BNP PARIBAS
EUROPEAN LEADER WITH STRONG CAPITAL GENERATION CAPACITY

Fixed Income Presentation

May 2016

BNP PARIBAS

The bank for a changing world

Disclaimer

The figures included in this presentation are unaudited. On 29 March 2016, BNP Paribas issued a restatement of its quarterly results for 2015 reflecting, in particular (i) an increase in the capital allocated to each business line to 11% of risk-weighted assets, compared to 9% previously, (ii) the charge of subordination costs of Additional Tier 1 and Tier 2 debt issued by the Group to the divisions and business lines, a review of the way it charges and remunerates liquidity between the Corporate Centre and the business lines and the adaptation of the allocation practices for revenues and operating expenses of Treasury activities within CIB, (iii) the allocation to the divisions and business lines of the contribution to the Single Resolution Fund, the reduction of the French systemic tax and new contributions to the deposit guarantee funds of BNL and Luxembourg Retail Banking which had been temporarily booked in the operating expenses of the Corporate Centre and (iv) some limited internal transfers of business activities and results. The 2015 quarterly result series have been restated reflecting these effects as if they had occurred on 1st January 2015. This presentation is based on the restated 2015 quarterly series.

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The sum of values contained in the tables and analyses may differ slightly from the total reported due to rounding.

1Q16 Results Highlights

Strong Solvency and Capital Generation Capacity

Focus on Medium and Long Term Funding

1Q16 Key Messages

Revenues held up well in Domestic Markets and IFS **Particularly unfavourable market environment this quarter**	**Revenues: -2.0% vs. 1Q15**
Good cost containment	**Operating expenses: -2.3% vs. 1Q15**
Significant decrease in the cost of risk	**-27.5% vs. 1Q15** **43 bp***
Rise in net income	**Net income Group share: €1,814m** **+10.1% vs. 1Q15**
Further increase in the Basel 3 CET1 ratio**	**11.0% (+10 bp vs. 31.12.15)**

Solid organic capital generation

** Net provisions/Customer loans; ** As at 31 March 2016, CRD4 (“fully loaded” ratio)*

Consolidated Group - 1Q16

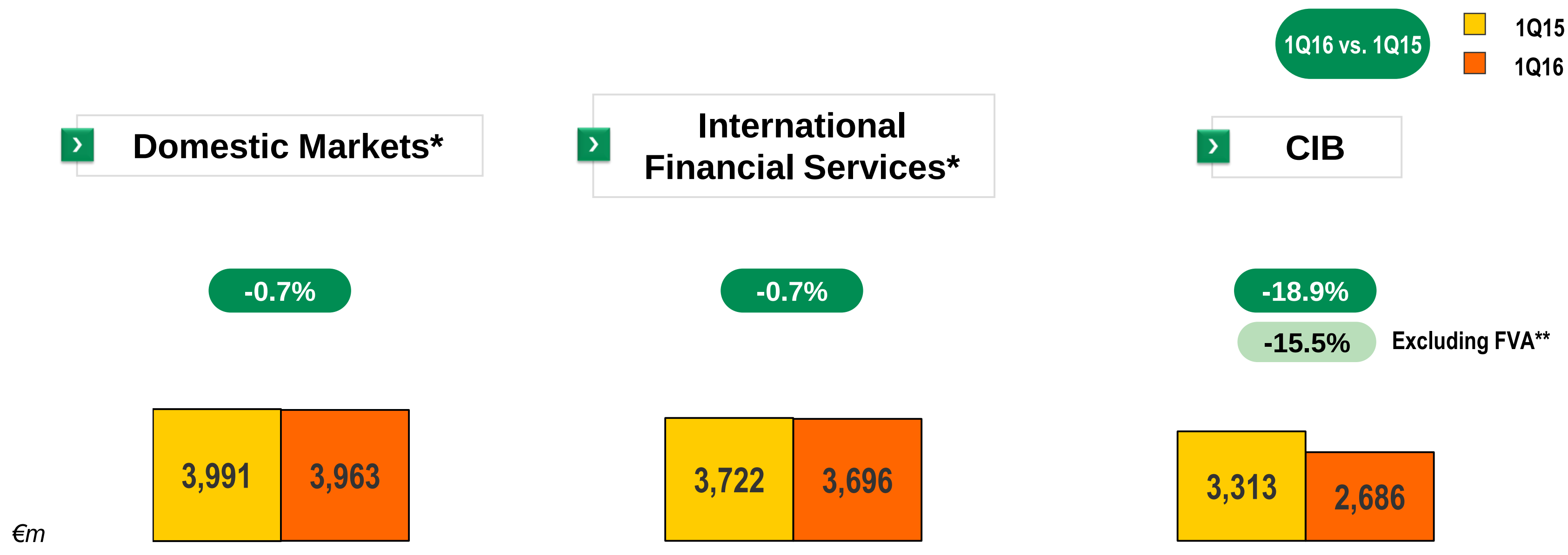
	1Q16	1Q15	1Q16 vs. 1Q15
Revenues	**€10,844m**	**€11,065m**	**-2.0%**
Operating expenses	-€7,627m	-€7,808m	-2.3%
Gross operating income	**€3,217m**	**€3,257m**	**-1.2%**
Cost of risk	-€757m	-€1,044m	-27.5%
Operating income	**€2,460m**	**€2,213m**	**+11.2%**
Non operating items	€178m	€339m	-47.5%
Pre-tax income	**€2,638m**	**€2,552m**	**+3.4%**
Net income attributable to equity holders	**€1,814m**	**€1,648m**	**+10.1%**
Net income attributable to equity holders excluding exceptional items	***€1,607m***	***€1,545m***	***+4.0%***

Return on Equity excluding exceptional items*: 9.4%
Return on Tangible Equity excluding exceptional items*: 11.2%

Rise in net income
Best-in-class returns

** Excluding one-off items and with contribution to the Single Resolution Fund and systemic taxes non annualised*

Revenues of the Operating Divisions - 1Q16



- Impact of a particularly unfavourable market environment
  - Domestic Markets: decrease in financial fees
  - IFS: spot effect on revenues of Insurance; revenues up 3.0% excluding Insurance
  - CIB: sharp decline in the revenues of Global Markets

Spot effect of a particularly unfavourable market environment

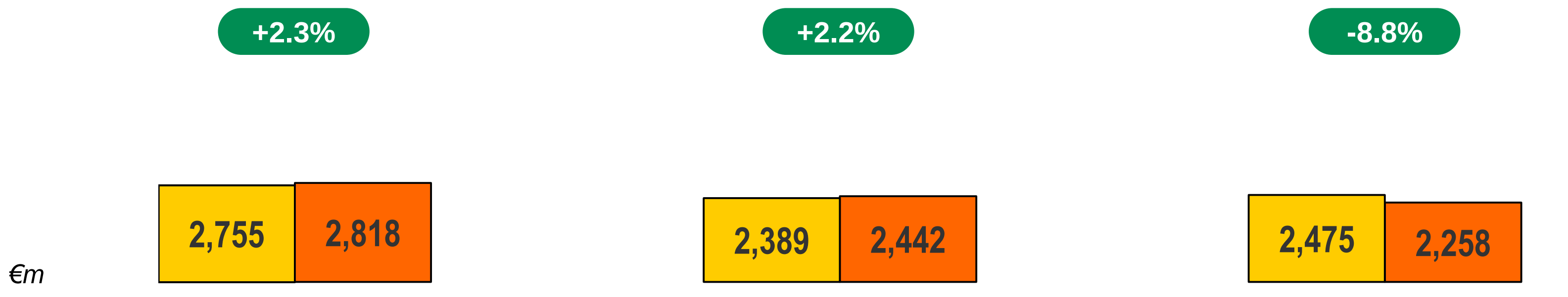
** Including 100% of Private Banking in France (excluding PEL/CEL effects), Italy, Belgium, Luxembourg, at BancWest and TEB; ** FVA: -€57m in 1Q16 and +€68m in 1Q15*

Operating Expenses of the Operating Divisions - 1Q16

1Q16 vs. 1Q15

1Q15
1Q16

Domestic Markets*	International Financial Services*	CIB

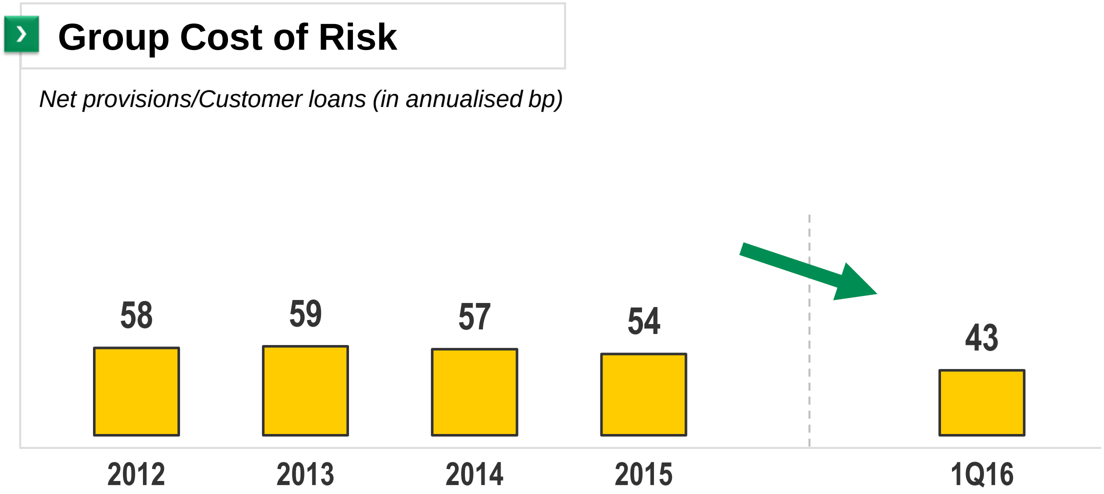


- Impact of the application of IFRIC 21
  - Booking of the entire increase in banking contributions & taxes for 2016 (impact of +1.0%)
- Implementation of new regulations and reinforcement of compliance
- Decline in operating expenses at CIB as a result of lower business activity this quarter

Control of operating expenses and effects of Simple & Efficient but rise in regulatory and compliance costs

** Including 100% of Private Banking in France (excluding PEL/CEL effects), Italy, Belgium, Luxembourg, at BancWest and TEB*

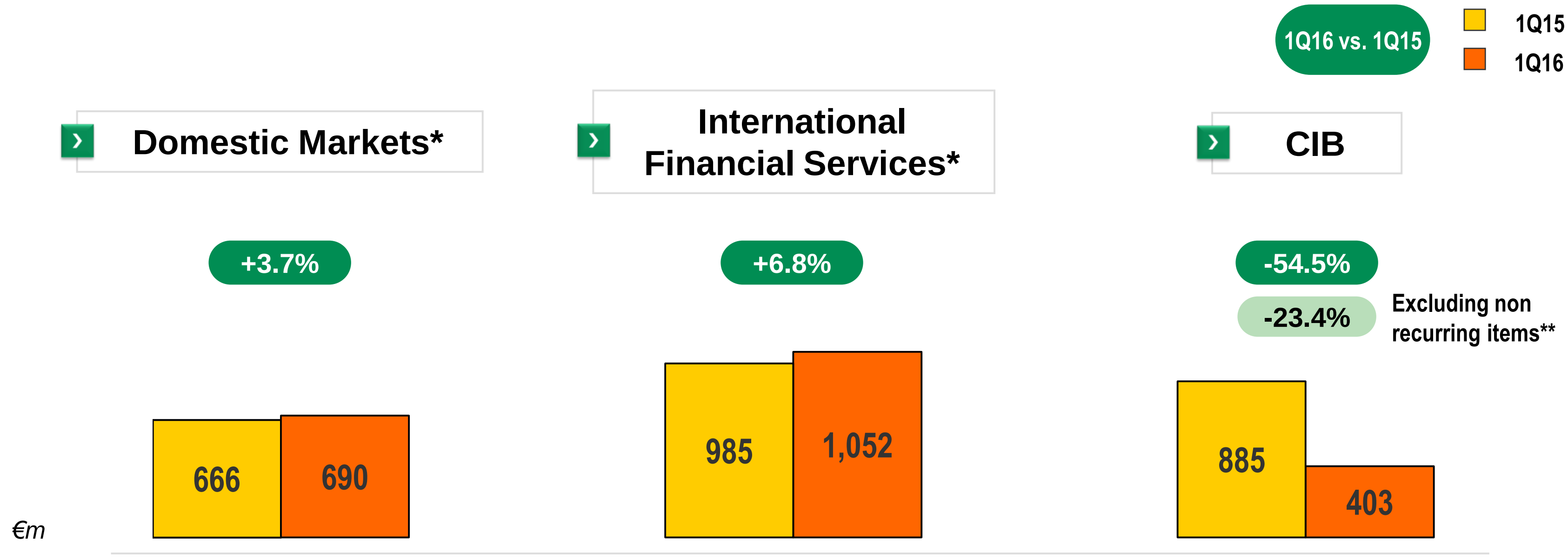
Group Cost of Risk - 1Q16



- Significant decrease in the cost of risk this quarter
  - Good control of risk at loan origination
  - Effect of the low interest rate environment
  - Continued decrease of the cost of risk in Italy

Decline in the cost of risk

Pre-tax Income of the Operating Divisions - 1Q16



- Good growth at Domestic Markets and IFS due in particular to the decline in the cost of risk
- CIB: sharp decrease in Global Markets due to the very challenging market environment

Growth at Domestic Markets and IFS
Decrease at CIB in a very challenging market environment

** Including 2/3 of Private Banking in France (excluding PEL/CEL effects), Italy, Belgium, Luxembourg, at BancWest and TEB; ** Excluding one-off items, FVA and impact of IFRIC 21*

Consolidated Group - 2015

	2015	2014	2015 vs. 2014
Revenues	**€42,938m**	**€39,168m**	**+9.6%**
Operating expenses	-€29,254m	-€26,524m	+10.3%
Gross operating income	**€13,684m**	**€12,644m**	**+8.2%**
Cost of risk	-€3,797m	-€3,705m	+2.5%
Costs related to the comprehensive settlement with U.S. authorities	-€100m	-€6,000m	n.s.
Non operating items	€592m	€211m	n.s.
Pre-tax income	**€10,379m**	**€3,150m**	**n.s.**
Net income attributable to equity holders	**€6,694m**	**€157m**	**n.s.**
Net income attributable to equity holders excluding one-off items	***€7,338m***		***+7.3%****

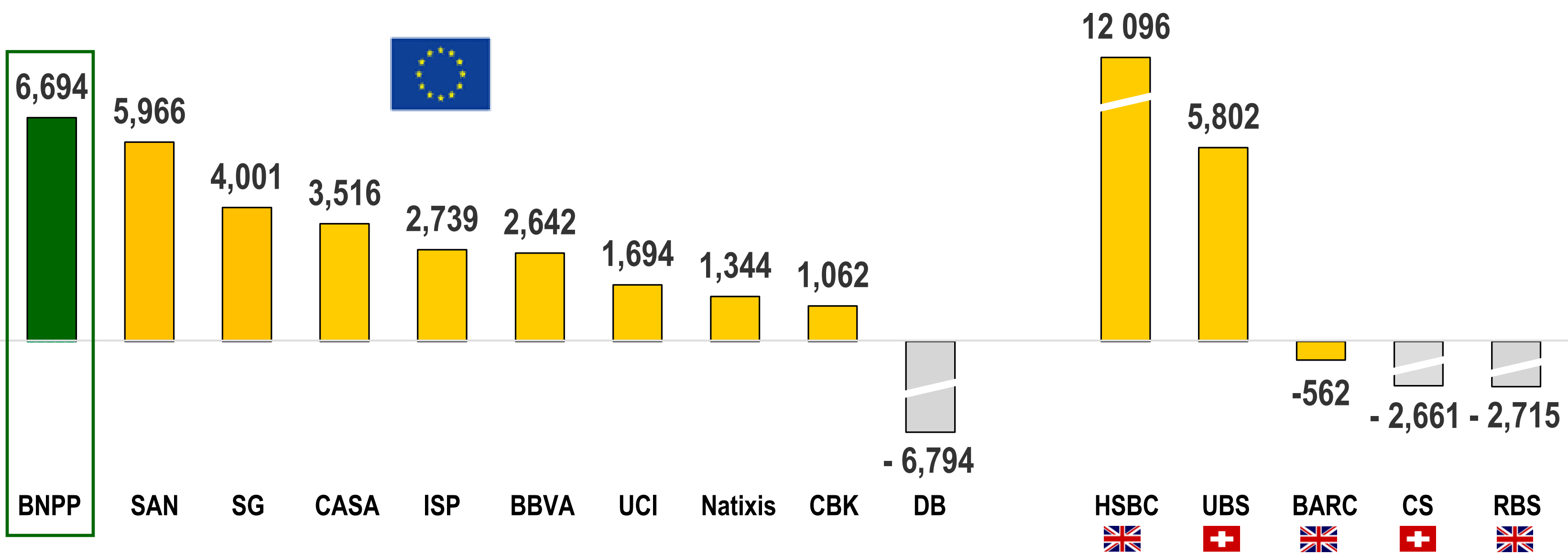
Good overall performance

** Excluding one-off items and the first contribution to the SRF (-€181m)*

Strong Underlying Profitability

€m**

2015 Net Profit (reported)*



- Net Income excluding exceptional items: €7.3bn
- Return on Equity excluding one-off items***: 9.2%
- Return on Tangible Equity excluding one-off items***: 11.1%

Good profit-generation capacity and best-in-class returns

** As disclosed by banks; **Average quarterly exchange rates; *** Including one-off items: Return on Equity, 8.3%; Return on Tangible Equity, 10.1%*

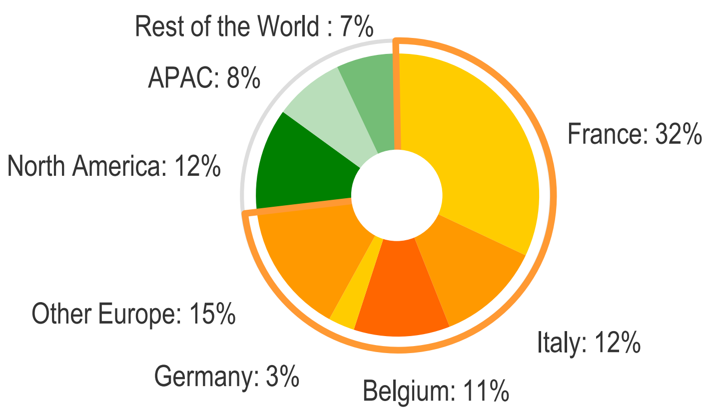
1Q16 Results Highlights

Strong Solvency and Capital Generation Capacity

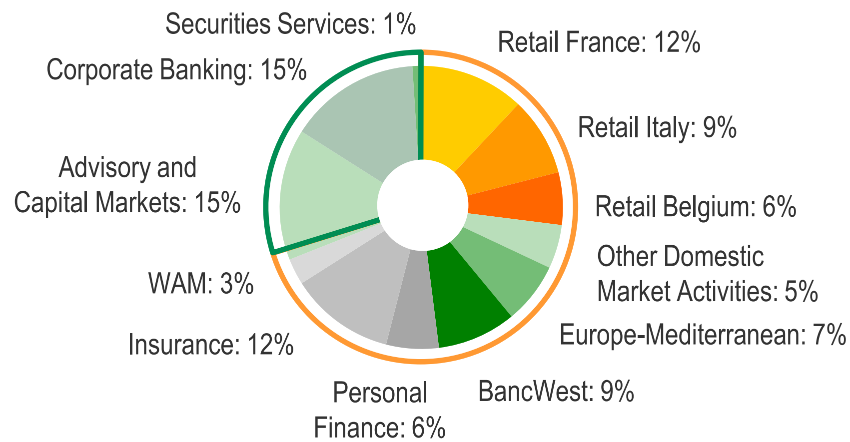
Focus on Medium and Long Term Funding

An Integrated Business Model with Strong Diversification

2015 Revenues by geography:
>85% in wealthy markets

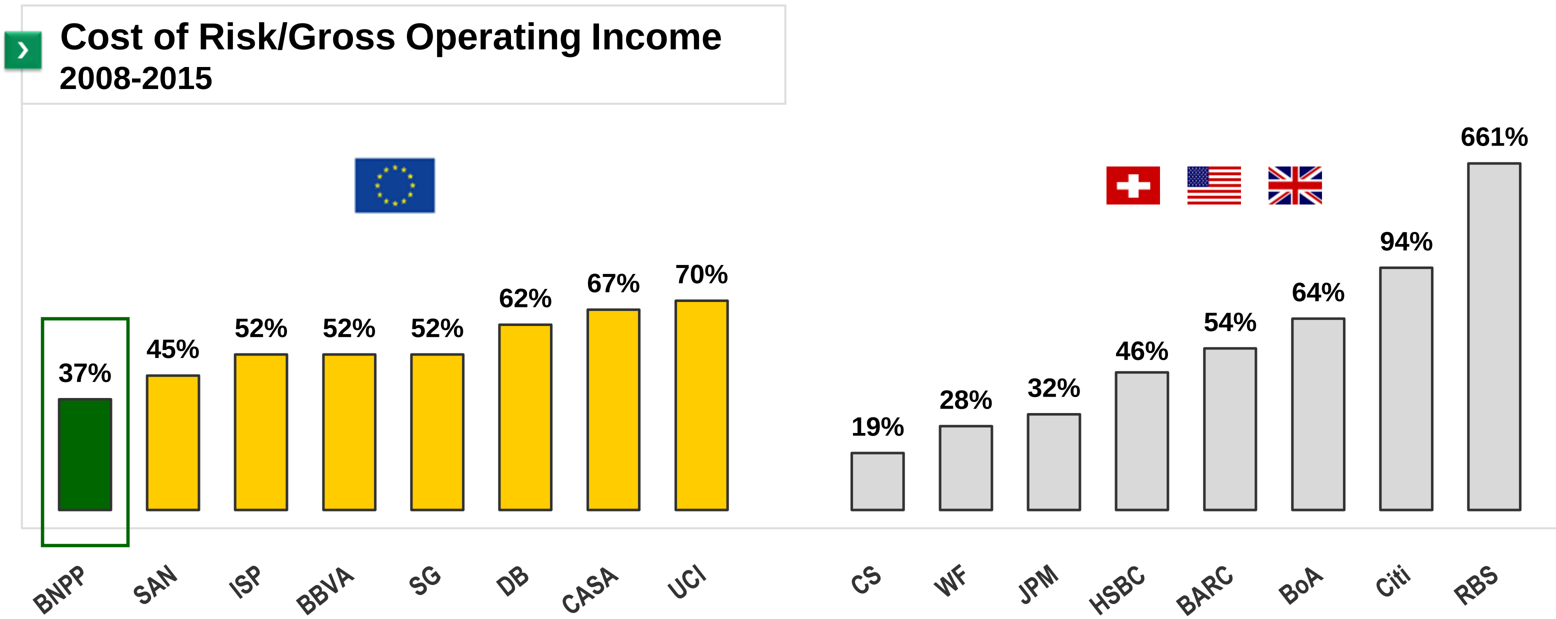


2015 Allocated equity* by business



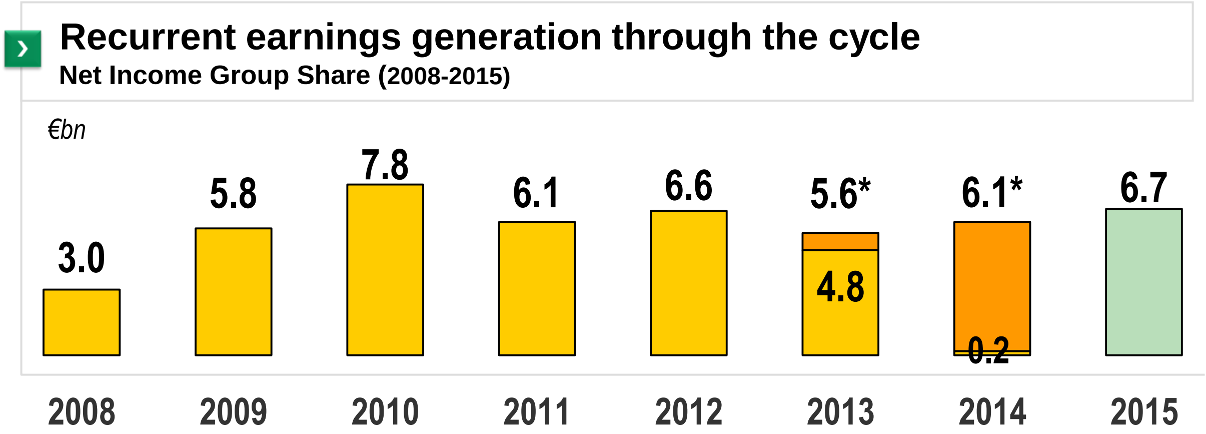
** Operating divisions*

Strong diversification implying lower risk profile



- Low risk appetite and strong diversification lead to low cost of risk
- One of the lowest CoR/GOI through the cycle

Recurrent Earnings Generation Through the Cycle



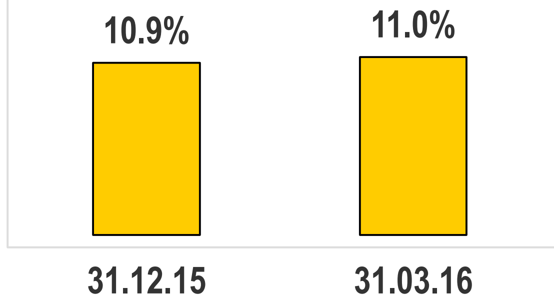
- Good resilience of net income through the cycle
  - Thanks to diversification
  - Capacity to withstand local crisis and external shocks

* Adjusted for costs and provisions related to the comprehensive settlement with US authorities

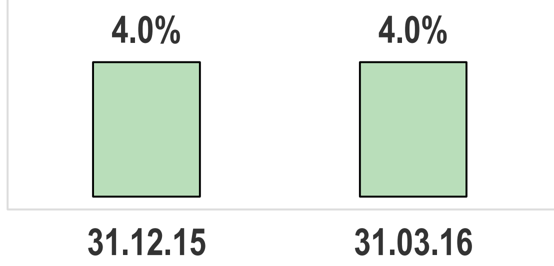
Financial Structure

- Fully loaded Basel 3 CET1 ratio*: 11.0% as at 31.03.16 (+10 bp vs. 31.12.15)
  - Essentially due to the 1Q16 results after taking into account a 45% dividend pay-out ratio
  - Despite the seasonal impact of the application of IFRIC 21 (-9bp)
- Fully loaded Basel 3 leverage**: 4.0% as at 31.03.16
  - Calculated on total Tier 1 Capital
- Liquidity Coverage Ratio: 116% as at 31.03.16
- Immediately available liquidity reserve: €298bn*** (€266bn as at 31.12.15)
  - Equivalent to over one year of room to manœuvre in terms of wholesale funding

Fully loaded Basel 3 CET1 ratio*



Fully loaded Basel 3 leverage ratio**



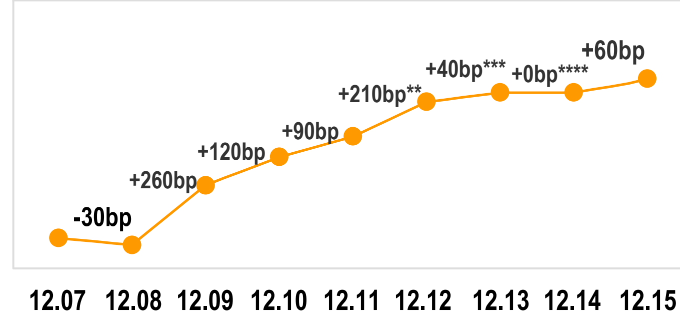
A rock-solid balance sheet

** CRD4 "2019 fully loaded"; ** CRD4 "2019 fully loaded", calculated according to the delegated act of the European Commission dated 10.10.2014 (see note (d) on slide 67); *** Liquid market assets or eligible to central banks (counterbalancing capacity) taking into account prudential standards, notably US standards, minus intra-day payment system needs*

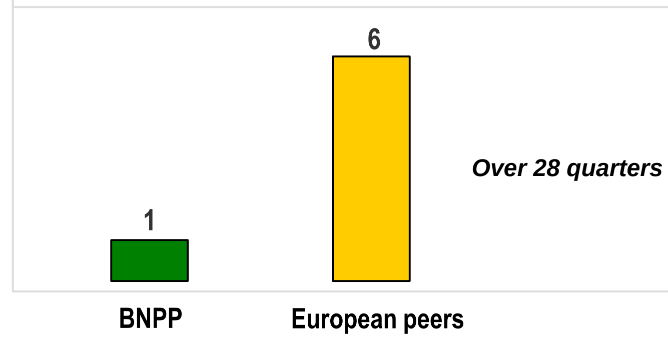
Evolution of CET1 Ratio by 2019

- Capital requirement (CET1) following the ECB' SREP: 10.0% in 2016
  - Including G-SIB buffer of 0.5% in 2016
  - Phased-in CET1 ratio of 11.1% as at 31.03.16, well above the minimum requirement
- Anticipated level of fully loaded Basel 3 CET1 ratio requirement of 11.5% in 2019
  - Given the gradual phasing-in of the G-SIB buffer to 2% in 2019
- Target to achieve this level by mid 2017 thanks to:
  - Organic generation and active capital management policy (~35 bp per year)
  - Sale or initial public offering of First Hawaiian Bank (~40 bp*)
- Target of a fully loaded Basel 3 CET1 ratio of 12.0% as of 2018
  - Taking into account a 50 bp management buffer, coherent with the Group's strong and recurring organic capital generation throughout the cycle

Annual evolution of the CET1 ratio**



Number of quarters of negative CET1 ratio evolution (2009-2015, European peers)*****



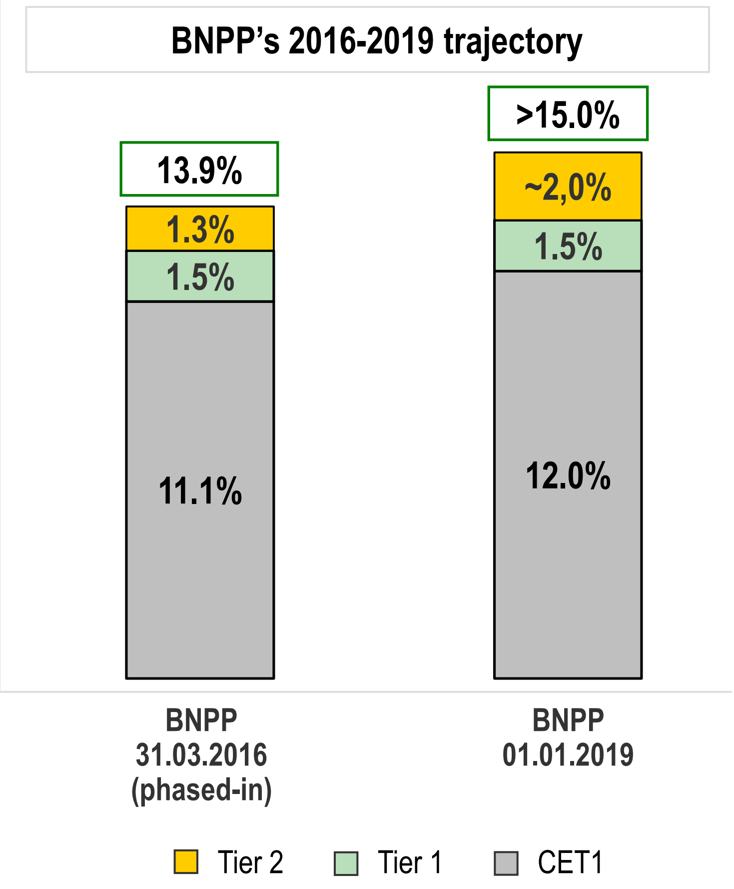
Target of a fully loaded CET1 ratio of 12%
Steady organic growth of CET1 ratio across the cycle

** Subject to market conditions and regulatory authorisations; ** Basel 2 from December 2007 to December 2011, Basel 2.5 as at December 2012, then fully loaded Basel 3 for the years after; *** Including the buy-back of the Fortis shares held by the minority shareholders (~-50bp); **** +100bp excluding costs related to the comprehensive settlement with the U.S. authorities; ***** Q/Q-1 CET1 ratio evolution restated of capital increases and acquisitions; average number of quarters of negative CET1 ratio evolution for 10 European peers*

Evolution of the Total Capital Ratio by 2019

- Target of a Total Capital ratio above 15% in 2019
  - Target of a fully loaded CET1 ratio of 12.0%
  - Issuance of €1.5 to €2bn of Additional Tier 1 per year during 3 years to achieve 1.5% of Tier 1
  - Issuance of €2 to €3bn of Tier 2 per year during 3 years to achieve ~2.0% of Tier 2
- Bringing the Total Capital to over €100bn
- Giving an excellent credit quality to the debt securities issued by BNP Paribas

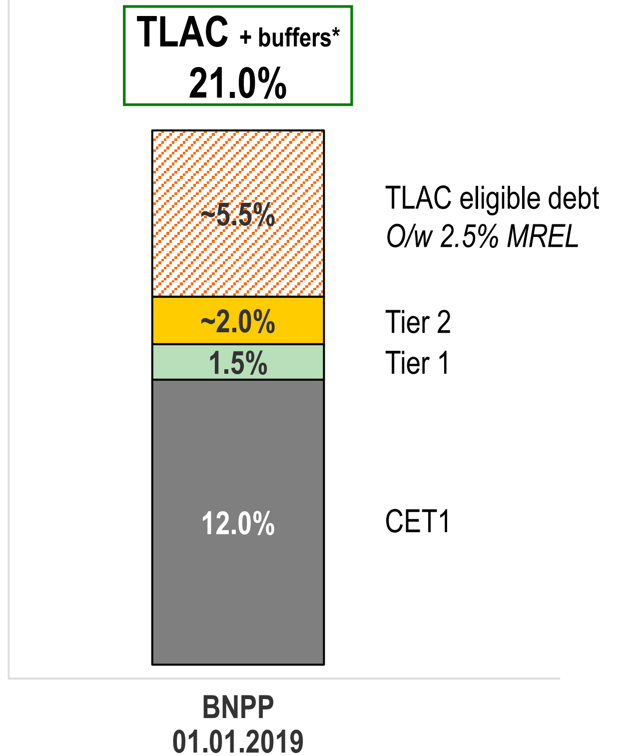
Total Capital Ratio



Total Loss Absorbing Capacity (TLAC) Ratio by 2019

- Target of a TLAC ratio of 21.0% in 2019
- Issue of ~€30bn of TLAC eligible senior debt by 01.01.2019*
  - Given a MREL allowance of 2.5% eligible for TLAC
  - Equivalent to ~€10bn per year, to be realised within the usual medium long term funding programme of about €25bn per year

TLAC Ratio – 2019 BNPP



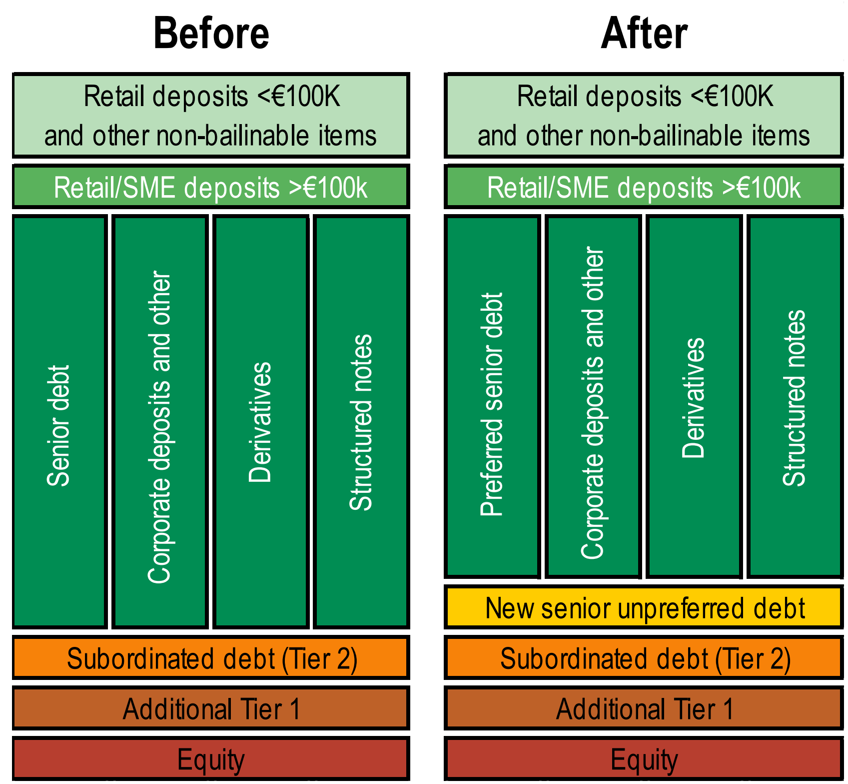
** Conservation buffer and G-SIB buffer*

TLAC Adaptation for French G-SIBs
French Proposal

- Change in the hierarchy in liquidation and resolution context
  - Preference to all creditors including the current holders of senior debt
  - Creation of a new category of senior unpreferred debt which will be loss absorbing before the current senior unsecured but after subordinated debt

- Main characteristics of this new senior debt:
  - Initial maturity > 1 year
  - Not structured debt
  - Contractual clause mentioning that the new senior debt belongs to the new category

Simplified creditor hierarchy



1Q16 Results Highlights

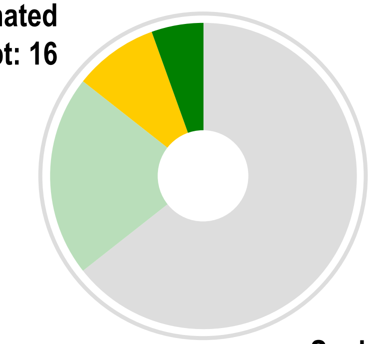
Strong Solvency and Capital Generation Capacity

Focus on Medium and Long Term Funding

Wholesale Medium/Long-Term Funding

- 2016 MLT funding programme of €25bn, of which:
  - Additional Tier 1: €1.5 to 2bn*
  - Tier 2: €2 to 3bn*
  - TLAC eligible senior debt: ~€10bn*
- Additional Tier 1: €1.3bn issued**
  - Success of the AT1 issuance in USD on 23 March, 325 investors across Europe, Americas and Asia, $1.5bn, perpetual Non Call 5, coupon of 7.625%
- Tier 2: €2.7bn issued**
  - Mid-swap +207 bp on average, average maturity of 10 years***
  - Of which €750m at 10.6 years, issued in March 2016 (mid-swap +227 bp)
  - Of which $1.25bn, 10 year bullet, issued in May 2016 (T+265bp)
- Senior debt: €7.8bn issued**
  - Average maturity of 6 years, mid-swap +60 bp on average

Wholesale MLT funding structure breakdown as at 31.03.16: €136bn****

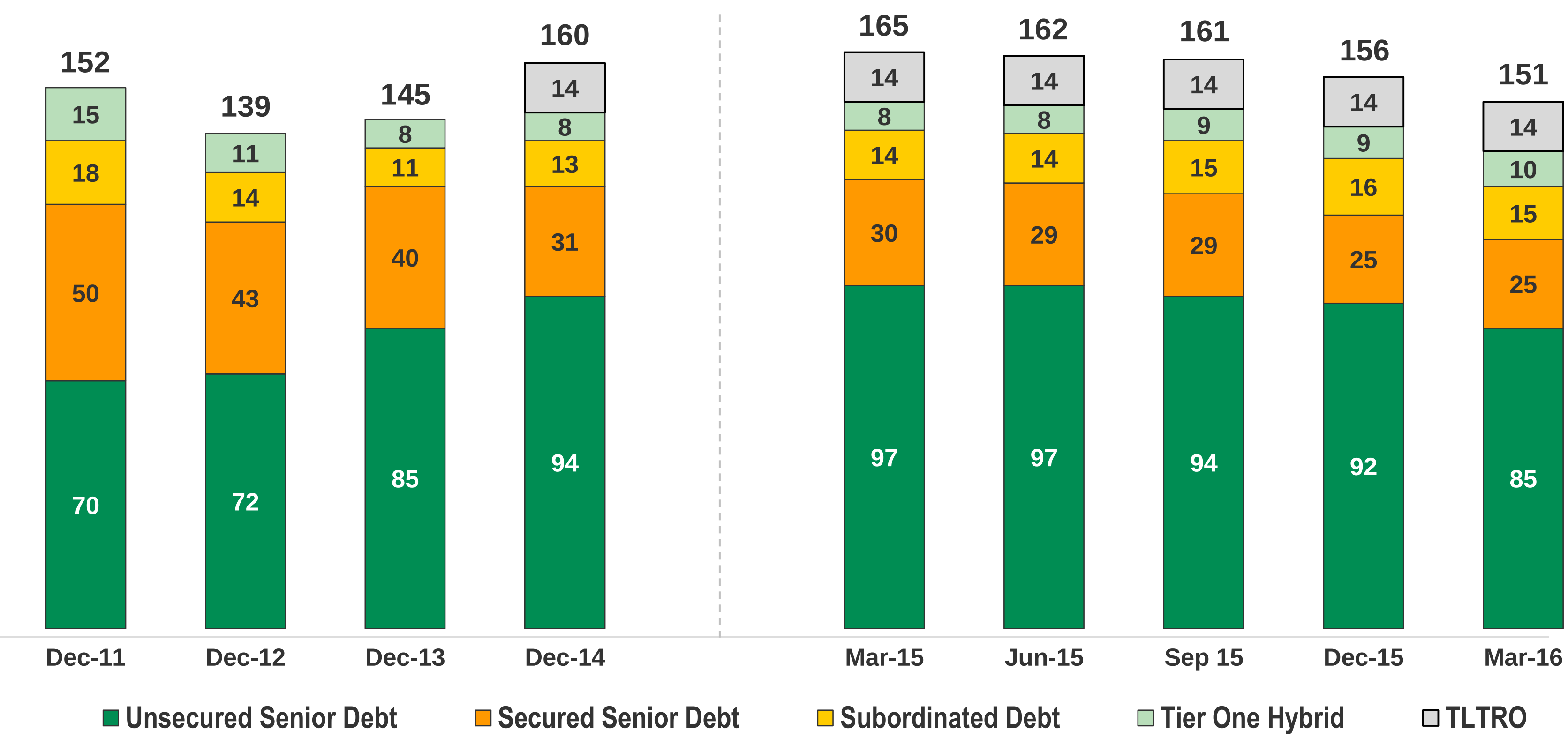


Issuance programme proceeding well despite volatile markets

* Depending on opportunities and market conditions; **As at 09 May 2016;
*** Including the Tier 2 prefunding of €750m issued in November 2015; **** Excluding TLTRO; ***** Debt qualified prudentially as Tier 1 booked as subordinated debt or as equity

Medium/Long Term Funding Outstanding

Wholesale MLT funding outstanding* (€bn)



Overall MLT funding stable over the period

** Source: ALM funding*

Focus on Capital Instruments

- Strong capital generation capacity
  - ~100bp per year before dividend*
  - Allowing the absorption of potential shocks

Evolution of current Tier 1 & Tier 2 instruments outstanding (grandfathered and eligible)***

in €bn	09.05.2016	01.01.2017	01.01.2018	01.01.2019
AT1	9	8	7	7
T2	12	11	10	10

- Additional Tier 1: €1.3bn issued as at 31.03.2016
  - Reminder: target of €1.5bn to €2bn per year until 01.01.2019**
  - USD1.5bn transaction in March, perpetual NC5, 7.625% coupon
  - €7bn instruments currently outstanding as at 01.01.2019 of which €3bn grandfathered
- Tier 2: €2.7bn issued under the 2016 programme
  - Reminder: target of €2bn to €3bn per year until 01.01.2019**
  - €10bn instruments outstanding as at 01.01.2019

Capital instruments issuance in line with targets

** Source: Bloomberg, based on current analysts' consensus; ** Depending on market conditions; *** Assuming callable instruments are called at the first call date*

Conclusion

Revenues held up well in a particularly unfavourable market environment this quarter

Control of operating expenses
Significant decline in the cost of risk

Solid organic capital generation
Fully loaded Basel 3 CET1 ratio at 11.0%

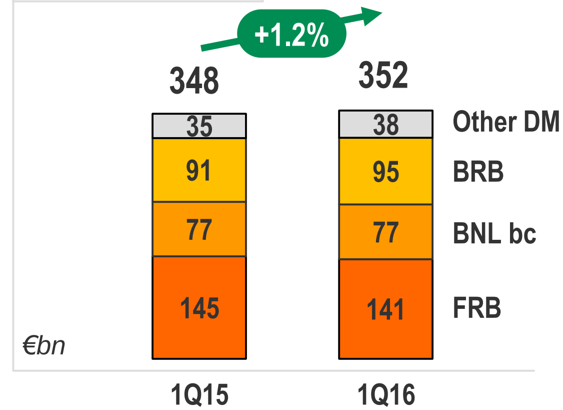
Issuance programme proceeding well despite volatile markets

Appendix

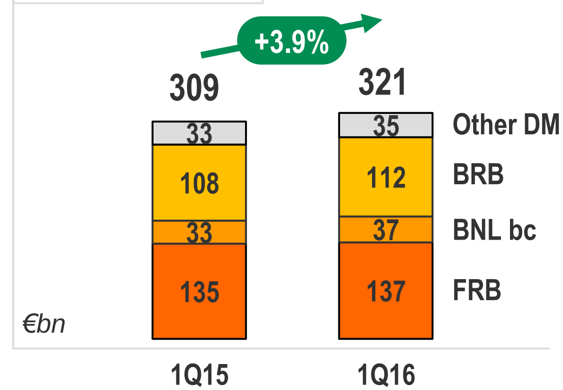
Domestic Markets - 1Q16

- Business activity
  - Loans: +1.2% vs. 1Q15, moderate recovery in loan demand
  - Deposits: +3.9% vs. 1Q15, good growth across all the networks
  - Hello bank!: +103,000 new clients in 1Q16
- Arval: implementation of the integration of GE Fleet Services in Europe (+164,000 vehicles)
- Revenues*: €4.0bn (-0.7% vs. 1Q15)
  - Persistently low interest rate environment
  - Drop in financial fees in all the networks due to a very unfavourable market environment this quarter
  - Good performance of the specialised businesses and BRB
- Operating expenses*: €2.8bn (+2.3% vs. 1Q15)
  - +1.5% at constant scope and exchange rates
  - Driven by the growing business lines: Arval, Leasing Solutions…
- Pre-tax income**: €0.7bn (+3.7% vs. 1Q15)
  - Decline in the cost of risk across all the networks

Loans



Deposits



Higher income in a low interest rate environment

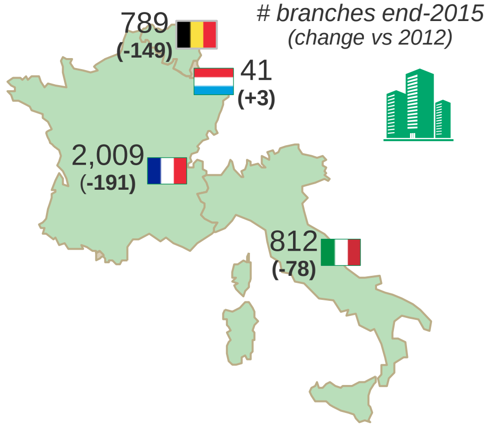
*Including 100% of Private Banking, excluding PEL/CEL; ** Including 2/3 of Private Banking, excluding PEL/CEL

Domestic Markets
Continued Transformation of the Retail Networks

- Branch network optimisation with differentiated branch formats
  - Continued footprint optimisation
  - Full range of services available in “hub” branches
  - Lighter branch formats developed to maintain proximity at a lower cost
- Revamped commercial set up
  - Opening hours reviewed and adapted to client needs
  - Meeter/Greeter as a shared role in most branches
  - Personalized approach and reinforced expertise for some client segments
- Digitalised branches
  - Videoconference support — 56%
  - Wi-Fi for customers — 52%
  - New mobile workstation tablet-based — 62%

% of branches already equipped

Ongoing footprint optimisation



New branch formats

France	Belgium	Italy
EXPRESS		
ADVISORY	ADVISORY	OPEN BNL
PROJECTS	FULL	FULL

% of branches already revamped

63%	95%*	43%

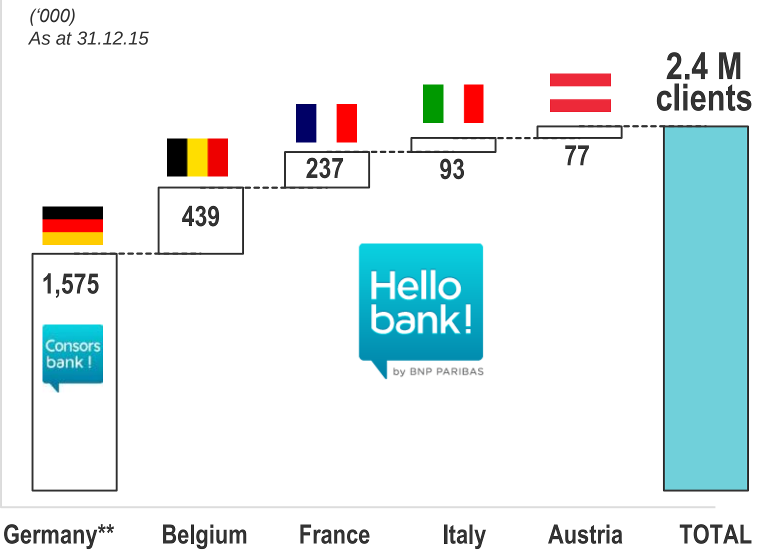
Footprint optimisation and modernisation of branch formats

* *% of targeted branches*

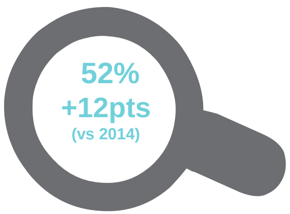
Domestic Markets
Continued Development of Hello bank!

- A fast growing customer base
  - Strong organic client acquisition (~+500,000 clients as at 31.03.16 vs. 31.12.14)
  - Acquisition of DAB Bank in Germany in 2014 and merger in 2015 with Consorsbank!
  - Direktanlage.at became Hello bank! in Austria in 2015
- A new brand successfully rolled-out in the Eurozone
  - Brand positioning “100% mobile”
  - Promising spontaneous awareness
  - New features and services
  - €24bn deposits and €80bn assets under management
  - Generating 8.7% of individual clients revenues* in 2015 (x2 vs. 2014)
- Shared assets with the network and across Hello bank!
  - Use of existing infrastructures and resources in each country: IT systems, back-offices, call centres,…

Client base



Hello bank! awareness (France)



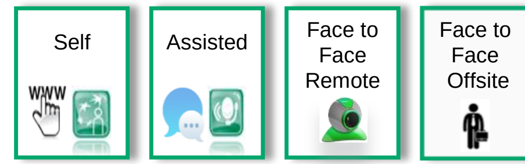
Hello bank! successfully developing in 5 countries
2.4 million clients

* FRB, BRB, BNLbc and Personal Investors revenues, excluding Private Banking; ** Including DAB customers

Domestic Markets - Medium-term Ambitions More Digitalisation, More Customisation

Create digitalised service models

- **Differentiated models** in terms of value proposition and relationship model: choice offered to customers (Retail, Private, Corporate)
- New relationship styles with **more digital** and **adapted interactions**
- **Common platforms** for product offering, remote expertise…



Reinvent customer journeys

- **Effortless & value-added** client experience, tailored to client needs end-to-end
- **Efficiency improvement**: process optimisation and operating functions adaptation
- Further development of **cross-selling** within the Group

Already launched

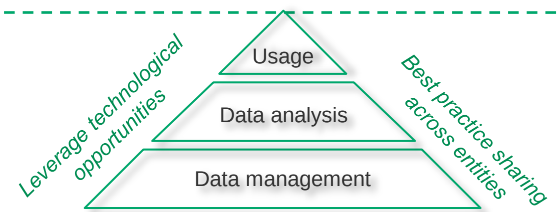
I NEED CASH NOW

I WANT TO BECOME A CORPORATE CUSTOMER

I WANT TO BUY MY HOME / I WANT TO BUY MY TV

Enhance customer knowledge

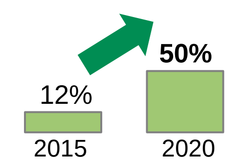
- Optimize **commercial proactivity and reactivity**
- Improve **pricing and risk scoring** management



Boost digital acquisition & sales

- **Digitalisation of the whole product offering subscriptions**
- Boost digital communication and marketing
- **Specific client acquisition offers** with ambitious targets for 2020

Targeted digital sales



Develop comprehensive service offers

- New **aggregation service offers** (e.g. Arval Active Link) tailored to client utilisations
- Develop business and enrich offer through **innovation** and **FinTechs partnerships**

ARVAL Active Link

Aggregation of optional services

→ ***Active Journey*** *(route analysis)*

→ ***Active Routing*** *(real-time geo-localization)*

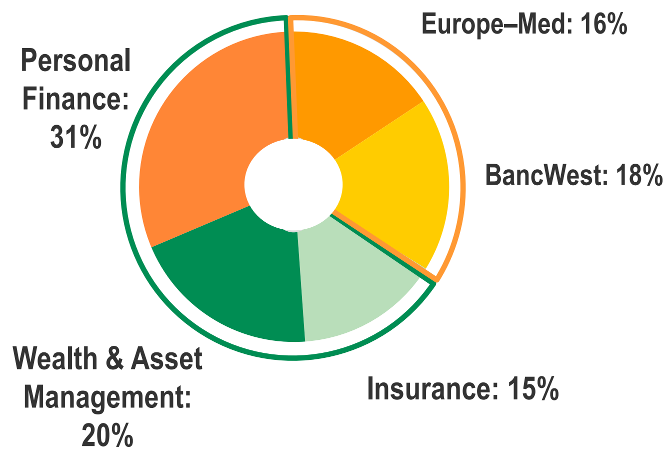
→ ***Active Sharing*** *(management of shared vehicles)*

International Financial Services

Two main activities

- International Retail Banking
  - Europe-Mediterranean: retail networks in 14 countries, notably in Turkey (TEB), in Poland (BGZ BNP Paribas) and in the South Mediterranean Basin
  - BancWest (United States)
- Specialised businesses
  - Personal Finance: consumer finance business, #1 specialty player in Europe with notably Cetelem, Findomestic and COMMERZ FINANZ
  - Wealth & Asset Management: Wealth Management, Asset Management, Real Estate Services (€728bn AuM as at 31.03.2016)
  - Insurance: savings and protection products, #3 Life bancassurance in France*, #5 bancassurance in Italy**

2015 Revenues by business



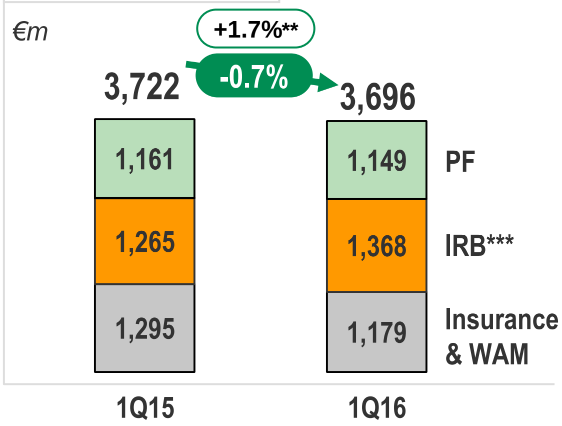
A growth engine for the Group

** Argus de l'Assurance 2014; ** IAM Consulting 2014*

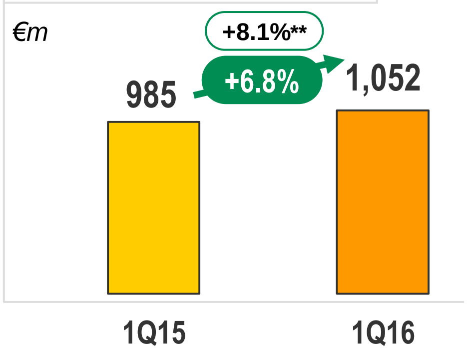
International Financial Services - 1Q16

- Business activity
  - Personal Finance: continued strong business drive
  - International Retail Banking*: good business growth
  - Insurance and WAM: positive asset inflows (+€2.2bn in 1Q16) in an unfavourable market environment this quarter
- Revenues: €3.7bn (-0.7% vs. 1Q15), negative foreign exchange effect
  - +1.7% at constant scope and exchange rates
  - Good performance of IRB, growth at Personal Finance and WAM, impact of an unfavourable market environment on Insurance this quarter
- Operating income: €915m (+5.1% vs. 1Q15)
  - +7.1% at constant scope and exchange rates
  - Decline in the cost of risk
- Pre-tax income: €1.1bn (+6.8% vs. 1Q15)
  - +8.1% at constant scope and exchange rates

Revenues



Pre-tax income



Good sales and marketing drive and income growth

* Europe Med and BancWest; ** At constant scope and exchange rates; *** Including 2/3 of Private Banking in Turkey and in the United States

International Financial Services Action Plan

1. GROWTH AND DIVERSIFICATION

CLIENTS

- Optimise the client experience for all segments
- Private banking client base: continue growing it in the domestic markets, in the U.S. and in Asia
- Corporate and institutional clients: launch of new offerings
- SMEs: structure and roll-out of the offering in the international networks

INTERNATIONAL

- International banking networks: continue branch network transformation
- Asia and Latin America: continue growing in specialised businesses
- China: continue developing partnerships

PARTNERSHIPS

- Personal Finance: forge new partnership alliances and agreements in the automotive sector, as well as with distributors, banks and energy providers
- Insurance: continue strengthening partnerships by leveraging our expertise
- Develop partnerships with new actors (FinTech, InsurTech, etc.)

CROSS-SELLING

- Continue rolling out the enhanced cooperation model of Personal Finance with the Group's banking networks: Poland, U.S.
- Increase asset inflows in asset management and grow sales of insurance products in the banking networks
- Step up cross-selling with CIB

International Financial Services Action Plan

2. DIGITALISATION, NEW TECHNOLOGIES AND NEW BUSINESS MODELS

DATA AND ANALYTICS

- Initiatives in all the business units
- Unite data labs to pool best practices

INNOVATION

- Put open innovation in general practice in all the businesses
- Capitalise on innovative approaches (Cardif Lab, PF Echangeur, Hackathon…)
- Analyse and test the roll-out of new services

BANKS AND DIGITAL OFFERINGS

- Continue the expansion of mobile and digital banking services, including in new countries
- Develop the digital solutions offering in all the businesses
- Bring innovation to the payment offering (new offerings and technologies)

L'ATELIER BNP PARIBAS GROUP | ECHANGEUR BY BNP PARIBAS PERSONAL FINANCE | BNP PARIBAS INTERNATIONAL HACKATHON | CEPTETEB | BGZ optima

3. CONTINUE INDUSTRIALISATION, TRANSFORMATION AND ADAPTATION

INDUSTRIALISATION AND ADAPTATION

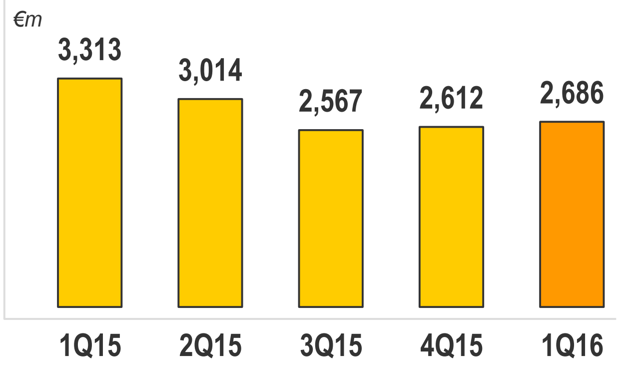
- Industrialise the platforms and enhance operating efficiency
- Finalise integrations with LaSer (Personal Finance) and Bank BGZ (Poland)
- Continue adapting to regulatory changes (MiFID II, …)

LaSer | BGZ BNP PARIBAS

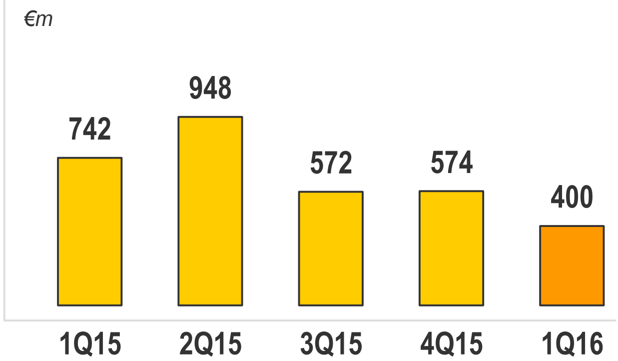
Corporate and Institutional Banking - 1Q16 Summary

- Launch of the 2016-2019 transformation plan
- Revenues: €2,686m (-18.9% vs. 1Q15)
  - -15.5% vs. 1Q15 excluding FVA*
  - Very challenging market environment for Global Markets (-24.4%**), moderate decline at Corporate Banking (-6.0%) and slight increase at Securities Services (+0.3%)
  - Reminder: very favourable environment in 1Q15
- Operating expenses: €2,258m (-8.8% vs. 1Q15), good control
  - Despite the impact of the rise in banking contributions and taxes
  - In relation with the decrease in business activity
  - Effect of savings from Simple & Efficient and from the implementation of the transformation plan
- Pre-tax income: €403m (-54.5% vs. 1Q15)
  - €768m excluding the impact of IFRIC 21*** and FVA (-23.4% vs. 1Q15****)
  - Reminder: high level of other non operating items in 1Q15 (one-off capital gain from a sale and high capital gains on day-to-day business)

Revenues



Operating Income



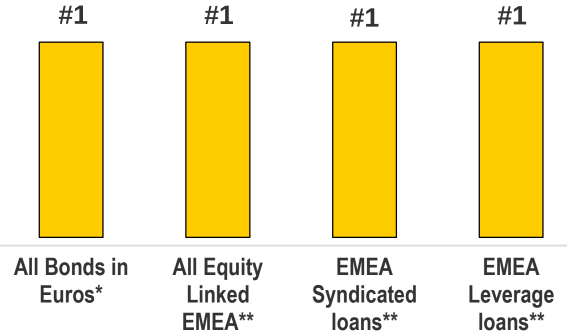
Very challenging market environment in Europe this quarter

* FVA: -€57m in 1Q16; +€68m in 1Q15; ** Excluding FVA; *** Annualisation of the taxes and contributions under IFRIC 21: +€308m in 1Q16 and +€259m in 1Q15; **** Excluding one-off capital gains in Other Non Operating Items in 1Q15 (€74m)

Corporate and Institutional Banking - 1Q16 Business Activity

- Global Markets: very challenging environment in Europe at the beginning of the year
  - Limited client volumes due to concerns about global growth, banking regulations on subordinated debt and uncertainties over monetary policies
  - VaR still at a low level (€43m)
  - Positions strengthened on bond issues: #1 for bonds in euros and #8 for all international bonds*
- Securities Services: unfavourable market environment
  - Assets under custody: -2.7% vs. 1Q15, due to the decreasing markets
  - Number of transactions: +16.1% vs. 1Q15
  - New significant mandates (e.g. Sampo Group, €25bn in assets)
- Corporate Banking: moderate business activity this quarter
  - Client loans: €126bn (+5.0% vs. 1Q15), #1 on syndicated loans in the EMEA region**
  - Client deposits: €110bn (+19.5% vs. 1Q15), strong growth as a result of market shares gains in cash management
  - Advisory businesses: small number of M&A deals in European markets

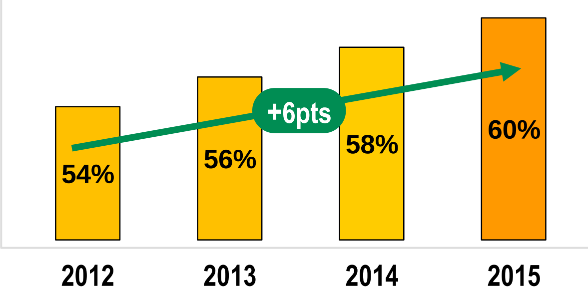
1Q16 European rankings



Corporate Banking in Europe

Market penetration (%)

#1 European Top-Tier Large Corporate Banking***



Weak business level this quarter

* Source: Thomson Reuters 1Q16; ** Source: Dealogic 1Q16, Europe, Middle East & Africa in number of operations; *** Source: Greenwich Associates Share Leaders 2016

CIB: a Solid and Profitable Platform

Improving Global Positioning

- Gaining market shares from peers' retrenching context
- Success of regional initiatives launched in APAC and in the US
- Generating best-in-class profitability among European peers

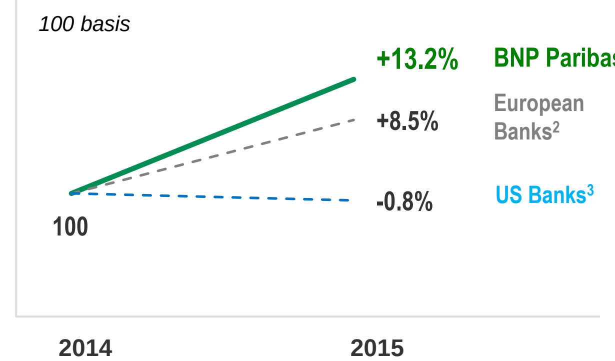
Integrated within BNP Paribas Group

- Client focused: a CIB built up organically on the Group's historic client franchises
- 2 well-balanced client franchises: Corporates and Institutionals
- Cross-selling at the heart of the business model
- Right size within the Group business mix (31% of allocated equity)

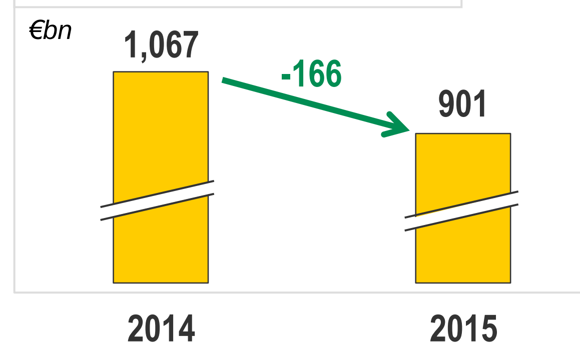
Disciplined and Agile

- Early adaptation to Basel 3 (2011-2012 deleveraging) and ongoing reduction of leverage exposure
- E&C[1] downsizing largely completed at end-2015
- New organisation implemented since the end of 2014 to speed up the evolution
- Compliance, control and conduct: reinforcement of rules and set up

Revenues evolution vs. peers



CIB leverage exposure



1. Energy & Commodity business line; 2. Evolution in Euros for 8 European CIB; 3. Evolution in USD for 6 US CIB

CIB 2016-2019 Transformation Plan
Three Levers Across All Regions & Business Lines

Focus	Improve	Grow
Free-up capital and balance sheet to fuel targeted growth	**Optimize CIB operating model**	**Specific strategic growth initiatives**
■ Reduce unproductive RWAs through portfolios' optimisation ■ Selective rightsizing of businesses, countries and client portfolios ■ Reinvest to capture market growth and increase market share	■ Industrialise the set up ■ Improve operating efficiency ■ Deliver enough savings to support growth, while structurally reducing C/I ratio	■ Further develop strategic clients ■ Invest in processing businesses: i.e. Securities Services and Transaction Banking ■ Specific investments in Americas and APAC
RWA gross reduction: -€20bn **RWA reinvestment: +€10bn** **Revenues: +€0.5bn** **Costs[2]: -€0.05bn** **+€~0.2bn in pre-tax income[4]**	**12% total cost savings[1,3]** **Revenues: no impact** **Costs[2,3]: -€0.95bn** **+€0.95bn in pre-tax income[4]**	**+€21bn RWAs** **Revenues: +€1.6bn** **Costs[2]: +€0.5bn** **+€~0.5bn in pre-tax income[4]**

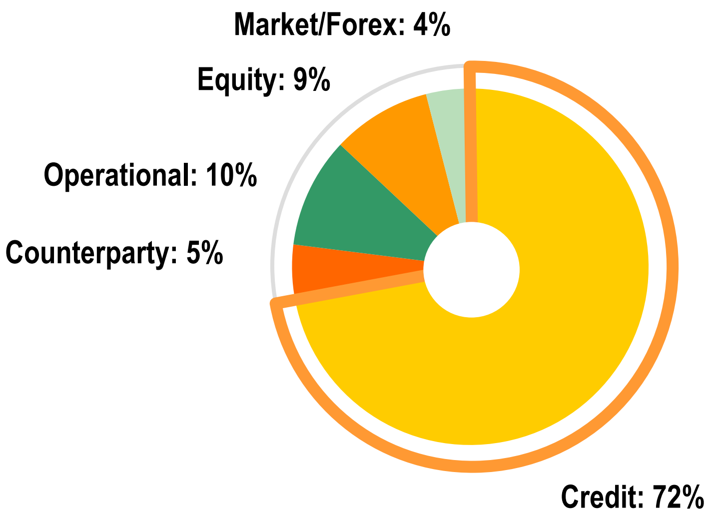
One-off costs to achieve transformation: €800m over 2016-2019[5]

1. Gross savings based on 2015 total CIB costs base including €50m cost savings linked to Focus initiatives; 2. Excluding regulatory costs and inflation; 3. Including ~€90m of residual S&E savings; 4. After impact of regulatory projects, inflation and variable on costs, cost of risk and non operating revenues; 5. Booked in Corporate Centre (€300m in 2016, 250m in 2017 and 2018)

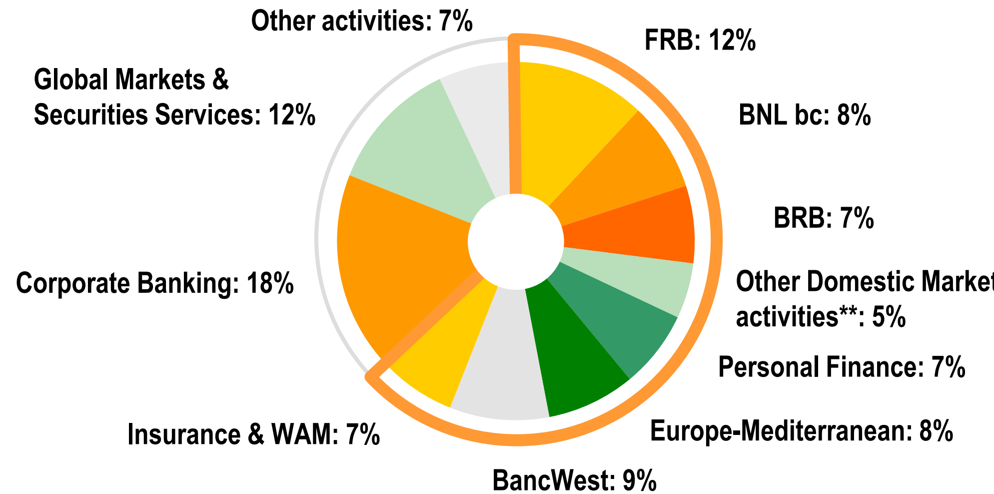
Basel 3* Risk-Weighted Assets

- Basel 3* risk-weighted assets: €627bn (€634bn as at 31.12.15)
  - Decrease in risk-weighted assets mainly due to foreign exchange effect

Basel 3* risk-weighted assets by type of risk as at 31.03.2016



Basel 3* risk-weighted assets by business as at 31.03.2016



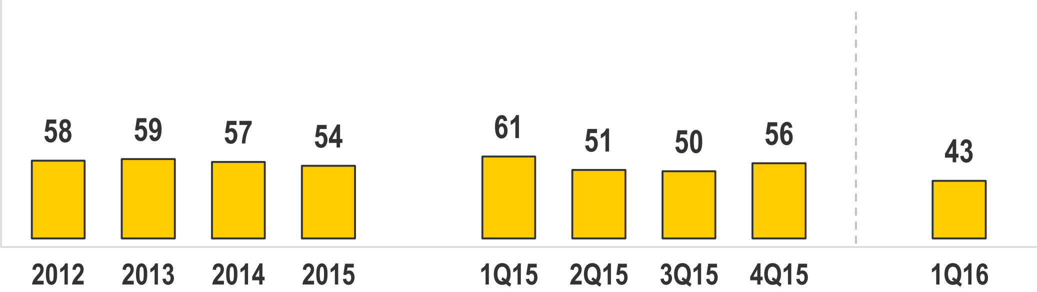
Retail Banking and Services: 63%

* CRD4 ; ** Including Luxembourg

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

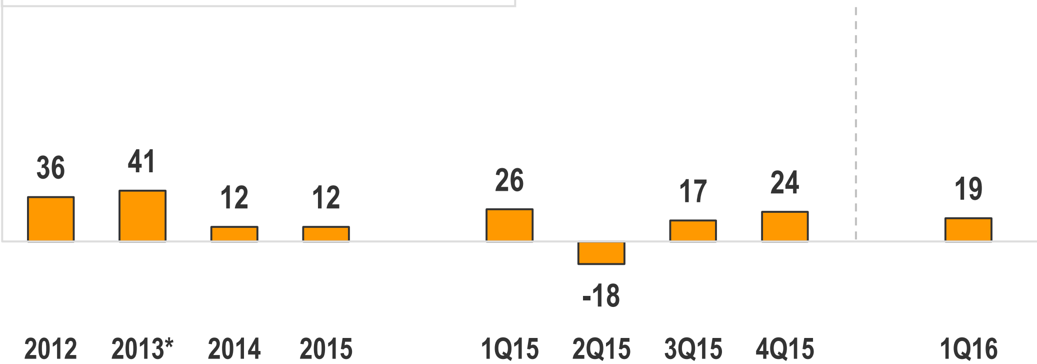
Net provisions/Customer loans (in annualised bp)

Group



- Cost of risk: €757m
  - -€211m vs. 4Q15
  - -€287m vs. 1Q15
- Decline in the cost of risk

CIB - Corporate Banking

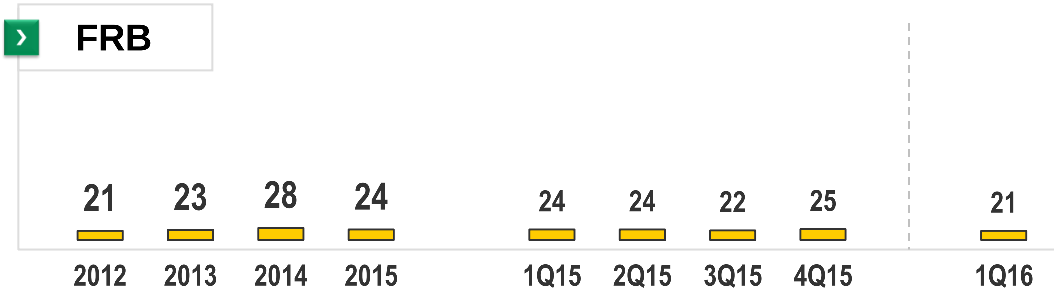


- Cost of risk: €55m
  - -€14m vs. 4Q15
  - -€18m vs. 1Q15
- Low cost of risk

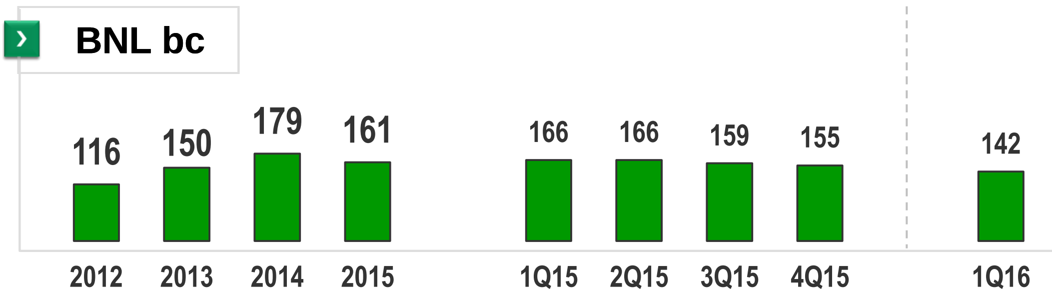
** Restated*

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

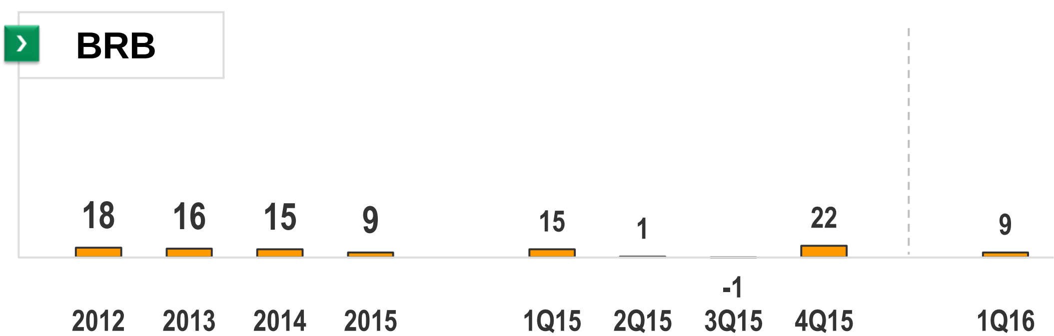
Net provisions/Customer loans (in annualised bp)



- Cost of risk: €73m
  - -€14m vs. 4Q15
  - -€15m vs. 1Q15
- Cost of risk still low



- Cost of risk: €274m
  - -€27m vs. 4Q15
  - -€47m vs. 1Q15
- Decline of doubtful loan outstandings
- Continued decrease in the cost of risk

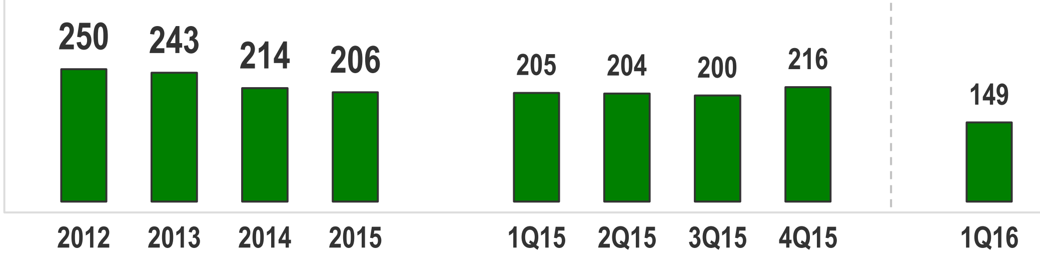


- Cost of risk: €21m
  - -€31m vs. 4Q15
  - -€13m vs. 1Q15
- Cost of risk very low

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

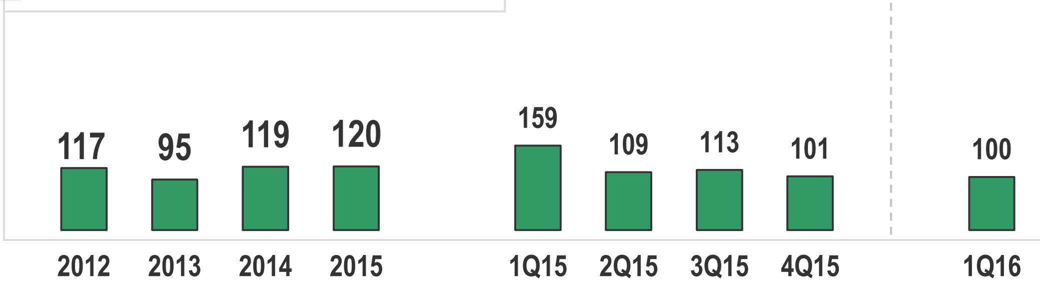
Net provisions/Customer loans (in annualised bp)

Personal Finance



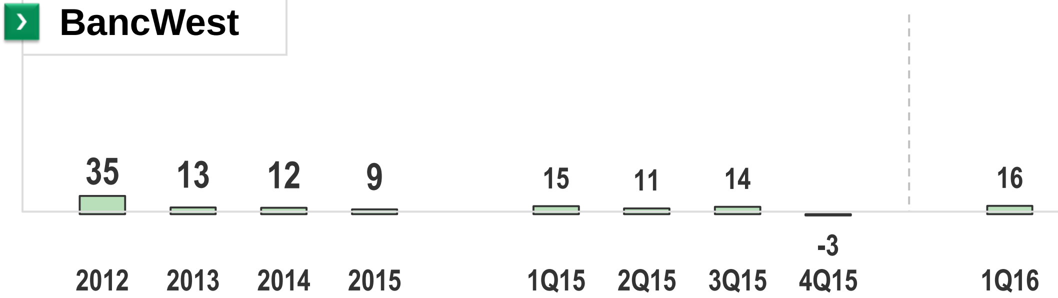
- Cost of risk: €221m
  - -€87m vs. 4Q15
  - -€71m vs. 1Q15
- Sharp decline this quarter
  - Effect of the low interest rates and the growing positioning on products with a better risk profile
  - Significant provisions write-backs following sales of doubtful loans

Europe-Mediterranean



- Cost of risk: €96m
  - stable vs. 4Q15
  - -€53m vs. 1Q15
- Moderate cost of risk
- Reminder: high base in 1Q15

BancWest



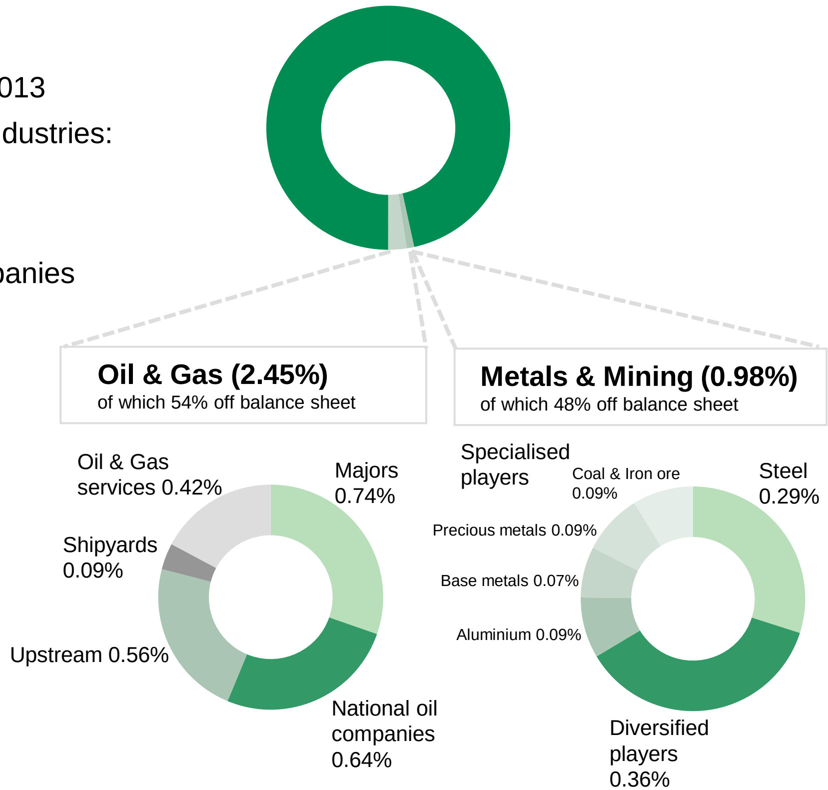
- Cost of risk: €25m
  - +€29m vs. 4Q15
  - +€5m vs. 1Q15
- Cost of risk still very low
- 4Q15 reminder: provisions offset by write-backs

Specific Review of Industries Affected by Oil and Commodities Prices

- Review of industries affected by the decrease of oil and commodities prices
  - Exposure to Oil & Gas and Metals & Mining: respectively 2.45% and 0.98% of the Group's gross commitments on and off-balance sheet
  - Strong reduction of the Energy & Commodities business since 2013
  - Positive impact of the decrease of prices on a large number of industries: transport, chemicals, food & beverage, automotive
- Oil & Gas: €25.6bn net exposure*
  - Close to 60% of gross exposure on Majors and national oil companies
  - 75% of investment grade** exposure
  - Good coverage with collaterals for non investment grade** exposure
  - Short average maturity: less than 2 years
  - Only 1% of doubtful exposure
  - Reminder: sale of the Reserve Based Lending business in the US in 2012
- Metals & Mining: €8.4bn net exposure*
  - 60% of investment grade** exposure
  - Short average maturity: less than 2 years
  - Diversified portfolio with different sectorial dynamics
  - Only 3% of doubtful exposure

Total gross commitments of the Group

Total gross commitments on and off balance sheet, unweighted of €1,399bn as at 31.12.2015



Well-diversified quality portfolios

** Net of guarantees and provisions (as at 31.12.2015); ** External rating or BNP Paribas' equivalent rating*

Long-Term Ratings

As of 10 May 2016

Standard & Poor’s	A	Stable outlook
Fitch	A+	Stable outlook
Moody’s	A1	Stable outlook
DBRS	AA (low)	Stable outlook

Any rating action may occur at any time

S&P – Rating Benchmark

As of 10 May 2016

AA-	**HSBC Bank plc** (stable)	**Royal Bank of Canada** (stable)
A+	**Rabobank** (stable)	
A	**UBS** (positive) **Lloyds Bank plc** (stable) **Crédit Agricole** (stable) **Wells Fargo & Co*** (stable)	**BNP Paribas** (stable) **Crédit Suisse** (stable) **Société Générale** (stable)
A-	**Barclays Bank plc** (stable) **JP Morgan Chase & Co*** (stable)	**Santander** (stable)
BBB+	**RBS plc** (positive) **BBVA** (stable) **Bank of America Corp.*** (stable) **Goldman Sachs Group*** (stable)	**Deutsche Bank** (stable) **Citigroup*** (stable) **Morgan Stanley Holding*** (stable) **Commerzbank** (stable)
BBB-	**Unicredit** (stable)	**Intesa San Paolo** (stable)

Any rating action may occur at any time

** Holding company as main issuer of senior debt. Bank entities are rated as follows: Wells Fargo Bank NA: AA- (stable), JP Morgan Chase Bank NA: A+ (stable), Citibank NA: A (CreditWatch positive), Bank of America NA: A (CreditWatch positive), Morgan Stanley Bank: A (CreditWatch positive); Data Source: Bloomberg*

Moody's – Rating Benchmark

As of 10 May 2016

Aa2	**Rabobank** (stable)	**HSBC Bank plc** (stable)
Aa3	**Royal Bank of Canada** (negative)	
A1	**Lloyds Bank plc** (positive) **UBS** (stable)	**BNP Paribas** (stable)
A2	**Crédit Agricole** (positive) **Wells Fargo & Co*** (stable) **Barclays Bank plc** (stable)	**Crédit Suisse** (stable) **Société Générale** (stable)
A3	**RBS plc** (positive) **Morgan Stanley Holding*** (stable) **JPMorgan Chase & Co*** (stable)	**Santander** (stable) **Goldman Sachs Group*** (stable)
Baa1	**Commerzbank** (stable) **Bank of America Corp.*** (stable) **Intesa San Paolo** (stable) **Deutsche Bank** (Under Review -)	**Citigroup*** (stable) **BBVA** (stable) **Unicredit** (stable)

Any rating action may occur at any time

** Holding company as main issuer of senior debt. Bank entities are rated as follows: Wells Fargo Bank NA: Aa2 (Stable), JP Morgan Chase Bank NA: Aa3 (stable), Citibank NA: A1 (stable), Bank of America NA: A1 (stable), Morgan Stanley Bank: A1 (stable); Data Source: Bloomberg*

Fitch – Rating Benchmark

As of 10 May 2016

AA	**Royal Bank of Canada** (negative)	
AA-	**HSBC Bank plc** (stable) **Rabobank** (stable)	**Wells Fargo & Co*** (stable)
A+	**BNP Paribas** (stable) **Lloyds Bank plc** (stable)	**JPMorgan Chase & Co*** (stable)
A	**Crédit Agricole** (positive) **UBS** (positive) **Citigroup*** (stable) **Goldman Sachs Group** (stable) **Bank of America Corp.*** (stable)	**Crédit Suisse** (positive) **Barclays Bank plc** (stable) **Morgan Stanley Holding*** (stable) **Société Générale** (stable)
A-	**Santander** (stable) **Deutsche Bank** (stable)	**BBVA** (stable)
BBB+	**Intesa San Paolo** (stable) **Commerzbank** (stable)	**RBS plc** (stable) **Unicredit** (negative)

Any rating action may occur at any time

** Holding company as main issuer of senior debt. Bank entities are rated as follows: Wells Fargo Bank NA: AA (stable), JP Morgan Chase Bank NA: AA- (stable), Citibank NA: A (stable), Bank of America NA: A+ (stable), Morgan Stanley Bank: A (stable); Data Source: Bloomberg*