risk under control, thanks to the quality and diversification of the portfolio

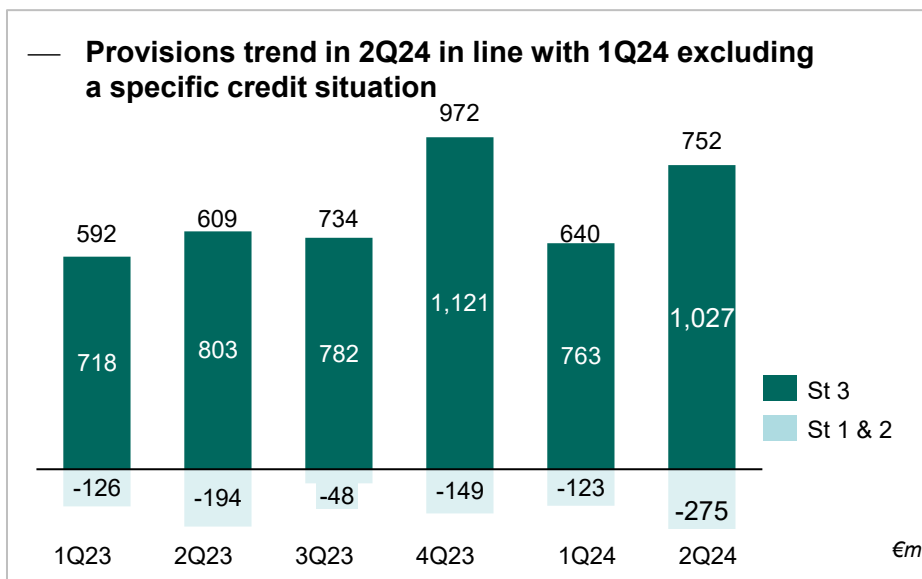
2024e
COST OF RISK < 40 bps



2Q24 illustrates the conservative and proactive risk culture

Cost of risk ¹ / customer loans outstanding	33 bps	Stock of provisions	€19.0bn o/w €4.5bn Stage 1&2
Doubtful loans / gross outstandings*	1.6%	Coverage ratio*	69.8%

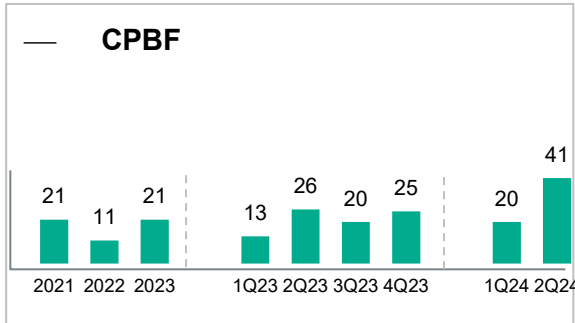
* Details in appendix



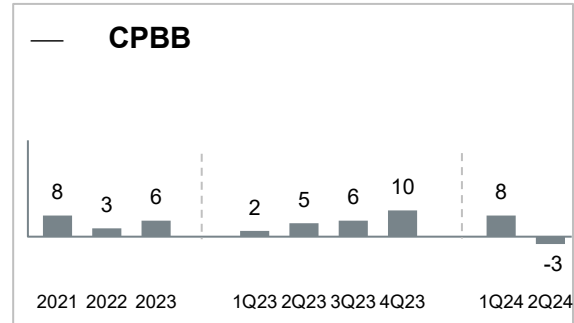
- Limited exposure to sensitive sectors**
- **Commercial real estate: 3.9%** of total gross exposure³, or €69.9bn; ~45% of counterparties rated investment grade⁴
 - 3.1% of customer loans outstanding classified as doubtful
 - >90% of exposures are in Europe
 - **Construction: 2.0%** of total gross exposure³, or €34.5bn; ~62% of counterparties rated investment grade⁴
 - 3.7% of customer loans outstanding classified as doubtful
 - 77% of customer loans outstanding in Europe
 - **Leveraged financing⁵: 0.7%** of total gross exposure³, or €13.1bn

COST OF RISK | Low cost of risk in 2Q24 in all business lines

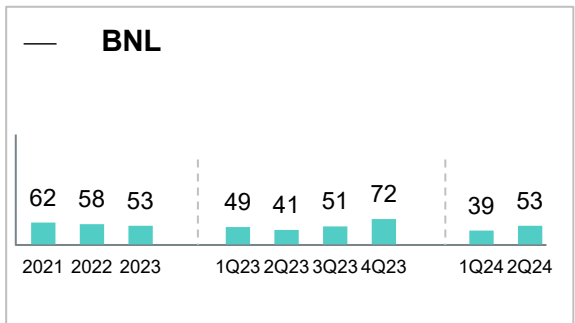
Cost of risk¹ vs. customer loans outstanding at the beginning of the period (in bps)



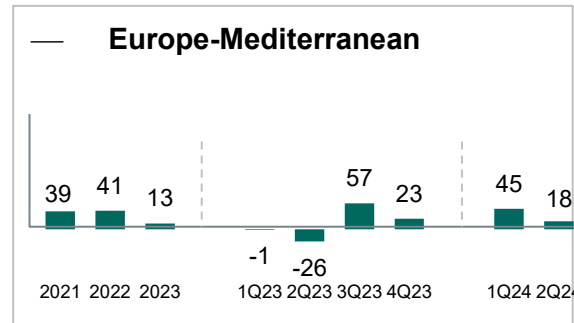
- €239m (+€88m / 2Q23), due to a specific credit situation
- Cost of risk stable at 20 bps excluding this specific case
- Release of provisions on performing loans (stages 1 & 2) decreased from a high 2Q23 level



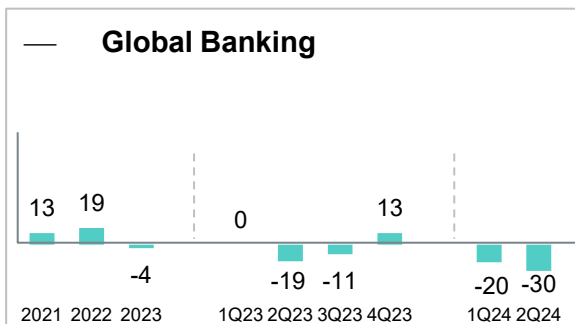
- -€11m (-€30m vs. 2Q23)
- Decrease in cost of risk
- Release of provisions on performing loans (stages 1 & 2)
- Decrease in stage 3 provisions



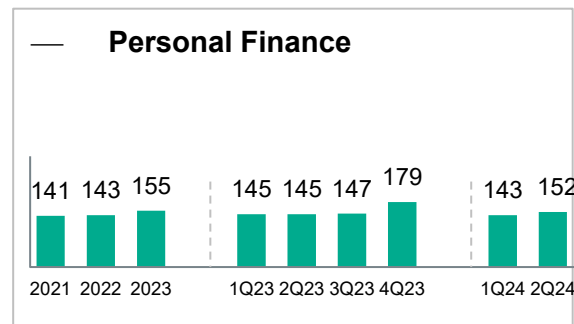
- €95m (+€15m / 2Q23)
- Cost of risk at a low level
- Release of provisions on performing loans (stages 1 & 2) decreased from a high 2Q23 level



- €16m (+€40m vs. 2Q23)
- Cost of risk at a low level
- Reminder: release of provisions in 2Q23

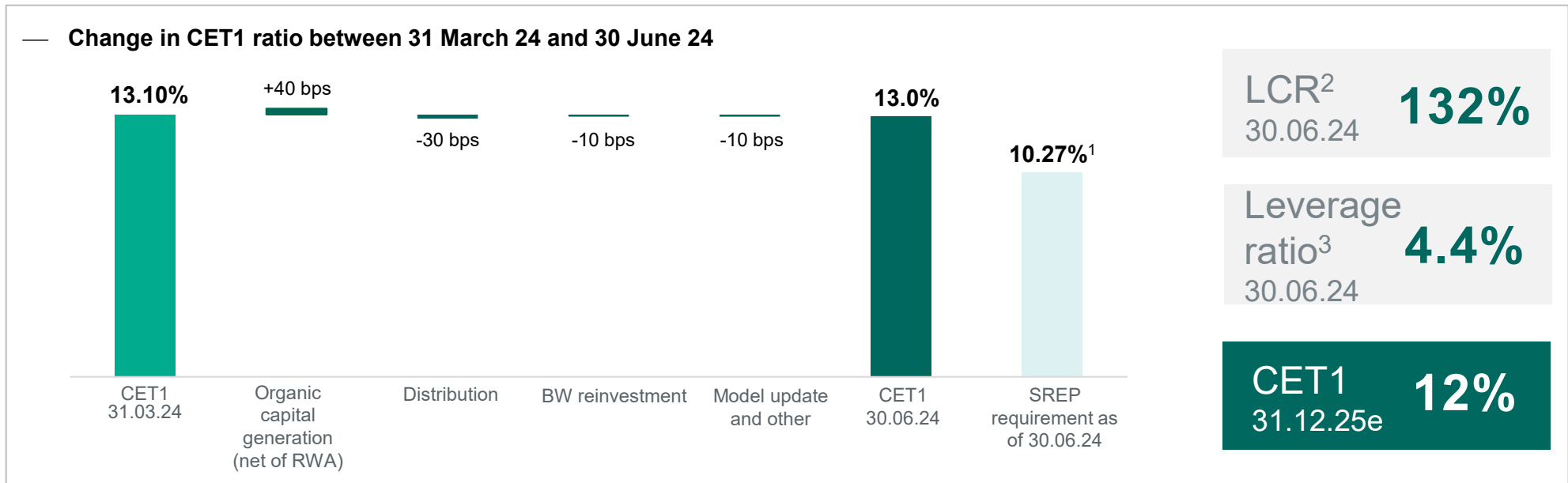


- -€134m (-€49m / 2Q23)
- Release of provisions on performing loans (stages 1 & 2)



- €409m (+€46m vs. 2Q23)
- Increase in cost of risk due to the current cycle despite the structural improvement in the risk profile

Confirmation of the capital trajectory out to 2025 and anticipation in 2Q24 of model updates initially planned in 2025



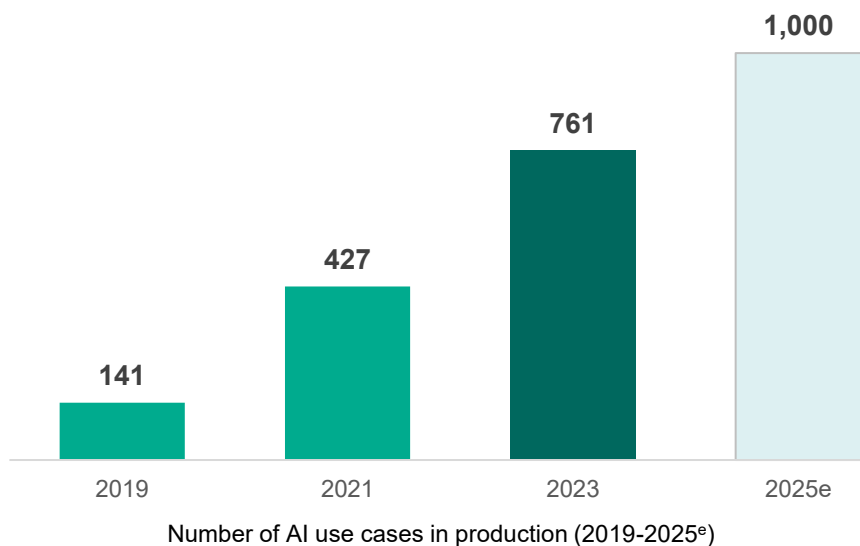
2Q24	Trajectory out to end-2025	2026 & MT prudential outlook
<ul style="list-style-type: none"> Organic generation: +40 bps Distribution: -30 bps Redeployment of Bank of the West proceeds: -10 bps <p>Prudential impacts: -10 bps anticipated</p> <ul style="list-style-type: none"> Anticipation of model updates initially planned in 2025: -10 bps Limited impact of OCI 	<ul style="list-style-type: none"> Organic capital generation Capital distribution – pay-out ratio = 60% Redeployment of Bank of the West proceeds <p>Prudential impacts: -80 bps by 2025</p> <ul style="list-style-type: none"> Arval: prudential consolidation (-30 bps) as of 1 July 2024 Basel 4 (excl. FRTB) : impact of the finalisation on 1 January 2025 (-50 bps) 	<ul style="list-style-type: none"> FRTB (-30 bps): impact and application depending on the outcome of “level playing field” (US/ Europe) discussions Main EBA consultation papers (Market risk / Prudent valuation; Credit risk / Off-balance sheet items; etc.) Capital Markets Union / Securitisation: potential publication of initial text by the Commission in 2H25 (average duration of legislative process: ~18 months)

TECHNOLOGICAL INNOVATION | Continued deployment of AI

— AI strategy embedded into the Group's transformation

780 AI use cases
as at 30.06.24

- Pipeline of **~300** use cases in the experimental phase, of which **~150** based on **generative AI** with LLM¹



— An open-ended and secured technological foundation

- **~800** artificial intelligence specialists (data scientists or business analysts) in the Group
- **+260** initiatives / POCs² with **fintechs**, including **Mistral.ai**
- **49%** of applications using a cloud infrastructure (+50% since the start of the plan) with a 2025 target of 60%
- More than **1 billion transactions per month** on the **Group's API platforms** (+56% vs. end-2023)
- 2024 budget allocated to **cybersecurity** accounts for **9%** of the **Group's total IT budget**
- **~150,000** hours of training provided on privacy and data protection in 2023
- Preparation of the Group for the release of EU requirements under the **Artificial Intelligence Act** (EU AI Act)

— 2Q24: Examples of innovative solutions



World’s first gender bond: 50 million euros (Iceland)

- Finances improvement in parental leave and the acquisition of affordable homes for women
- Arranged exclusively by the Group

Financial agreement signed for Solarpack (Spain) for US\$176.6 million



- Construction of **Peru’s largest photovoltaic solar park**
- **Renewable energy supply to nearly 440,000 households** from 2nd quarter 2025



BNP Paribas Cardif’s participation in the launch of “Fonds Objectif Biodiversité”

- Taking into account the impact on biodiversity
- Initial AuM of **more than €100 million**

Loan of **499 million euros to Umicore** (Belgium)



- Global specialist in recycling and clean mobility materials, well placed to support the growing production of electric vehicles



World’s Best Bank for Financial Inclusion

— **New objectives and binding strategic indicators**



Finalised the Group’s net-zero objectives

- **3 new objectives set in May 2024:** aviation, shipping and commercial real estate (by 2030)

Monitoring of strategic indicators impacting compensation

- **10 specific CSR KPIs for end-2025** taken into account in 20% of the differed variable compensation¹ of more than 8,200 key staff members and in part of the variable compensation of executive corporate officers

Agency ²	Rating	Ranking
	4.9/5	In the top 1% of banking industry ratings
	AA	Among the top financial institutions No.1 in the environment
	A	On the A-list (i.e., the 1.5% top-rated companies on the climate questionnaire)

— SECTION 2 —

OPERATING DIVISIONS



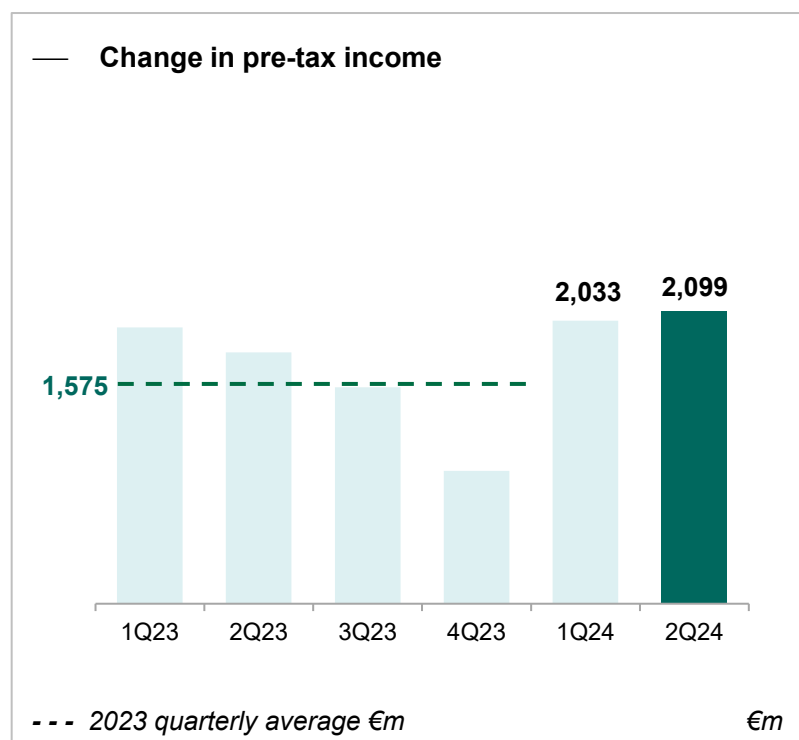
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CIB | Very good performances in all business lines, very steep increase in Global Markets revenues

CIB (€m)	2Q24	2Q23	Chg.
Net Banking Income (NBI)	4,481	3,998	+12.1%
Operating expenses	-2,489	-2,275	+9.4%
Gross Operating Income	1,992	1,723	+15.6%
Cost of risk & other provisions	106	78	n.s.
Other	2	5	n.s.
Pre-tax income	2,099	1,806	+16.2%
Cost-income ratio	55.6%	56.9%	

- **Global Banking – NBI: €1,502m (+5.4% vs. 2Q23)**
- **Global Markets – NBI: €2,249m (+17.6% vs. 2Q23)**
FICC: €1,102m (-7.0% vs. 2Q23);
Equity & Prime Services: €1,147m (+57.5% vs. 2Q23)
- **Securities Services – NBI: €730m (+10.5% vs. 2Q23)**



— Global Banking

- Steep increase in Capital Markets activity, particularly in EMEA and the Americas
- Strong activity in Transaction Banking, both in Cash Management and Trade Finance

— Global Markets

- Very strong increase in Equity & Prime Services, particularly in Prime Services and Equity Derivatives; solid activity in Cash Equities
- Marked increase in credit markets activity, particularly on primary markets

— Securities Services

- ~8% increase in end-of-period outstandings vs. 2Q23, driven by market performance effects and the implementation of new mandates

CIB | Equity & Prime Services: a scaled-up and fast-expanding platform at the service of the Group's strategy

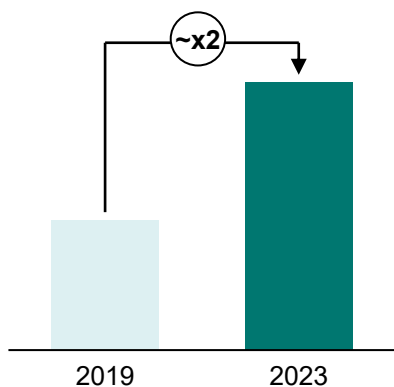
DEEP DIVE
EQUITY & PRIME SERVICES **17 Sept.**

— A comprehensive platform to serve clients, articulated around three business lines

- A global Top 5 **Equity Derivatives** franchise that is growing strongly in all regions
- Supplemented in **Prime Brokerage** by the successful migration of activities and technological platforms with acknowledged leadership
- And in **Cash Equities** by the integration of Exane: leading electronic execution platforms and sector equity research in Europe

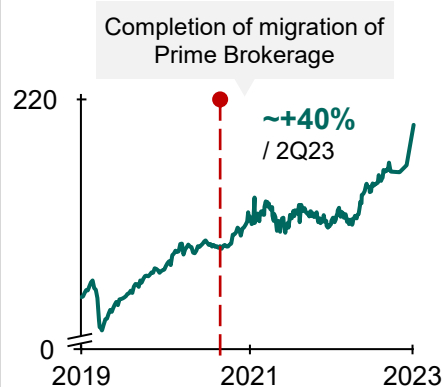
— Equity Derivatives

Revenues (€m)



— Prime Brokerage

Balances (base: 100 in 2019)



— Cash Equities

Recognised leadership positions

BNP Paribas Exane

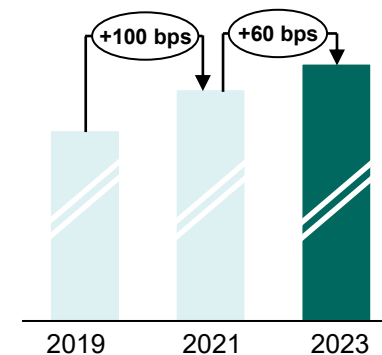
N# 1 in equity research in Europe for seven consecutive years
Institutional Investor¹

Electronic execution

N# 1 in equity research overall for five consecutive years
The TRADE Algorithmic Trading Survey, Long-only 2024

— Global Equities

Share of peer revenues in Equities² (%)



— Business lines at the heart of BNP Paribas' strategy

- **An enhanced strategic dialogue** with European companies to serve them globally
- **Strengthened proximity with major international investors** making it possible to implement the **integrated model** by offering them all of CIB and Group activities and to accelerate the "**Originate and Distribute**" strategy

CPBS | Solid momentum in activity, driven by the quality of franchises and partnerships

CPBS ¹ (€m)	2Q24	2Q23	Chg.
Net Banking Income (NBI)	6,758	6,782	-0.3%
Operating expenses	-3,988	-3,776	+5.6%
Gross Operating Income	2,770	3,006	-7.8%
Cost of risk & other provisions	-916	-653	+40.2%
Others	34	101	-65.9%
Income attributable to WAM	-93	-90	+2.4%
Pre-tax income	1,796	2,363	-24.0%
Cost-income ratio	59.0%	55.7%	
Loans (€bn)	640	635	+0.8%
Deposits (€bn)	566	565	+0.2%


- **Commercial & Personal Banking – NBI¹:** €4,229m (+1.7% vs. 2Q23)
- **Specialised Businesses – NBI¹:** €2,530m (-3.6% vs. 2Q23)

Commercial & Personal Banking

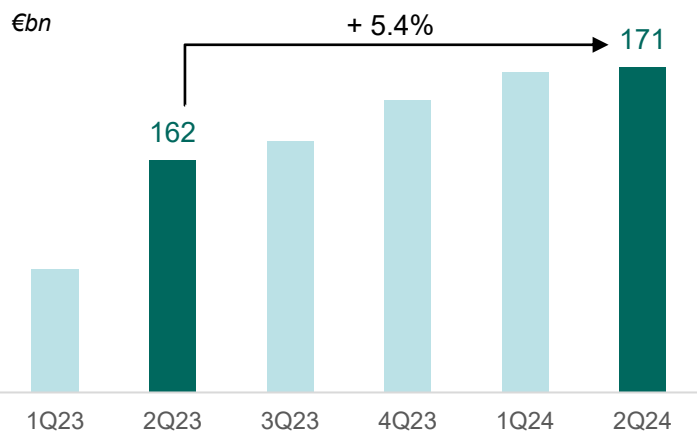
- **Net interest revenues** up excluding the impact of headwinds² (+3.8%¹), driven by growth of margins on deposits
- **Fees up** (+7.4%¹ vs. 2Q23), driven mainly by a good performance in France, Italy and Europe-Mediterranean
- **Private Banking:** Very strong inflows in 2Q24 at €5.6bn (+9.0% vs. 2Q23). 7.6% inflow rate and €291bn in AuM as at 30.06.24
- **Hello bank!**: continued expansion in customer base to 3.6 million (+7.0% vs. 2Q23)

Specialised Businesses

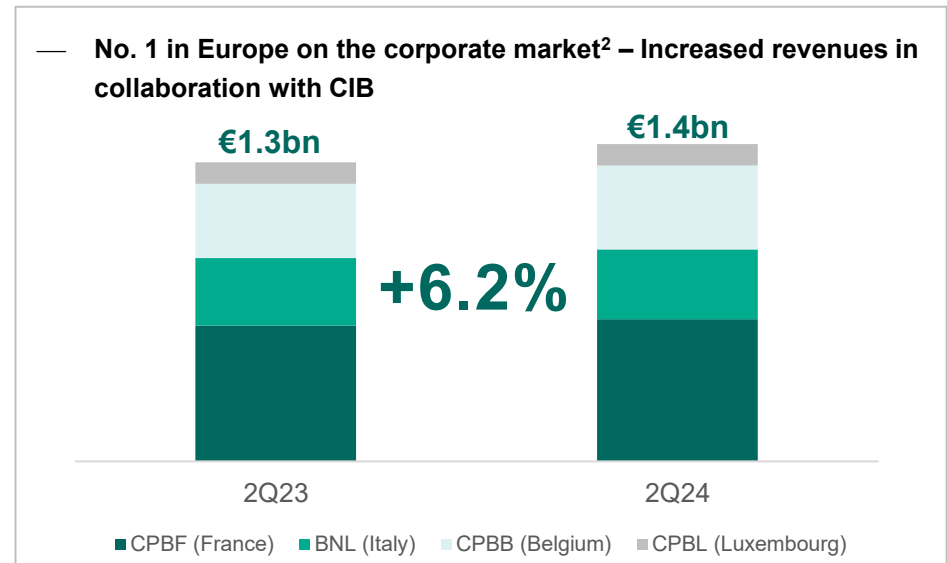
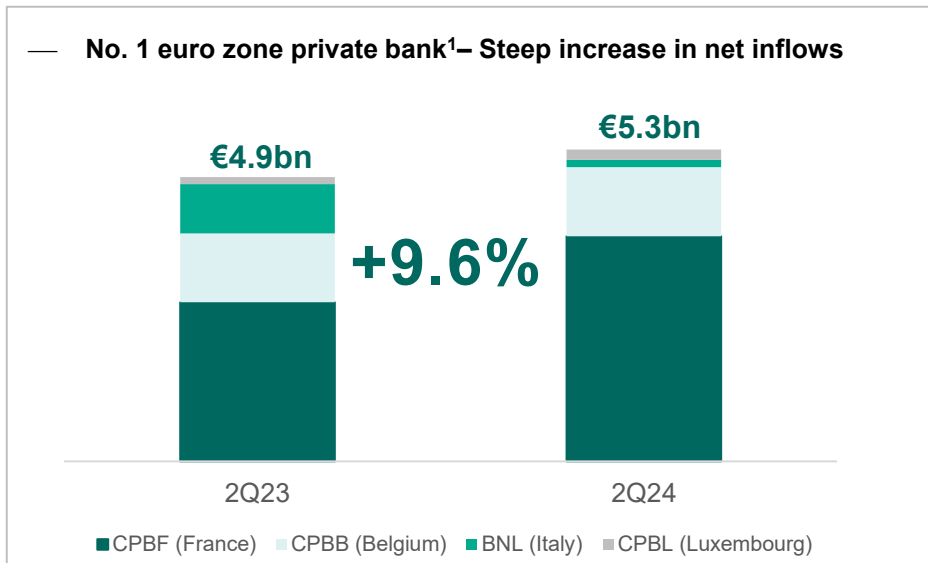
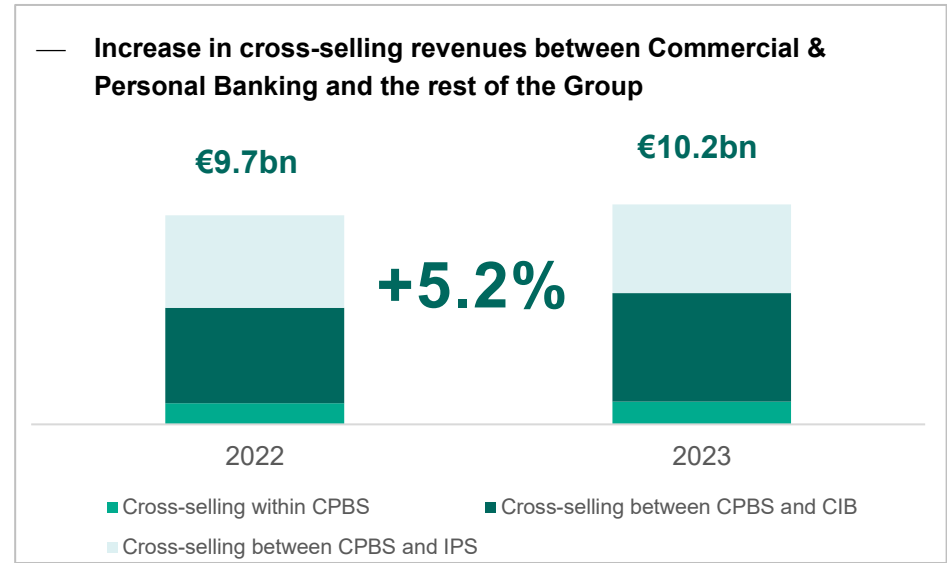
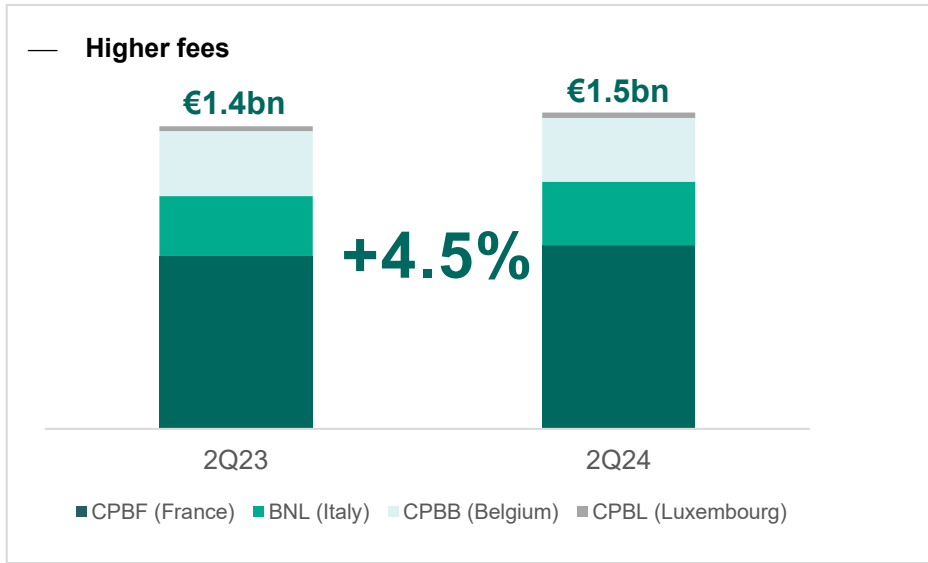
- **Arval & Leasing Solutions:** improvement in the financial margin and in the margin on services at Arval, driven by higher volumes and partnerships; expanded volumes and improvement in Leasing Solutions margins
- **Personal Finance:** Volumes held up well, thanks to mobility partnerships. Boost from the partnership with Orange in Spain and France
- **Nickel:** further profitable development (~4 million accounts opened³ as at 30.06.24)

- **Commercial and Personal banking in the euro zone:** impact of the Belgian government bonds issuance (-€49m) and the non-remuneration of ECB mandatory reserves (-€45m), the base effect of which is expected to fade away in 4Q24; unfavourable base effect due to inflation hedges in France (-€45m), which is expected to vanish in 3Q24
- **Arval:** Change in used-car prices at a level remaining high
- **Personal Finance:** medium-term refinancing costs still at a high level 

Increase of outstandings of Specialised Businesses



CPBS | Commercial & Personal Banking in the eurozone – Solid positions and positive trends



IPS | Good increase in AuM and revenues at IPS

IPS (€m)	2Q24	2Q23	Chg.	Chg. excl. RE and PI
Net Banking Income (NBI)	1,472	1,430	+ 3.0%	+6.5%
Operating expenses	-879	-878	+0.1%	+2.6%
Gross Operating Income	593	551	+7.5%	+11.6%
Cost of risk & other provisions	2	-2	n.s.	n.s.
Others	43	58	-25.7%	-9.5%
Pre-tax income	638	608	+5.0%	+10.6%
Cost-income ratio	59.7%	61.4%		
AuM (€ bn)	1,312	1,218	+7.6%	

- **Insurance – NBI: €586m (+5.2% vs. 2Q23)**
- **Wealth Management – NBI: €419m (+6.1% vs. 2Q23)**
- **Asset Management – NBI: €467m (+9.8%¹ vs. 2Q23)**

— Insurance


- Gross asset inflows up sharply in Savings in France and internationally (+11.6% vs. 2Q23)
- Strong growth in Protection, driven by the deployment of partnerships in domestic markets and internationally

— Wealth Management

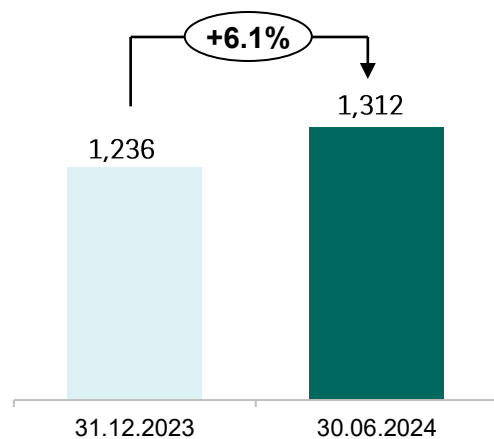
- Higher fees driven by the increase in transactions
- Increase in AuM (+7.6% vs. 31.12.23) in Commercial and Personal Banking and from high-net-worth individuals, in all geographies

— Asset Management

- Increase in fees driven by the growth in assets under management
- Strong sales & marketing drive and high inflows, particularly in money-market funds

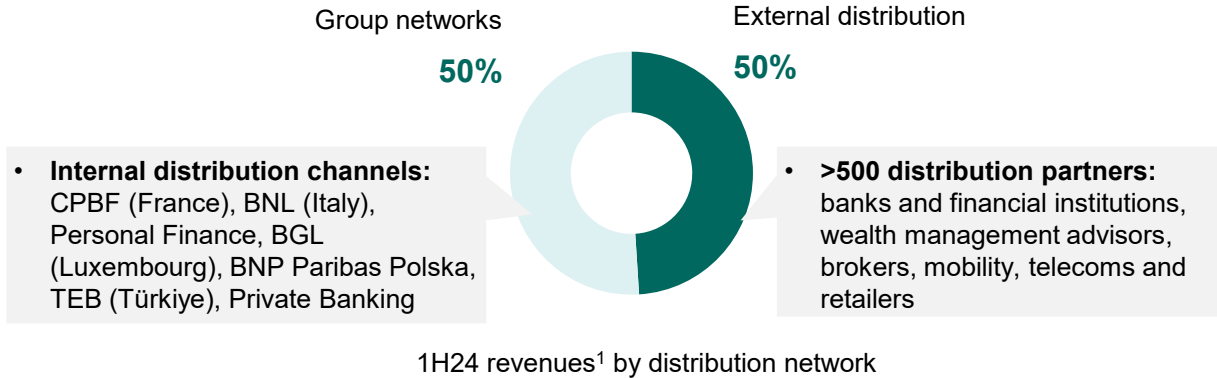
- **Real Estate:** slower activity in a lacklustre market 

— Strong growth in assets under management²



€bn

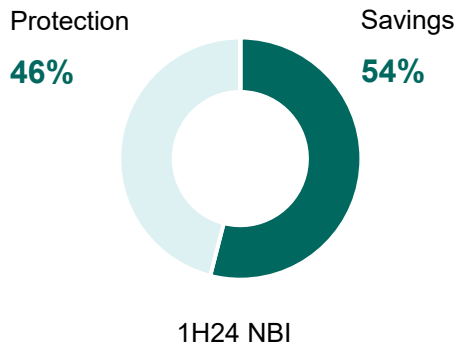
— A unique distribution model based on a broad network of partners and internal distribution channels



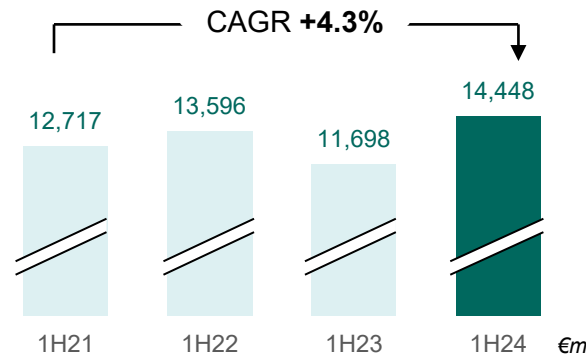
— A strategic development axis

- Closing in 2Q24 of the acquisition of 51% of BCC Vita, along with a life insurance distribution contract with **BCC Banca Iccrea** (5m potential customers) in Italy
- Exclusive negotiations with **Neuflize OBC** on a strategic distribution partnership and the acquisition of **Neuflize Vie**
- Development of partnerships: **Magazine Luiza** (Brazil) and pet insurance JV with **JAB**
- **Savings initiative** via cross-selling with Group business lines

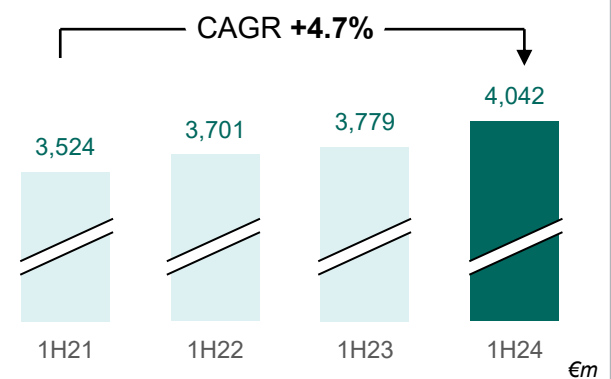
— A growth model balanced between Protection and Savings



Savings Gross Written Premiums



Protection Gross Written Premiums



A REINFORCED INTERNAL CONTROL SET-UP

An even more solid compliance, conduct and control set-up and ongoing insertion of reinforced conduct culture into daily operations

- **Ongoing improvement of the operating model for combating money laundering and terrorism financing**
 - A standards-based, risk-adjusted approach, with a risk management set-up shared between business lines and Compliance officers (know-your-client, reviewing unusual transactions, etc.)
 - Group-level steering with regular reporting to supervisory bodies
- **Ongoing reinforcement of set-up for complying with international financial sanctions**
 - Thorough and diligent implementation of measures necessary for enforcing international sanctions as soon as they have been published
 - Broad dissemination of the procedures and intense centralisation, guaranteeing effective and consistent coverage of the surveillance perimeter
 - Continuous optimisation of cross-border transaction filtering and relationship databases screening tools
- **Ongoing improvement of the anti-corruption framework with integration into the Group's operational processes**
- **Strengthening of the conduct and market transactions supervision framework**
- **Intensified on-line training programme:** compulsory programmes for all employees on financial security (Sanctions & Embargos, Combating Money Laundering & Terrorism Financing and on Combating Corruption), protecting clients' interests, market integrity, and all topics dealt in the Group's Code of Conduct.
- **Ongoing regular missions of the General Inspection dedicated to auditing financial security within entities generating USD flows.** These successive missions have been conducted since the start of 2015 in the form of 18-month cycles. The first six cycles achieved a steady improvement in processing and control mechanisms. The trend has been confirmed during the seventh cycle, which began in January 2024.

CONCLUSION



On the strength of its diversified and integrated model, BNP Paribas achieved a very good second quarter 2024

Net income of **€3.4bn**
supported by a **solid operating performance**

The 2024 trajectory is confirmed

Thanks to its teams' strong commitment to serving customers, BNP Paribas is well-placed for the **new phase of the economic cycle**

ENDNOTES (1/2)

- **Slide 3**
 1. Restated quarterly series published on 29 February 2024. Results serving as a basis for calculating the 2023 distribution and reflecting the Group's intrinsic performance post-Bank of the West divestment and post contribution to the ramp-up of the Single Resolution Fund (SRF), excluding extraordinary items
 2. Excluding Real Estate and Principal Investments
 3. The cost of risk does not include "Other net losses for risk on financial instruments"
 4. Net Income attributable to equity holders
 5. Earnings per share calculated on the basis of 2nd quarter 2024 Net Income adjusted for the remuneration of undated super-subordinated notes and the average number of shares at the end of the period; % of evolution calculated on the basis of the 2023 restated distributable result
 6. Return on invested capital: estimated 2025 Net Income generated by the capital redeployed since 2022 compared to allocated capital (CET1)
- **Slide 4**
 1. Increase in Group revenues between 2023 (distributable) and 2024 minus the increase in Group operating expenses between 2023 (distributable) and 2024
 2. Attributable to equity holders
 3. Restated quarterly series published on 29 February 2024. Results serving as a basis for calculating the 2023 distribution and reflecting the Group's intrinsic performance post Bank of the West divestment and post contribution to the ramp-up of the Single Resolution Fund (SRF), excluding extraordinary items
- **Slide 5**
 1. Restated quarterly series published on 29 February 2024. Results serving as a basis for calculating the 2023 distribution and reflecting the Group's intrinsic performance post Bank of the West divestment and post contribution to the ramp-up of the Single Resolution Fund (SRF), excluding extraordinary items. Percentage change in 2Q24 in comparison with 2Q23 on a distributable basis
 2. EPS: Earnings per share calculated on the basis of 2nd quarter 2024 Net Income adjusted for the remuneration of undated super-subordinated notes and the average number of shares at the end of the period. 2023 earnings per share calculated on the basis of 2023 distributable income and the number of shares at the end of the period. See slide in appendices. Percentage change in 2Q24 in comparison with 2Q23 on a distributable basis
 3. Net Book Value, revalued at the end of the period, in euros
 4. Distribution based on a 60% pay-out ratio applied to 2023 results and net income Group share 2024 and 2025, after taking into account the remuneration of Undated Super-Subordinated Notes subject to approval at Annual General Meetings and regulatory approvals (for share buybacks)
- **Slide 7**
 1. Restated quarterly series published on 29 February 2024. Results serving as a basis for calculating the 2023 distribution and reflecting the Group's intrinsic post Bank of the West divestment and post contribution to the ramp-up of the Single Resolution Fund (SRF), excluding extraordinary items
 2. Charges related to the risk of invalidation or non-enforceability of financial instruments granted (extraordinary provisions on mortgage loans in Poland)
- **Slide 8**
 1. Restated quarterly series published on 29 February 2024. Results serving as a basis for calculating the 2023 distribution and reflecting the Group's intrinsic performance post Bank of the West divestment and post contribution to the ramp-up of the Single Resolution Fund (SRF), excluding extraordinary items
 2. Impact of the implementation of IAS 29 and taking into account the efficiency of the hedge in Türkiye (CPI linkers)
- **Slide 9**
 1. Distributable base for 2Q23
 2. Including 2/3 of Private Banking
 3. At constant scope and exchange rates
 4. Including 100% of Private Banking (excluding PEL/CEL effects in France)
 5. Corporate Centre
- **Slide 10**
 1. Including 2/3 of Private Banking for the CPBS division and business lines
- **Slide 11**
 1. Distributable base for 2Q23
 2. Including 2/3 of Private Banking
 3. Including 100% of Private Banking (excluding PEL/CEL effects in France)
 4. Corporate Centre
- **Slide 12**
 1. Revenue growth between 2Q23 and 2Q24 minus management fees growth between 2Q23 and 2Q24. Scope of commercial banks in the euro zone, at 100% of private banking, excluding PEL/CEL effect in France. The impact of public authorities' decisions in the euro zone concerns the end of the remuneration of minimum reserves and the issuance of Belgian government bonds.

NOTES (2/2)

- **Slide 13**
 1. Cost of risk excluding “Other net losses for risk on financial instruments”
 2. GOI: excluding exceptional items, excluding contribution of Bank of the West and 2023 distributable base to reflect the Group’s intrinsic performance post Bank of the West divestment and post contribution to the ramp-up of the Single Resolution Fund (SRF); application of IFRS 17 and IFRS 5, effective from 2022
 3. Gross credit exposure, on- and off-balance sheet, not weighted as of the end of March 2024 (Total Group: €1,770bn)
 4. Investment grade – external or equivalent internal rating
 5. Leveraged buyouts with financial sponsors – Alignment with European regulatory standards applied as of 31.12.22
- **Slide 14**
 1. Cost of risk excluding “Other net losses for risk on financial instruments”
- **Slide 15**
 1. CET1 SREP requirement, including a countercyclical buffer of 65 bps as of 30.06.24;
 2. End of period LCR calculated in accordance with Regulation (CRR) 575/2013 art. 451a
 3. Leverage: Calculated in accordance with Regulation (EU) n°2019/876
- **Slide 16**
 1. LLM: large language model
 2. POC: proof of concept
- **Slide 17**
 1. Deferred variable remuneration awarded under the loyalty scheme in 2023
 2. Source: rating agency reports (MSCI, March 2024;CDP, 2023; FTSE, June 2024)
- **Slide 20**
 1. Institutional Investor Industry Research in Europe (‘Developed Europe’)
 2. Coalition Greenwich FY23 Competitor Analytics, Global Equities excluding Platforms. Peers’ market share based on internal revenues and BNP Paribas taxonomy. Peers of the Coalition index: BofA, BARC, BNPP (Private), Citi, DB, GS, HSBC, JPM, MS, SG, UBS. *Coalition Greenwich Analysis is strictly confidential and should not be distributed further or shared with any other third party*
- **Slide 21**
 1. Including 100% of Private Banking excluding PEL/CEL effects for all line except ‘pre-tax income’
 2. Issuance of Belgian government bonds, inflation hedges in France and non-remuneration of mandatory reserves
 3. Accounts opened since inception, total in all countries
- **Slide 22**
 1. Amount of AuM as reported by the main euro zone banks for 1Q24
 2. Source: ranking based on a penetration rate – Coalition Greenwich Share Leaders European vs. Large Corporate Banking 2024
- **Slide 23**
 1. Excluding Real Estate and Principal Investments
 2. Including distributed assets
- **Slide 24**
 1. Internal management figures as of 30.06.24

— Details by division (2Q24 and 1H24)

— **CIB**

- Global Banking
- Global Markets
- Securities Services

— **CPBS**

Commercial & Personal Banking

- Commercial & Personal Banking in France (CPBF)
- BNL banca commerciale
- Commercial & Personal Banking in Belgium (CPBB)
- Commercial & Personal Banking in Luxembourg (CPBL)
- Europe-Mediterranean

Specialised Businesses

- Personal Finance
- Arval / Leasing Solutions
- New Digital Businesses and Personal Investors

— **IPS**

- Insurance
- Wealth and Asset Management

— Other items

- Corporate Centre
- Number of shares and Earnings Per Share
- Book value per share
- Return on Equity and Permanent Shareholders' equity
- Doubtful loans / gross outstanding; coverage ratio
- Common Equity Tier 1 ratio
- Medium / long-term regulatory funding
- MREL ratio
- TLAC ratio
- Distance to MDA
- Basel 3 risk-weighted assets
- Liquidity

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Upcoming events in 2024 and 2025

16 Oct. 2024 *Quiet period begins*
31 Oct. 2024 3Q 2024 earnings reporting date
04 Feb. 2025 4Q 2024 earnings reporting date

2024 Deep Dives

26 June 2024 Payments (transcript online)
17 Sept. 2024 Equity & Prime Services
Q4 2024 Insurance

The consensus, compiled and aggregated by the Investor Relations team, is now available via the following link: [Equity BNP Paribas | Investors & Shareholders | BNP Paribas Group](#)

It reflects the arithmetic average of forecasts for the Group, sent by analysts invited by BNP Paribas to contribute to the consensus.