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# Selected Exposures based on recommendations of the

**Financial Stability Board** 



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### BNP Paribas Exposure to Conduits and SIVs

As at 30 June 2009	Entity data		BNP Paribas exposure					
		Securities		lity lines	Credit	ABCP held	Maximum	
in€bn	Assets funded	issued	Line outstanding	o/w cash drawn	enhancement (1)	and others	commitment (2)	
BNP Paribas sponsored entities								
<b>BNP</b> Paribas sponsored entit	ies							
BNP Paribas sponsored entit ABCP conduits	<b>ies</b> 9.3	9.3	9.3	-	0.4	0.5	12.3	

#### Third party sponsored entities (BNP Paribas share)

ABCP conduits	0.5	0.5	0.5	0.2	-	-	0.7
Structured Investment Vehicles	n.s	-	-	-	-	-	-

(1) Provided by BNP Paribas. In addition, each programme benefits from other types of credit enhancement

(2) Represent the cumulative exposure across all types of commitments in a worst case scenario

- Drop in assets funded by -€1.8bn and in the maximum commitment by -€2.1bn compared to 31.03.09
  - Essentially due to expiration / amortisation of facilities on Starbird and Matchpoint
  - FX effect: -€350mn
- No exposure to SIVs

Throughout this chapter, figures highlighted in yellow are the most significant figures.



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#### BNP Paribas Sponsored ABCP Conduits Breakdown by Maturity and Geography

Sponsored ABCP conduits as at 30 June 2009 (in €bn)	Starbird United States	Matchpoint Europe	Eliopee Europe	Thesee Europe	J Bird 1 & 2 Japan	Total
Ratings	A1 / P1	A1+/P1	P1	A1/P1/F1	A1 / P1	
BNP Paribas commitments	5.3	4.7	1.3	0.5	0.6	12.3
Assets funded	3.4	4.0	0.9	0.5	0.6	9.3
Breakdown by maturity						
0 - 1 year	31%	4%	52%	57%	50%	26%
1 year - 3 years	33%	55%	28%	43%	38%	41%
3 years - 5 years	18%	31%	20%		9%	22%
> 5 years	18%	10%			3%	11%
Total	100%	100%	100%	100%	100%	100%
Breakdown by geography*						
USA	97%	2%				42%
France		9%	85%	100%		16%
Spain		20%				8%
UK		8%				3%
Asia		14%			100%	10%
Diversified and Others	3%	48%	15%			21%
Total	100%	100%	100%	100%	100%	100%

\* Convention used is: when a pool contains more than 50% country exposure, this country is considered to be the one of the entire pool. Any pool where one country does not reach this level is considered as diversified



#### BNP Paribas Sponsored ABCP Conduits Breakdown by Asset Type

Sponsored ABCP conduits	Starbird	Matchpoint	Eliopee	Thesee	J Bird 1 & 2	Tot	tal
as at 30 June 2009	United States	Europe	Europe	Europe	Japan	by asset type	o/w AAA
Breakdown by asset type							
Auto Loans, Leases & Dealer Floorplans	36%	28%				26%	
Trade Receivables	15%	24%	100%	100%		30%	
Consumer Loans & Credit Cards	3%	9%			100%	9%	
Equipment Finance	14%					6%	
Student Loans	11%					5%	
RMBS		4%				1%	30%
o/wUS (0% subprime)		1%					
o/wUK							
o/wSpain		2%				1%	
CMBS o/wUS, UK, Spain		13%				5%	100%
CDOs of RMBS (non US)		6%				2%	
CLOs	15%	7%				9%	58%
CDOs of corporate bonds		5%				2%	
Insurance							
Others	7%	5%				5%	
Total	100%	100%	100%	100%	100%	100%	



#### BNP Paribas Funding Through Proprietary Securitisation

Cash securitisation as at 30 June 2009	Amount of securitised assets	Amount of securities issued	Securitised positions held		
in€bn	(Group share)	(Group share)	First losses	Others	
Personal Finance	4.7	5.2	0.2	0.3	
o/w Residential loans	3.6	4.1	0.1	0.1	
o/w Consumer loans	0.4	0.4	0.0	0.1	
o/w Lease receivables	0.7	0.7	0.0	0.1	
BNL	4.2	4.2	0.1	0.2	
o/w Residential loans	4.2	4.2	0.1	0.2	
o/w Consumer loans	-	-	-	-	
o/w Lease receivables	-	-	-	-	
Total	8.8	9.4	0.3	0.5	

- Only €8.8bn in loans refinanced through securitisation
  - Vs €9.4 bn as at 31.03.09
- SPVs consolidated in BNP Paribas' balance sheet since IFRS' first time application (2005)
  - Since BNP Paribas is retaining the majority of risks and returns



#### BNP Paribas Sensitive Loan Portfolios Personal Loans

			Gross outstand		Allowa			
Personal loans as at 30 June 2009, in €bn	Consumer	First Mo Full Doc	ortgage Alt A	Home Equity Loans	Total	Portfolio	Specific	Net exposure
US (BancWest)	8.2	8.1	0.3	2.9	19.6	- 0.2	- 0.0	19.3
Super Prime FICO* > 730	4.9	5.3	0.2	1.9	12.3	-	-	12.3
Prime 600 <fico*<730< td=""><td>2.8</td><td>2.4</td><td>0.1</td><td>0.8</td><td>6.1</td><td>-</td><td>-</td><td>6.1</td></fico*<730<>	2.8	2.4	0.1	0.8	6.1	-	-	6.1
Subprime FICO* < 600	0.6	0.4	0.0	0.1	1.1	-	-	1.1
UK (Personal Finance)	0.4	-	-	-	0.4	- 0.0	- 0.0	0.3
Spain (Personal Finance)	4.0	6.1	-	-	10.1	- 0.1	- 0.5	9.5

#### Good quality of US portfolio

- Decrease of -€1.4bn in outstandings/31.03.09 mainly due to foreign exchange effect
- €1.1bn in subprime loans, +€0.3bn/1Q09 in first mortgage lending due to a review in FICO scores

#### Negligible exposure to the UK market

- No residential mortgage exposure
- Exposure to risks in Spain, which is affected by the economic downturn, well secured
  - Property collateral on the mortgage portfolio
  - Large portion of auto loans in the consumer lending portfolio



#### BNP Paribas Fortis Sensitive Loan Portfolios Personal Loans

		Gross outstand	Allowances					
Personal loans as at 30 June 2009, in €bn	Consumer	First Mortgage		Home Equity	Total	Portfolio	Specific	Net exposure
		Full Doc	Alt A	Loans				
US	-	-	-	-	-	-	-	-
UK	0.0	0.5	-	-	0.5	-	- 0.0	0.5
Spain	-	-	-	-	-	-	-	-

- No exposure to the US nor Spain
- Small exposure to the UK market



#### BNP Paribas Sensitive Loan Portfolios Commercial Real Estate

		Gross exposure				Allowances		
Commercial Real Estate as at 30 June 2009, in €bn	Home Builders	Property companies	Others (1)	Total	Portfolio	Specific	Net exposure	
US	1.7	0.1	5.0	6.8	- 0.1	- 0.1	6.6	
BancWest	1.4	-	5.0	6.4	- 0.1	- 0.1	6.2	
CIB	0.2	0.1	-	0.4	-	-	0.4	
UK (CIB)	0.1	1.1	0.1	1.3	-	- 0.0	1.3	
Spain (CIB)	-	0.1	0.7	0.8	-	-	0.8	

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

• Exposure to the US home builder sector gradually reducing

- BancWest: €1.4bn vs €1.7bn as at 31.03.09, of which €1.1bn drawn
- Exposure to other US Commercial Real Estate: €5.0bn
  - Well diversified and granular
- UK exposure concentrated on large property companies,
- Limited exposure to commercial real estate risk in Spain
  - No home builder exposure



#### BNP Paribas Fortis Sensitive Loan Portfolios Commercial Real Estate

		Gross e	xposure	Allowa			
Commercial Real Estate as at 30 June 2009, in €bn	Home Builders and Developers	Property companies	Others	Total	Portfolio	Specific	Net exposure
US	0.0	0.0	0.5	0.5	- 0.0	- 0.0	0.5
UK	0.4	1.4	0.5	2.3	- 0.0	- 0.1	2.2
Spain	0.0	0.3	0.0	0.3	- 0.0	- 0.0	0.3

- Home builders and developers
  - Small exposures in the UK
- UK property companies: very good quality exposure
- Others :
  - US REITS and UK specialised Funds



# BNP Paribas Real-Estate Related ABS and CDOs Exposure Trading and Banking Book

- Trading book almost completely transferred to banking book
  - Banking book increased to €7.5bn
  - Negligible remaining trading book (below € 0.1bn)
  - Decrease in US prime RMBS due to sales of assets, impairments and FX effect
  - Increase in CDOs of RMBS exposure due to reduction of short positions (long protection) on deals unwound
- 53% rated AAA
- Booked at amortised cost
  - With the appropriate allowances in case of permanent impairment

	31.03.2009		30.06.2009	
Net exposure in €b n	Net exposure **	Gross exposure *	Specific Impairment	Net exposure **
TOTAL RMBS	4.8	4.6	- 0.3	4.3
US	2.1	2.1	- 0.3	1.8
Subprime	0.2	0.2	- 0.0	0.2
Mid-prime	0.1	0.2	- 0.0	0.1
Alt-A	0.1	0.2	- 0.1	0.1
Prime ***	1.6	1.5	- 0.1	1.4
UK	1.1	1.1	- 0.0	1.1
Conforming	0.2	0.1	-	0.1
Non conforming	1.0	1.0	- 0.0	1.0
Spain	1.1	1.0	-	1.0
Other countries	0.5	0.5	-	0.5
TOTAL CMBS	2.3	2.4	- 0.0	2.3
US	1.2	1.3	-	1.3
Non US	1.1	1.1	- 0.0	1.1
TOTAL CDOs (cash and synthetic)	0.8	1.2	- 0.2	0.9
RMBS	0.5	0.8	- 0.1	0.7
US	- 0.1	0.2	- 0.1	0.1
Non US	0.6	0.6	- 0.0	0.6
CMBS	- 0.0	0.0	- 0.0	0.0
CDO of TRUPs	0.3	0.4	- 0.1	0.3
o/w Banking book	5.2	8.1	- 0.5	7.5
o/w Trading book	2.7	0.1	-	0.1
TOTAL Subprime, Alt-A, US CMBS and related CDOs	1.5	1.9	- 0.3	1.6



#### BNP Paribas Fortis Real-Estate related ABS and CDOs Exposure Excluding "IN" Structured Credit Portfolio

- Dutch RMBS issued by Dolphin & Beluga\*
  - Loans extended by Fortis NL
  - Held by BNP Paribas Fortis
  - 93% rated AAA
  - Very low and stable level of delinquencies
- No other significant exposure

Net exposure in €bn		30.06.2009	
	Gross exposure*	Impairment	Net exposure**
TOTAL RMBS	8,0	-	8,0
US	- 0,0		- 0,0
Subprime	-		-
Mid-prime	-		-
Alt-A	-		-
Prime***	-		-
Agency	-		-
UK	-	-	-
Conforming	-		-
Non conforming	-		-
Spain	-		-
Netherlands	8,0		8,0
Other countries	-		-
CDO of RMBS	-	-	-
TOTAL CMBS	-	-	-
US	-		-
Non US	-		-
TOTAL	8,0	-	8,0

\* Gross exposure: figures use the purchase price amount for banking book positions

\*\* Net exposure: figures use the purchase price amount after impairment since inception

\*\*\* Excluding Agency Conforming



## BNP Paribas Monoline Counterparty Exposure

- Gross counterparty exposure: €2.48bn (-€0.93bn/1Q09)
  - Down as a result of spread tightening as well as a new commutation

	31.03.2009		30.06	.2009
In€bn	Notional	Gross counterparty exposure	Notional	Gross counterparty exposure
CDOs of US RMBS subprime	2.14	1.83	1.61	1.26
CDOs of european RMBS	0.28	0.05	0.28	0.12
CDOs of CMBS	1.13	0.26	1.07	0.27
CDOs of corporate bonds	7.86	1.03	7.46	0.56
CLOs	5.45	0.24	5.23	0.27
Non credit related	n.s	0.00	n.s	0.00
Total gross counterparty exposure	n.s	3.41	n.s	2.48

#### Net exposure: €0.38bn (-€0.30bn/1Q09)

 Reduced credit adjustments and allowances for 2Q09, as a result of credit spread tightening and commutation over the period

In€bn	31.03.2009	30.06.2009
Total gross counterparty exposure	3.41	2.48
Credit derivatives bought from banks or other collateralized third parties	-0.50	-0.54
Total unhedged gross counterparty exposure	2.91	1.94
Credit adjustments and allowances (1)	-2.23	-1.56
Net counterparty exposure	0.68	0.38

(1) Including specific allowances as at 30 June 2009 of €0,4bn related to monolines classified as doubtful



#### BNP Paribas Monoline Insurer Exposure Details by Rating





### BNP Paribas LBO

- Final take portfolio : €8.6bn as at 30.06.09
  - More than 400 transactions
  - 93% senior debt
  - Booked as loans and receivables at amortised cost
  - Additional provision in 2Q09: +€0.1bn, bringing total markdown to €1bn



• Trading portfolio : €0.1bn



#### BNP Paribas Fortis LBO

- Final take portfolio : €2.4bn
  - More than 100 transactions
  - Some concentration on building and building materials
  - 99% senior debt
  - Booked as loans and receivables at amortised cost
  - Allowance: €0.2bn post PPA





### BNP Paribas Fortis "IN" Portfolio

- Total "IN" portfolio of €16.6bn upon acquisition, down to €15.6bn as at 30.06.09
  - Including Scaldis <sup>(1)</sup>
  - Remaining first loss tranche: €0.3bn
  - Second loss tranche guaranteed by the Belgian State: €1.5bn
- RMBS/CMBS: good quality overall
  - 71% AAA-rated <sup>(2)</sup>
  - No CDO of RMBS
- Consumer credit related ABS
  - Student loans: 96% AAA-rated mainly under federal guarantee
  - Auto loans: 82% AA-rated <sup>(2)</sup> or better
  - Credit cards 98% AA-rated <sup>(2)</sup>
- CLOs and Corporate CDOs
  - Diversified portfolio of bonds and corporate loans
  - US: 63% AAA-rated <sup>(2)</sup>, 95% A-rated <sup>(2)</sup> or better
  - Other countries: 68% AAA-rated <sup>(2)</sup>, 92% A-rated <sup>(2)</sup> or better

Net exposure in €bn	30.06.2009	
	Gross exposure*	Net exposure**
TOTAL RMBS	5.6	5.6
US	1.7	1.7
Subprime	0.0	0.0
Mid-prime	-	-
Alt-A	0.4	0.4
Prime***	1.0	1.0
Agency	0.2	0.2
ик	1.3	1.3
Conforming	0.3	0.3
Non conforming	0.9	0.9
Spain	0.3	0.3
Netherlands	1.0	1.0
Other countries	1.3	1.3
CDO of RMBS	-	-
TOTAL CMBS	0.9	0.9
US	0.0	0.0
Non US	0.8	0.8
TOTAL Consumer Related ABS	5.9	5.9
Auto Loans/Leases	1.5	1.5
US	0.3	0.3
Non US	1.2	1.2
Student Loans	3.0	3.0
Credit cards	0.9	0.9
Consumer Loans / Leases	0.1	0.1
Other ABS (equipment lease, Trade Receivables)	0.4	0.4
CLOs and Corporate CDOs	3.7	3.7
US	2.3	2.3
Non US	1.4	1.4
Allowance on a portfolio basis		- 0.4
TOTAL	16.0	15.6

\* Gross exposure: figures use the purchase price amount for banking book positions

\*\* Net exposure: figures use the purchase price amount after impairment since inception

\*\*\* Excluding Agency Conforming

#### Results as at 30.06.2009 | 18



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(1) ABCP refinancing conduit consolidated by BNP Paribas Fortis (2) Based on the lowest S&P, Moody's & Fitch rating