



BNP PARIBAS

# SUSTAINABLE DEVELOPMENT DYNAMICS

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Dear reader,

**T** You have probably already accessed the 2006 BNP Paribas Sustainable Development Report by clicking on, or copying, the following links:

- for the French version:  
<http://www.bnpparibas.com/fr/developpement-durable/pdf/rapport-developpement-durable-2006.pdf>,
- for the English document:  
[http://www.bnpparibas.com/en/sustainable-development/pdf/070703\\_BNPP\\_RDD\\_GB2006.pdf](http://www.bnpparibas.com/en/sustainable-development/pdf/070703_BNPP_RDD_GB2006.pdf),

in which are highlighted the Group's actions and initiatives undertaken in 2006. With a determined focus on growth, BNP Paribas also actually endeavours to balance its financial and commercial imperatives with a high degree of ethics and social as well as environmental and economic responsibility, deeply anchored in its values: Responsiveness, Creativity, Commitment and Ambition.

It nevertheless seemed to us that you would like to be in touch with our company on a more continuing basis, without having to wait for the next Annual Report to be informed on the achievements of BNP Paribas in the field of Sustainable Development/Socially Responsible Investment. We are therefore delighted to present you with this issue of our periodic information tool "Sustainable Development Dynamics".

Our ambition in this process is to keep you posted of all the facts and events (and not only the "big things") occurring in the everyday life of our Company in these matters (whether they are related to sponsoring, environment, human resources, compliance,...), for you to be really associated with the way SD/SRI is "living and well", as a truly integrated part of the way BNP Paribas is conducting its business for a value creation process in the interest of all its stakeholders.

Should you not (or no more) be the person dealing with SRI matters within your firm, we thank you to be kind enough to pass this publication to the persons involved, as well as to keep us informed of such changes, so that the next messages could be correctly routed. We wish you a good reading of this issue of SUSTAINABLE DEVELOPMENT DYNAMICS.

## E-RECRUITING CAMPAIGN ON SECOND LIFE



BNP Paribas is launching an original recruiting campaign in the virtual world of Second Life. Through this campaign, it is offering positions to computer experts, project managers, systems or network engineers and technical or application architects. This

real means of recruiting in a virtual world will allow candidates to apply for real opportunities, and the bank to obtain profiles fully adapted to its needs. After their applications have been reviewed, applicants receive a confirmation message providing the date and time of their meeting, the name of their HR interviewer on Second Life and a link that allows them to upload their avatar onto the BNP Paribas island.

## CORTAL CONSORS LAUNCHES THE THIRD INSTALMENT OF "INVESTIR UTILE"

In light of the success of the first two "Investir Utile" initiatives in April and November 2006, Cortal Consors, a subsidiary of BNP Paribas leader in Europe for online brokerage and asset management towards retail investors, has launched a third instalment. From June 15 to June 30, clients could invest in a selection of 9 funds that were chosen solely on environmental and sustainable development criteria. The fees will be given back to the association Good Planet to fight against the outcomes of greenhouse gases emissions. Cortal Consors had already launched two other Investir Utile operations: the first financed the reforestation of 200 hectares in Chile via the planting of 220,000 trees, and the second resulted in saving wood and energy in Cambodia through improved cooking methods.

## BOURSOSCAN2007: GRAND PRIZE FOR THE INVESTOR/SHAREHOLDER RELATIONS WEBSITE

For seven years, Boursorama and pollster OpinionWay have conducted an annual survey in France called 'BoursoScan' that rates the websites of publicly traded companies. In the 2007 poll, over 6,300 internet users visited and assessed the websites of listed companies in France. Respondents noted 250 sites that scored well in terms of timeliness of information provided, transparency in financial communications, and ease of navigation. BNP Paribas' Investor/Shareholder site <http://invest.bnpparibas.com>, received the "Coup de Cœur" ("Love at First Sight") award which recognizes the website that first-time visitors liked most.

## HANDIFORMABANQUES ASSOCIATION

The CFPB (Centre de formation de la profession bancaire - Banking Profession Training Centre) and eight banks among which BNP Paribas, founded the HandiFormaBanques Association (AFPA) on June 13. The mission of the association will be to train and recruit persons with disabilities for specific occupations: initially tele-consultants and then, later on, reception and client services positions.

This association is establishing a structure and dedicated resources for integrating persons with disabilities in order to better manage recruiting and communication with candidates. It will establish close ties to the network of associations for the employment of persons with disabilities. AFPA will manage pre-training for candidates, and then CFPB will provide further training. For the first year, BNP Paribas will chair the association.

## BNP PARIBAS: THE COMPANY MOST PREFERRED BY FUTURE GRADUATES

French pollster TNS Sofres recently published its annual survey of third-year students in major business and engineering schools regarding the appeal of certain companies. In a category called 'spontaneous' appeal, BNP Paribas - always well placed in this survey - obtained exceptional results. The Group confirmed its N°1 ranking with business students and in fact widened the gap between itself and its nearest competitors. It also ranked N°2 among engineering students for the first time. In addition, among all the different categories, BNP Paribas remained extremely popular among business students and saw significant gains in the perception of engineering students, who previously had ranked the bank lower. In an increasingly competitive market, the attractiveness of BNP Paribas as an employer is more than ever an essential and significant factor for meeting recruitment needs.

## FOUNDATION STONE LAID AT THE GRANDS MOULINS BUILDING SITE NEAR PARIS

Bertrand Kern, Mayor of Pantin (near Paris), Philippe Zivkovic, President of BNP Paribas Real Estate, and Jacques-Philippe Marson, CEO of BNP Paribas Securities Services, all laid the foundation stone for the Grands Moulins building in Pantin, which will welcome BNP Paribas Securities Services as its tenant in September 2009. To highlight the heritage features of the building, the structure will be no more than 5 stories high. The entire property will have close to 50,000 m<sup>2</sup> of office space, divided into 5 buildings, and includes HQE (High Quality Environmental) principles. This is the first time these standards have been applied to a building restoration project of this scale.

## BICIM IN MALI SUPPORTS MICRO-LENDING

BICIM (Banque Internationale pour le Commerce et l'Industrie au Mali), a subsidiary of BNP Paribas, and microlender Miselini, have signed a loan agreement for FCFA 150,000,000 (approximately €230,000). The loan is covered by a guarantee from the Agence Française de Développement and constitutes the first action by the Group to target the micro-lending sector in Mali. It is part of the Group's overall strategy to support this sector and more generally to support initiatives relating to social and environmental responsibility, and sustainable development. Miselini (which means "small needle" in Bambara) has quickly developed in the disadvantaged communities of Bamako and surrounding towns. It primarily targets women to help them in the small business segment. Financing granted by BICIM will enable Miselini to diversify its range of financial products (eg individual start-up credit). It also allows Miselini to expand its geographic reach to areas like Gao, Timbuktu, Kidal, Kayes, Mopti, Sikasso and Segou, in a context where the firm's development is slowed by its participants' limited capacity to save.

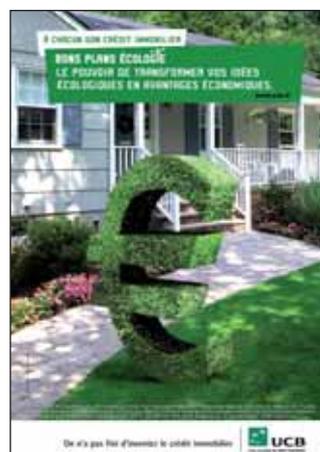
## STANDARD & POOR'S RAISES CREDIT RATING OF BNP PARIBAS TO AA+/STABLE OUTLOOK

Standard & Poor's Ratings Services announced on July 10 that it is raising the rating for BNP Paribas' to AA+/stable outlook. This reflects the Group's strong operating profitability and the quality of its risk profile. With Rabobank and Wells Fargo rated AAA, and Bank of America, Citigroup and UBS rated AA+, BNP Paribas is now among the six strongest banks in the world. Standard & Poor's noted in particular the diversification of the businesses and the growing internationalization of the BNP Paribas Group.

## MICROFINANCE: AHEAD OF SCHEDULE

After 8 months of activity, BNP Paribas' international microfinance project is exceeding its initial objectives (€ 50 M commitments after 4 years). At the end of August, BNP Paribas, via its Corporate and Investment Banking branches in Asia and Latin America and Retail Banking subsidiaries in Africa, had commitments of € 64 million. Through 19 microfinance institutions as partners, BNP Paribas finances 350 000 micro-entrepreneurs (3/4 are women), which means reaching 2 million poor people in developing countries. BNP Paribas is active in microfinance in nine emerging markets : Argentina, Egypt, Guinea, India, Morocco, Mali, Madagascar, Mexico and the Philippines. The new objective is to reach the mark of € 100 M in 2008, which means to finance approx. 500 000 micro-entrepreneurs.

## UCB INTRODUCES NEW "GREEN" LOAN



In a social, regulatory and fiscal environment in France that is increasingly encouraging consumers to "go green", UCB (the subsidiary of BNP Paribas dealing with home financing for retail customers) launched an environmentally friendly loan called Bons Plans Ecologie. It allows prospective clients with a "green project" - for example, building a new home with energy saving equipment - to combine their UCB building loan with an additional 1% loan of up to €6,000. With this extra loan, UCB is giving clients the power to ensure that their construction project will respect the environment - as well as their budget. This new offering complements the line of UCB loans designed to promote energy savings.

## COMMITMENT OF BNP PARIBAS IN BURKINA FASO

The 2007 Corporate AIDS Conference was held on June 26 and 27 in Ouagadougou. Organized in conjunction with the Burkinabe CNLS (Comité National de Lutte contre le Sida - National Commission to fight AIDS) and opened by the Minister of Labour and Social Security, the conference brought together 150 public and private sector managers from around West Africa. As a founding member of local coordination efforts (Actions des Entreprises Contre VIH/Sida au Burkina Faso - Company Action Against HIV/AIDS in Burkina Faso), BICIA-B, the BNP Paribas subsidiary in Burkina Faso, was present in working groups of coordinators and educators. The Group was also represented by the Head of Sustainable Development. BICIA-B's commitment in the fight against the pandemic, its action in the area of prevention, and its care for employees and their families illustrate the Group's social responsibility in the area.

## FRENCH BANKS RECRUITING STAFF WITH INCREASINGLY VARIED PROFILES

In 2006, the recruitment rate at AFB member banks (commercial banks and savings banks) was again at a high level: 10.8%. For the past 5 years, the AFB banks have recruited 110,000 staff (out of 180,000 for the entire banking sector). BNP Paribas has recruited 22,500 new employees since 2001 and the first half of 2007 confirms the already-identified trend of increased recruitment needs among banks and at BNP Paribas. In 2006, 43% of new hires at BNP Paribas were college graduates with 4-5 years of study after their baccalauréat (high school diploma). In addition, the internationalization of companies, markets and the various profiles of clients have led financial institutions to seek greater diversity among new staff as well as to develop ties and work-study programs with universities.

## FREE WITHDRAWALS IN OVER 30,000 ATMs AROUND THE WORLD



Thanks to the Global Alliance agreement, BNP Paribas cardholders can enjoy free cash withdrawals in many countries. BNP Paribas has joined forces with Alliance members Bank of America, Barclays, Deutsche Bank, Scotiabank and Westpac, five major financial institutions. For holders of BNP Paribas cards, withdrawals from partner banks' ATMs (numbering 30,000 around the world) are free.

## BANK OF THE WEST N°3 BANKER TO US AGRICULTURAL SECTOR

Located in the largest agricultural community in the leading agricultural state of the US, Bank of the West's Agribusiness division has grown steadily for the past 21 years. It was recently ranked third-largest commercial lender to the US agricultural sector in Ag Lender magazine, with \$3.5 billion in agricultural commitments, nearly 1,300 large-production clients and 19 offices located in western and mid-western agricultural centers.

## FIRST HAWAIIAN BANK RECEIVES TRIPLE HONORS AS "HAWAII'S BEST BANK"

In independent surveys carried out by the two largest daily newspapers in Hawaii, readers selected First Hawaiian Bank (FHB) as the preferred bank in the state. Furthermore, in a survey conducted by economic monthly Hawaii Business Magazine, FHB was elected Hawaii's best employer in the category of financial institutions.

## BNP PARIBAS AMONG THE 40 EUROPEAN LEADERS OF THE ENVIRONMENT ACCORDING TO FTSE4GOOD

BNP Paribas was included in the new market index FTSE4Good Environmental Leader CAC 40 Index.

This index integrates the European leaders in the field of environmental management according to a rating of the commitments of companies in favor of environment, human rights and dialogue with the stakeholders. The Group obtained the best note in the environmental field. BNP Paribas is the only French bank appearing in the index with seven other European financial groups.

The European Investment Bank and the international financial community adopted this index which provides the investors with an information about the environmental risks presented by the main European issuers.

## INAUGURATION OF THE SME ACADEMY IN ALGIERS

On September 2, Michel Pébereau, Chairman of BNP Paribas, opened the first session of the SME Academy in Algiers, which was established by BNP Paribas El Djazaïr under the sponsorship of the Minister of SME and Artisanship.

The group believes that SMEs play a major role in the economic development of a country. Accordingly, as was previously done in Turkey, BNP Paribas El Djazaïr decided to establish the SME Academy which is committed to helping managers in the management and development of their organizations. With the help of outside partners, the SME Academy will offer training modules in the form of workshops and thus make it possible to share experiences, discoveries, new expertise, challenges and tools.

## BNL ORGANIZES AN ENVIRONMENT MANAGEMENT SYSTEM COMPLIANT WITH ISO STANDARDS

As soon as 2002, BNL (Banca Nazionale del Lavoro, the Italian subsidiary of BNP Paribas), has organized an environment management system according to ISO 14001 norms. This system was first integrated to a test zone made of 87 locations in northern Italy, i.e. 12% of the total number of branches.

The certification was realized by the independent firm DetNorskeVeritas. If the system is annually audited, the certification ISO 14001 is made every three years. In 2007, it will be widened to other geographic areas. In 2002, BNL also realized an integrated management system in the fields of health and quality, and obtained the certification of compliance to the relevant standards (BSI OHSAS 18001 for Health and Security, ISO90001 for Quality). The model of management of the environmental problems gradually extended in the whole Italian territory and allowed the improvement of the management of energy, greenhouse gases emissions and waste. It also increased the sensitization of the staff to the sustainable development and the protection of the environment.

## BNP PARIBAS : FOURTH BANK WORLDWIDE FOR PROJECT FINANCE IN THE SECTOR OF RENEWABLE ENERGIES IN 2006

BNP Paribas is ranked fourth worldwide among banks having the most invested in the renewable energies sector in 2006. With 1054.2 million dollars of financing and eight projects financed, BNP Paribas is the first French bank in the ranking.

BNP Paribas financed in particular three wind stations in Italy, a wind power plant in the Netherlands, two solar power stations in Spain, an ethanol plant in the USA and the wind site of "The Citadel" in France. The transactions in the industry of renewable energies reached in 2006 a record level of more than 100 billion dollars. The investments have more than doubled during the last two years, from 27.5 billion dollars in 2004 to 70.9 billions in 2006.