

BNP Paribas Home Loan Covered Bonds

Investor Presentation

October 2010



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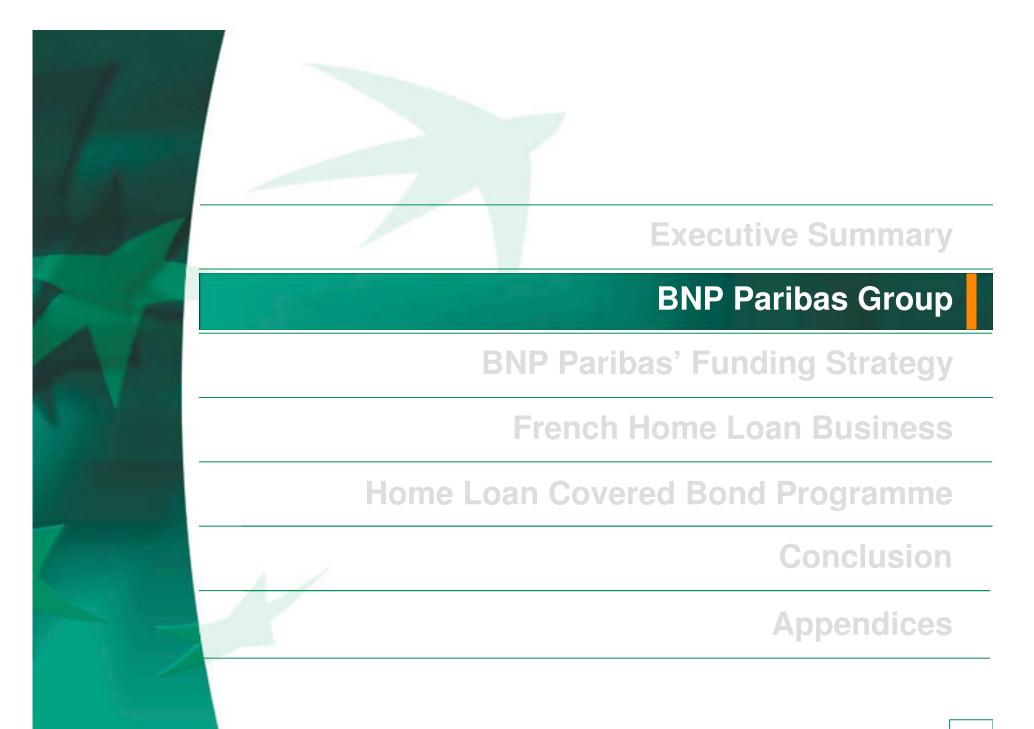
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Overview **Executive Summary BNP Paribas Group BNP Paribas' Funding Strategy** French Home Loan Business **Home Loan Covered Bond Programme** Conclusion **Appendices**



Executive Summary

- BNP Paribas (the "Borrower")
 - A leading European banking group
 - A solid and profitable financial structure with well-diversified business model
 - A conservative financial profile supported by strong senior unsecured debt ratings of AA (negative) / Aa2 (stable) / AA- (stable) by S&P, Moody's and Fitch respectively
- BNP Paribas Home Loan Covered Bonds (the "Issuer")
 - BNP Paribas Home Loan Covered Bonds is a French credit institution licensed and regulated by the French banking regulator (Autorité de Contrôle Prudentiel)
 - Full recourse obligation of the Issuer against BNP Paribas
 - AAA / Aaa / AAA rated issuance with hard bullet maturities
 - Standard covered bond features: Asset Cover Test with 80% LTV cap and 92.5% maximum asset percentage
 - The Issuer will become a Société de Financement de l'Habitat upon the passage of the new French covered bond legislation expected in the near future
- French Home Loan Cover Pool
 - Only French prime residential mortgages and guaranteed home loans which are of very low risk by international standards
 - Only BNP Paribas originated loans, subject to strict eligibility criteria
 - Current weighted average indexed LTV of 64.94%; weighted average seasoning of 48 months
 - High quality and low risk cover pool (no arrears)





BNP Paribas Group 1H10: consolidated Group results

	1H10	1H10/1H09	1H10/1H09 At constant scope and exchange rates
Revenues	€22.7bn	+16.6%	+0.2%
 Operating expenses 	-€13.0bn	+16.5%	-1.4%
 Gross operating income 	€9.7bn	+16.7%	+2.3%
 Cost of risk 	-€2.4bn	-42.0%	-53.2%
Pre-tax income	€7.5bn	+68.5%	n.s.
 Net income attributable to equity holders 	€4.4bn	+38.8%	n.s.
ROE	13.7%*	(vs 11.8%* in 1H09)	

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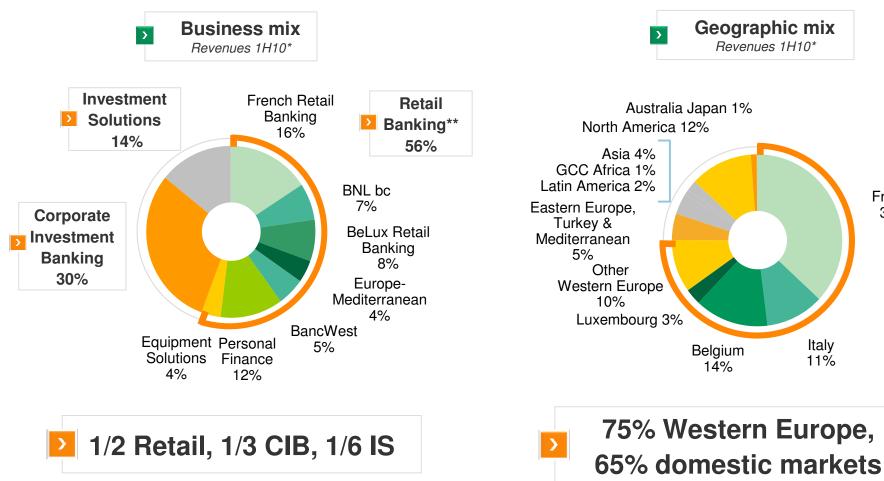
Strong cash flow generation capacity illustrating the strength of the Group

* After tax

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BNP Paribas Group A well balanced business mix

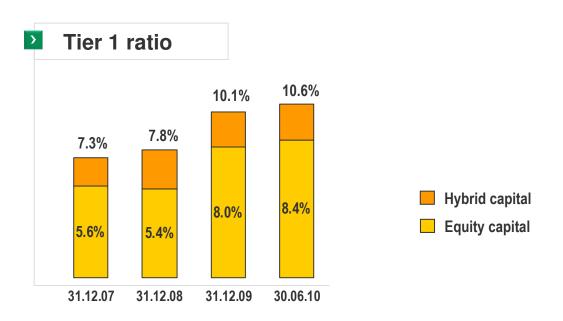


Revenues 1H10* Australia Japan 1% France 37% Italy Belgium 11% 14% 75% Western Europe,

^{*} Operating divisions; ** Including 2/3 of Private Banking for FRB (including PEL/CEL effects), BNL bc and BeLux RB



BNP Paribas Group A solid solvency position

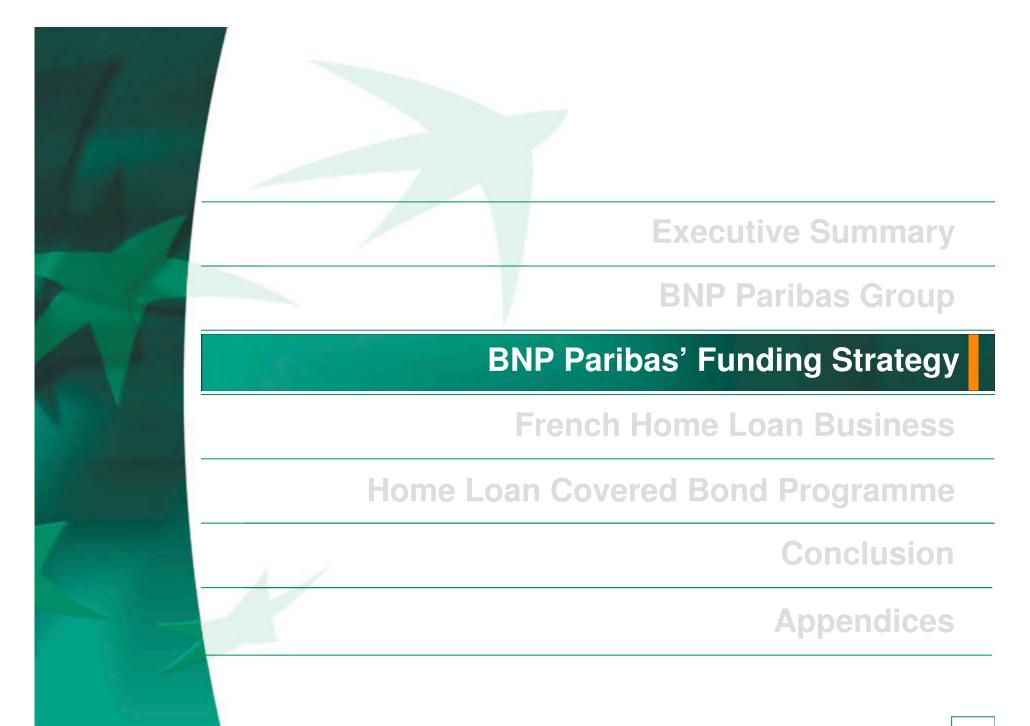


- No annual losses thanks to BNP Paribas' conservative risk profile
- Strong organic generation of equity
- Fortis acquisition neutral on solvency



Solvency strengthened throughout the crisis mostly through retained earnings

BNP Paribas Group





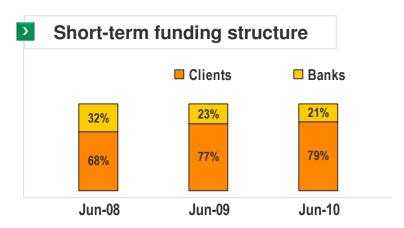
BNP Paribas' Funding Strategy Strong and stable credit ratings

	SEN Standard & Poor's	IOR UNSECURED DEBT Moody's	Fitch
Long Term Ratings	AA	Aa2	AA-
Outlook	Negative	Stable	Stable
Last Rating Change	28/01/2009	20/01/2010	21/06/2010
Rating Status	Updated	Updated	Updated
Short Term Ratings	A-1+	Prime-1	F1+
		RED BOND PROGRAMMES	-
	Standard & Poor's	Moody's	Fitch
BNP Paribas Home Loan Covered Bonds	AAA	Aaa	AAA
BNP Paribas Public Sector SCF	AAA	Aaa	AAA

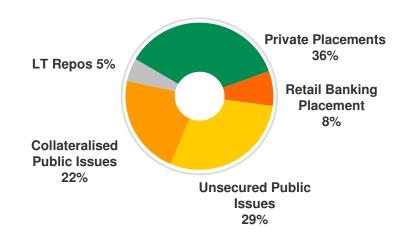


BNP Paribas Funding Strategy A conservative and diversified funding strategy

- Abundant short-term liquidity for the Group
- Limited used on the interbank market
 - BNP Paribas: No.1 bank in the eurozone by deposits
 - Loan/Deposit ratio: 115%
 - Highly diversified resources in USD
- BNP Paribas has access to a variety of medium and long term funding sources
 - Diversified senior unsecured vanilla or structured debt products through private placements
 - Senior unsecured benchmark placements (distributed to institutional and retail clients)
 - Senior secured debt (covered bonds and cash securitisation) through benchmark or private placements
 - Access to a broad range of currency markets
 - Access to specialised sources of financing
 - Caisse de Refinancement de l'Habitat, French market refinancing entity created to provide refinancing of French home loans
 - EIB financing for targeted public/private sector lending

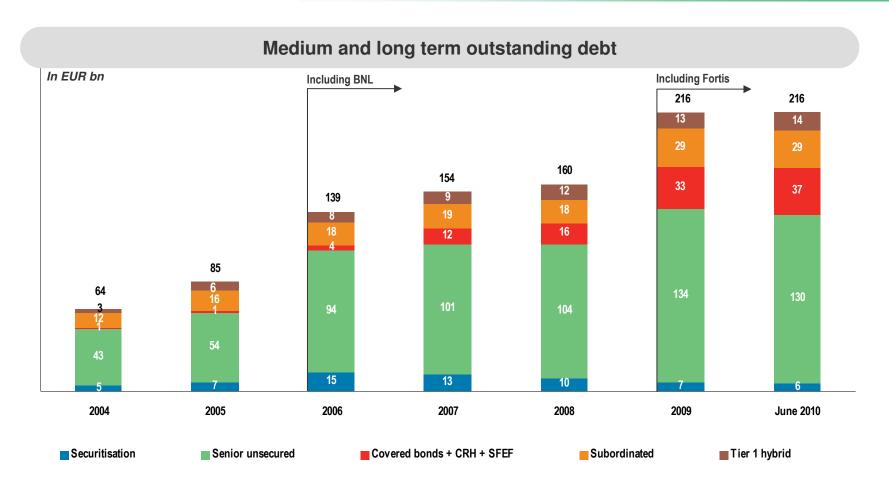








BNP Paribas Funding Strategy Funding programme has evolved with the bank's growth



Source: BNP Paribas ALM (30 June 2010); excluding debt with maturity less than one year



BNP Paribas' Funding Strategy Objectives of the covered bond programmes

Diversify BNP Paribas Group investor base

Add flexibility to funding management

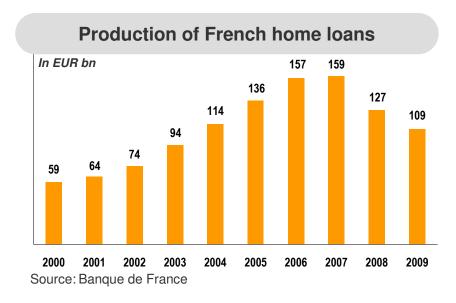
Create a liquid benchmark curve allowing for attractive funding cost

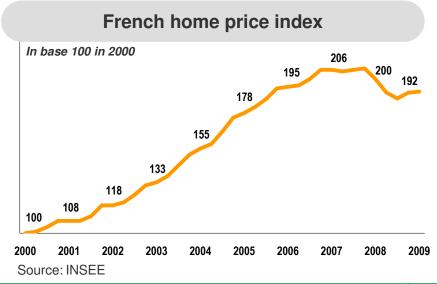




French Home Loan Business Overview of the French home loan market

- The downturn in the production of French home loans since 2007 reflects a decline in demand, in a context of tighter financial conditions and prices considered too high with respect to changes in personal income and rent
 - Nevertheless, France remains one of the countries with the lowest home ownership in the European Union with only 57% of households owning their primary residence, allowing for sustainable growth in the home loan market
 - In addition, new tax advantages and government initiatives (zero-rate loans for buyers) of the Sarkozy administration are promoting further home purchases in France
- The French housing market is characterized by inadequate growth in supply relative to growth in the number of households
- From 2007 to 1H 2009, the home price decline remained limited by the downward elasticity of housing supply while 2H 2009 saw the return to an upward trend in housing prices

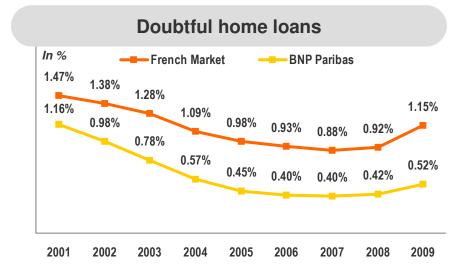




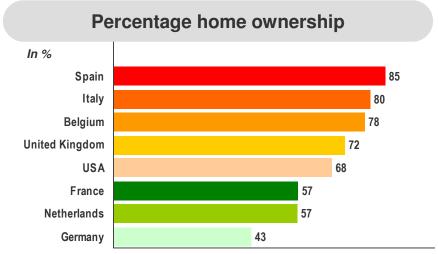


French Home Loan Business Performance

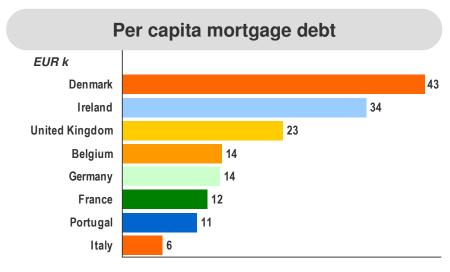
- The French home loan market is a prime loan market
- The French average for non-performing loans (NPL) is amongst the lowest in Europe
- French per capita mortgage indebtedness is very low by European standards
- BNP Paribas consistently outperforms the French market in terms of doubtful loans



Source: BNP Paribas, Banque de France (6 months in arrears)



Source: European Mortgage Federation, UK Office for National Statistics, November 2009



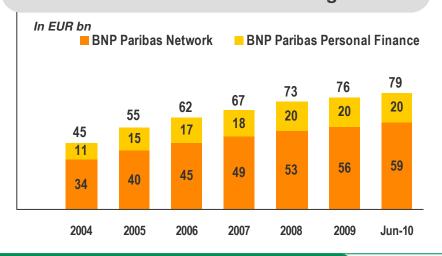
Source: European Mortgage Federation, March 2010



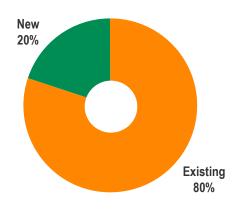
French Home Loan Business Strategy and results

- Focus on organic growth
 - Create long-term relationship with customers
 - Ability to leverage the large base of existing customers for cross-selling
 - Build on relationships to improve profitability
- Strong control of the origination process
 - All home loans are subject to approval after a physical meeting with a BNP Paribas agent
 - Aggregate debt service commitments as a portion of income should not exceed 33%
 - Dedicated credit committee to test and revise scoring process quarterly

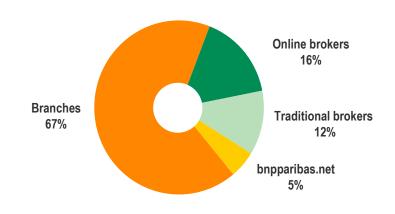
BNP Paribas French home loan growth



Customer relationship background



Home loan distribution channels

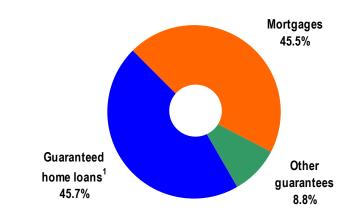




French Home Loan Business Home loan guarantees

- The French home loan market consists primarily of guaranteed home loans and traditional mortgages
- Home loans guaranteed by credit guarantee agencies have become an important part of the French financial system
- Credit guarantee agencies are licensed and regulated by the French banking regulator
- Guarantors provide a full recovery service to lenders
 - Indemnification within one month after three consecutive non payments on a guaranteed loan
 - Recovery process fully managed by the guarantor
 - Lending banks recover 100% of the home loan plus all costs and expenses
- Over 65% of the BNP Paribas Cover Pool consists of home loans guaranteed by Crédit Logement
- Crédit Logement is the market leader for residential home loan guarantees
 - Owned by all the major French banks
 - Strong credit ratings (Aa2 by Moody's and AA by S&P)
 - Ultimate support by the French banking system

Breakdown of home loan business in 2009



¹ Home loans guaranteed by credit guarantee agencies

Doubtful home loans In % --- Crédit Logement French Market 1.28% 1.15% 1.09% 0.98% 0.93% 0.92% 0.88% 0.22% 0.17% 0.14% 0.15% 0.14% 0.14% 0.12% 2003 2004 2005 2006 2007 2008 2009

Source: Crédit Logement and Banque de France



French Home Loan Business BNP Paribas' underwriting approach

Credit Scoring

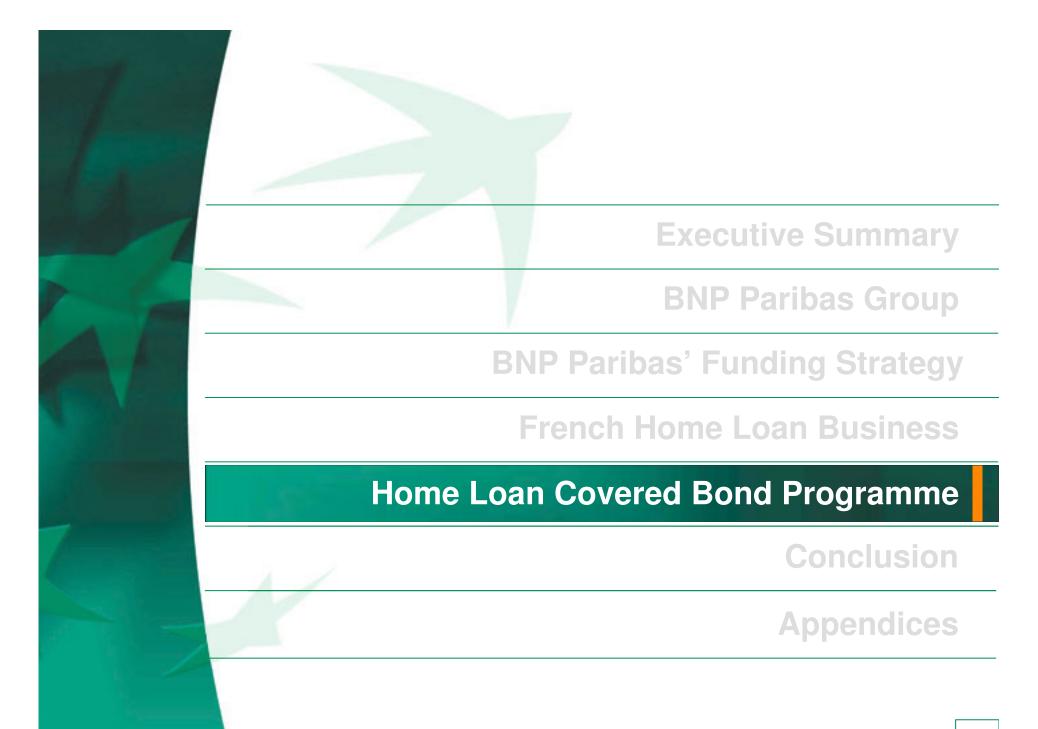
- 90% of applications are eligible for automatic scoring:
 - Application score: from immediate approval by the branch agent to deferred approval by head of branch or by regional head
 - Rate score: provides a recommended rate to the agent
- 10% of applications cannot receive automatic scoring and require a specific manual analysis by a dedicated risk committee (amount above EUR 400,000, loans with deferred repayment of principal, automatic scoring was not sufficient for immediate approval...)
- Dedicated credit committee to test and revise scoring grid quarterly

Income Verification and Lending Limits

- Applications (intermediary or branch originated loans) processed by an accredited BNP Paribas agent at a local branch by a physical contact with the customer:
 - Justification of net income, personal net worth and indebtedness level
 - Proof authenticity check
- Aggregate commitment as a portion of income should not exceed 33%

Valuations

- Market price agreed between the buyer and the seller
- Check by an accredited BNP Paribas agent of the price indicated in the official selling agreement signed before a notary or a real estate agent





BNP Paribas Home Loan Covered Bonds Key terms

Programme Terms	
Issuer	BNP Paribas Home Loan Covered Bonds SA
Programme Size	EUR 30 bn
Ratings	AAA (S&P) / Aaa (Moody's) / AAA (Fitch)
Maturity Type	Hard bullet
Currency	Any
Listing	Euronext Paris
Governing Law	English law (for USD); French law (for all others)
Format	Reg S and/or Rule 144A
Clearing	For English law transactions: DTC (for Rule 144A tranche), Euroclear Bank and Clearstream For French law transaction: Euroclear France, Euroclear Bank and Clearstream



BNP Paribas Home Loan Covered Bonds Cover pool¹

Pool Notional	EUR 31.5 bn
Loan Type	35% prime French residential mortgages and 65% guaranteed home loans
Number of Loans	343,110
WA Current LTV	68.66%
WA Indexed LTV	64.94%
Seasoning	48.48 months
Rate Type	82% fixed, 18% capped variable
Max Loan Amount	EUR 1 mn
Geographic Distribution	Île-de-France 35%, Provence Alpes Côte d'Azur 9%, Rhône-Alpes 7%, Aquitaine 5%, Languedoc Roussillon 4%, Nord-Pas-de-Calais 5%, Midi-Pyrénées 4%, Pays de la Loire 4%, Bretagne 3%, Lorraine 3%, Centre 2%, Poitou-Charentes 4%, Haute-Normandie 2%, Picardie 3%, Alsace 2%, Other 8%

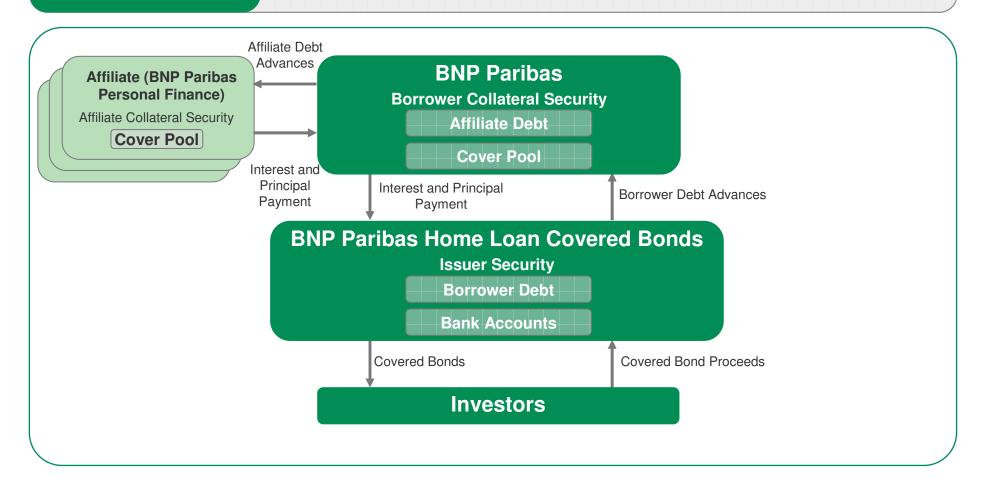
¹ Investor report September 2010



BNP Paribas Home Loan Covered Bonds Structure overview

Standard Features

- Full recourse of the Issuer against BNP Paribas
- Covered Bonds backed by direct security over the Cover Pool
- Asset monitoring including Asset Coverage Test and Amortisation Test





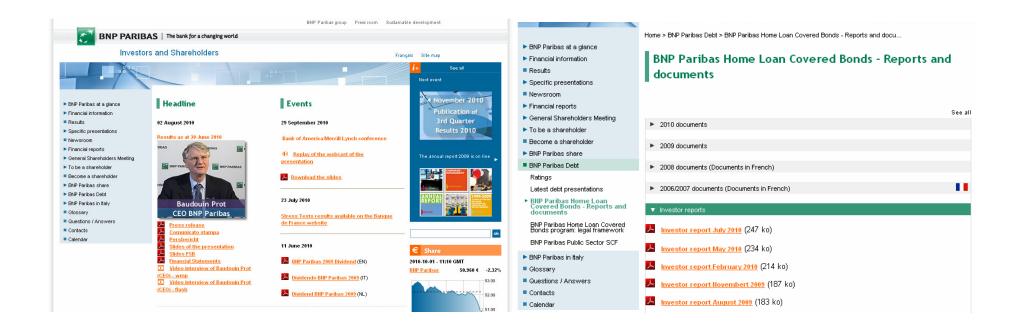
BNP Paribas Home Loan Covered Bonds Legal and regulatory considerations

- The covered bond programme is based on the French legal framework
 - Fully supported by the French Monetary and Financial Code (Code Monétaire et Financier, Article L431-7 and following)
 - Utilises the European Collateral Directive transposed into French law
- Issuer is a credit institution regulated by the French banking regulator (Autorité de Contrôle Prudentiel)
- BNP Paribas Home Loan Covered Bonds is fully bankruptcy remote
 - No risk of extension to BNP Paribas Home Loan Covered Bonds of any procedure of bankruptcy filed against BNP Paribas
 - No risk of a bankruptcy procedure against BNP Paribas Home Loan Covered Bonds
 - French central bank (Banque de France) approval of bankruptcy remoteness
- Dual recourse for the investor
 - In case of default of BNP Paribas, bondholders have a recourse on the cover pool of French residential home loans
 - In the highly unlikely event of the cover pool not being sufficient to service all outstanding covered bonds, investors will continue to have a recourse against BNP Paribas



BNP Paribas Home Loan Covered Bonds Investor reports and documents

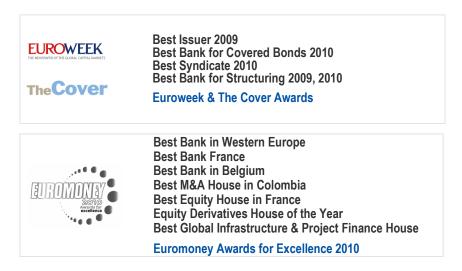
- Detailed investor reporting on BNP Paribas covered bond programmes is available on a quarterly basis on our investor relations website
- Web address: http://invest.bnpparibas.com under "BNP Paribas Debt" section

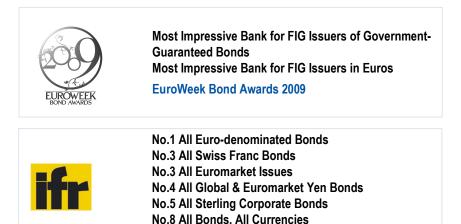




BNP Paribas: a Leader in Global Finance

 Strong recognition from the financial community for BNP Paribas as an issuer, lead manager, structurer and leading provider of liquidity across investment banking products worldwide





Thomson Reuters Bookrunner Rankings (2009 full year)







Highly liquid and strongly rated instrument

Rated AAA / Aaa / AAA by S&P, Moody's and Fitch respectively Exposure to the high quality French home loan market

Full recourse of the Issuer against BNP Paribas

Rated AA (negative) / Aa2 (stable) / AA- (stable) by S&P, Moody's and Fitch respectively A solid financial structure with a well-diversified business model

Stable and high quality cover pool

Strict customer scoring and monitoring systems Superior performance of home loan portfolio

Structural enhancements of the covered bonds programme

Asset Cover Test ensures sufficient overcollateralisation level and mitigates negative carry risk Hedging strategy and liquidity enhancements mitigate market and liquidity risks

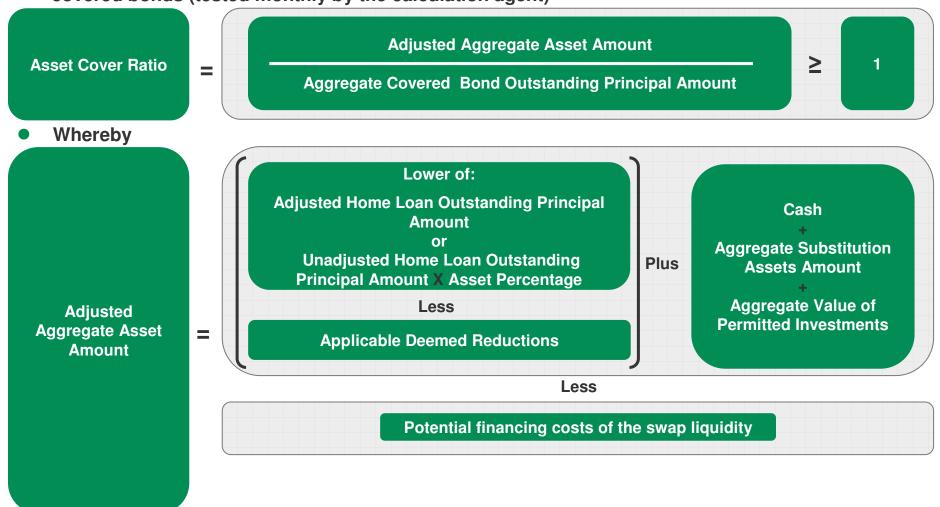






BNP Paribas Home Loan Covered Bonds Structure Details Asset cover test

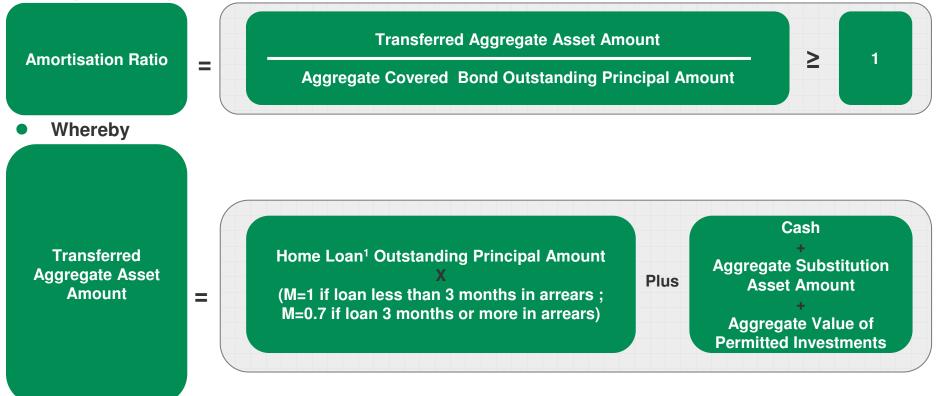
 The Asset Cover Test (ACT) is designed to ensure that the collateral constituted by home loans, cash and other collateral is able to meet the future cash flows (interest and principal) on the covered bonds (tested monthly by the calculation agent)





BNP Paribas Home Loan Covered Bonds Structure Details Amortisation test

 Amortisation Test is designed to ensure that the Issuer has the capacity to meet its obligation following the enforcement of a Borrower Event of Default: compliance with the Amortisation Test requires compliance with the amortisation ratio (RA)



¹All Home Loans title to which has been transferred to the Issuer upon enforcement of the Borrower Collateral Security and the Affiliate Collateral Security following the enforcement of a Borrower Event of Default



BNP Paribas Home Loan Covered Bonds Structure Details Hedging strategy

- Before a default event, the Issuer is not exposed to any risk of an interest or currency rate mismatch arising between the payments received on the Borrower Advances and the payments to be made under the Covered Bonds
- Upon the occurrence of a Hedging Rating Trigger Event, the Issuer will enter into Hedging Agreements
 - Swap agreements concluded by the Issuer with Eligible Hedging Providers (Issuer Hedging Agreements) to hedge any currency and interest rate mismatch between the Covered Bonds and the Cover Pool
 - "Hedging Rating Trigger Event" means the event in which the senior unsecured, unsubordinated and unguaranteed debt obligations of BNP Paribas become rated below A-1 by S&P, A1 by Moody's or F-1+ by Fitch
- Upon the occurrence of a Borrower Event of Default, and the subsequent transfer in favour of the Issuer of title to the Home Loans, the Issuer will
 - Maintain its rights and obligations under the existing Issuer Hedging Agreements
 - Terminate immediately the Borrower Hedging Agreements



BNP Paribas Home Loan Covered Bonds Structure Details Structural highlights

- The Pre-Maturity Test is designed to ensure that the Borrower can provide sufficient liquidity in case of a downgrade
 - If the Borrower short-term ratings are downgraded below A1+ by S&P, P-1 by Moody's or F1+ by Fitch, the Borrower must fund a cash collateral account to insure the redemption of the Covered Bonds
 - Maximum of all covered bonds due in next 12 months (A) and 15% of outstanding covered bonds (B)
 - A non-compliance with the Pre-Maturity Test will prevent the Issuer from issuing any further series of Covered Bonds as long as it remains unremedied
- Liquidity Support
 - Monthly payment under the Covered Bond Swap
 - Funds held by the highly rated Covered Bond Swap provider until the annual payment of interest
- Account Agreement
 - BNP Paribas SA provides bank accounts to the Issuer
- Asset Servicing
 - BNP Paribas SA will perform the Asset Servicing and will provide BNP Paribas Covered Bonds with Asset Reporting
 - BNP Paribas Covered Bonds will use reasonable efforts to enter into a master servicing agreement with an Eligible Servicer if downgraded below BBB by S&P, Baa2 by Moody's or BBB- by Fitch



BNP Paribas Home Loan Covered Bonds Structure Details Cash flow priorities

Pre-Enforcement Priority Payment Order

- Senior Administrative and Tax costs
- Covered Bonds hedging costs
- Interest on the Covered Bonds
- Principal on the Covered Bonds
- Hedging Termination Costs
- Dividend to the Issuer's shareholders and any payment under the subordinated loan



Borrower Event of Default

- The occurrence of any of the following events will constitute a Borrower Event of Default
 - Default in the payment of principal or interest on any Borrower Facility not remedied within 3 business days after the due date
 - Breach of Pre-Maturity Test
 - Breach of Asset Cover Test
 - Breach of Amortisation Test
 - Failure to comply with any of the Borrower's material obligations
 - Occurrence of an Insolvency Event
 - Failure to enter into any Hedging Agreement within 30 days following a Hedging Rating Trigger Event
- A Borrower Event of Default will result in a Borrower Enforcement Notice
 - Borrower advances due and payable
 - Enforcement of the Borrower Facility with a transfer of the assets to the Issuer

Controlled PostEnforcement Priority Payment Order

- Senior Administrative and Tax costs
- Covered Bonds hedging costs
- Interest on the Covered Bonds
- Principal on the Covered Bonds
- Hedging Termination Costs
- Subject to full repayment of any outstanding Covered Bonds, distribution of remaining enforcement proceeds to the Borrower



Affiliate Event of Default

- The occurrence of any of the following events will constitute an Affiliate Event of Default
 - Default in the payment of principal or interest on any Affiliate Facility not remedied within 3 business days after the due date
 - Failure to comply with any of the Affiliate's material obligations
 - Occurrence of an Insolvency Event
- An Affiliate Event of Default will result in an Affiliate Enforcement Notice
 - Affiliate advances due and payable
 - Enforcement of the Affiliate Facility with a transfer of the Affiliate assets to the Borrower (optional)



Issuer Event of Default

- The occurrence of any of the following events will constitute an Issuer Event of Default
 - Default in the payment of principal or interest on any Covered Bond not remedied within 3 business days after the due date
 - Order made for the liquidation or winding up of the Issuer
 - The Issuer ceases to carry on all or a material part of its business
 - Breach of Amortisation Test
 - Failure to enter into any Hedging Agreement within 30 days following a Hedging Rating Trigger Event
- An Issuer Event of Default will result in an Issuer Enforcement Notice and an Accelerated Post-Enforcement Priority Payment Order

Accelerated PostEnforcement Priority Payment Order

- Senior Administrative and Tax costs
- Covered bonds hedging costs
- Interest on the covered bonds
- Principal on the covered bonds
- Hedging termination costs
- Subject to full repayment of any outstanding Covered Bonds, distribution of remaining enforcement proceeds to the Borrower



No further Issuance

- The Issuer undertakes not to issue new further Covered Bonds under the Programme
 - As from the date a Borrower Enforcement Notice has been served
 - As from the date an Issuer Enforcement Notice has been served
 - For so long as Non Compliance with Asset Cover Test has occurred and is not remedied
 - For so long as, regarding the Pre-Maturity Test, a Non Compliance Notice has been delivered and is not withdrawn

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- Detailed investor reporting on BNP Paribas covered bond programmes is available on a quarterly basis on our investor relations website
- Web address: http://invest.bnpparibas.com under "BNP Paribas Debt" section