

FIRST QUARTER 2017 RESULTS

PRESS RELEASE
Paris, 3 May 2017



GOOD PERFORMANCE OF THE OPERATING DIVISIONS

REVENUES OF THE OPERATING DIVISIONS: +7.0% vs. 1Q16

GOI OF THE OPERATING DIVISIONS: +12.5% vs. 1Q16

SIGNIFICANT DECREASE IN THE COST OF RISK THIS QUARTER

-21.8% VS. 1Q16 (32 bp*)

INCREASE IN NET INCOME ATTRIBUTABLE TO EQUITY HOLDERS

(limited exceptional items vs. 1Q16)

Net income Group Share: €1,894M, +4.4% vs. 1Q16

(+13.2% excluding exceptional items)

CONTINUED INCREASE IN THE CET1 RATIO**

11.6% (11.5% AS AT 31.12.16)



SOLID RESULTS

* COST OF RISK/CUSTOMER LOANS AT THE BEGINNING OF THE PERIOD (IN ANNUALISED BP); ** AS AT 31 MARCH 2017, CRD4 ("FULLY LOADED" RATIO)



BNP PARIBAS

The bank
for a changing
world

The Board of Directors of BNP Paribas met on 2 May 2017. The meeting was chaired by Jean Lemierre and the Board examined the Group's results for the first quarter 2017.

GOOD BUSINESS GROWTH AND FURTHER INCREASE IN THE CET1

BNP Paribas delivered a good performance this quarter, demonstrating the strength of its integrated and diversified business model.

Revenues totalled 11,297 million euros, up by 4.2% compared to the first quarter 2016. They included this quarter the exceptional impact of +148 million euros in capital gain from the sale of Shinhan shares and -7 million euros in Own Credit Adjustment (OCA) and own credit risk included in derivatives (DVA) compared to +365 million euros in the first quarter 2016.

The revenues of the operating divisions grew by 7.0%. They were down slightly by 0.3% at Domestic Markets¹ due to the low interest rate environment, rose by 5.8% at International Financial Services and rebounded sharply by 20.0% at CIB which had experienced a very challenging market environment in the first quarter 2016.

At 8,119 million euros, operating expenses were up by 6.5% compared to the first quarter 2016. They included the exceptional 20 million euro impact (23 million euros in the first quarter 2016) of the acquisitions' restructuring costs² as well as the transformation costs of businesses for 90 million euros (23 million euros in the first quarter 2016), which amount was still limited this quarter due to the progressive launch of the programmes.

Operating expenses included 979 million euros in banking taxes and contributions (880 million euros in the first quarter 2016) booked this quarter for their entire amount for the year pursuant to IFRIC 21 "Taxes": they thus included in particular the increase of the banking taxes and contributions accounted in the second and third quarter 2016 for 84 million euros³.

The operating expenses of the operating divisions rose by 4.9% compared to the first quarter 2016: +2.2% for Domestic Markets¹, +2.6% for International Financial Services and +11.0% for CIB (weak base in the first quarter of last year). They included the impact of the application of IFRIC 21 reminded above and the effects of business growth in IFS and CIB.

The gross operating income of the Group thus decreased by 1.2%, to 3,178 million euros. It was up by 12.5% for the operating divisions.

The cost of risk was at a low level this quarter, at 592 million euros (757 million euros in the first quarter 2016) or 32 basis points of outstanding customer loans. This 21.8% decrease reflects in particular the good control of risk at loan origination, the low interest rate environment and the continued improvement in Italy as a result in particular to the repositioning on the better corporate clients.

The Group's operating income was up by 5.1%, at 2,586 million euros (2,460 million euros in the first quarter 2016). It was up by 26.4% for the operating divisions.

Non operating items totalled 168 million euros (178 million euros in the first quarter 2016).

Pre-tax income thus came to 2,754 million euros compared to 2,638 million euros in the first quarter 2016 (+4.4%). It was up sharply by 25.1% for the operating divisions.

¹ Including 100% of Private Banking in the domestic networks (excluding PEL/CEL effects)

² In particular, LaSer, Bank BGZ, DAB Bank and GE LLD

³ Increase of the contribution to the Single Resolution Fund in the 2nd quarter 2016 (61 million euros) and new tax on lending institutions in Belgium in the 3rd quarter 2016 (23 million euro impact)

Net income attributable to equity holders was 1,894 million euros, up by 4.4% compared to the first quarter 2016. Excluding one-off items¹, it came to 1,818 million euros (+13.2%).

The return on equity was 10.4% excluding one-off items. The return on tangible equity came to 12.3% excluding one-off items.

As at 31 March 2017, the fully loaded Basel 3 common equity Tier 1 ratio² was 11.6% (11.5% as at 31 December 2016). The fully loaded Basel 3 leverage ratio³ came to 4.1%. The Liquidity Coverage Ratio was 125% at 31 March 2017. Lastly, the Group's immediately available liquidity reserve was 345 billion euros (305 billion euros as at 31 December 2016), equivalent to over one year of room to manoeuvre in terms of wholesale funding.

The net book value per share reached 75.1 euros, equivalent to a compounded annual growth rate of 6.2% since 31 December 2008, illustrating the continuous value creation throughout the cycle.

The Group is actively implementing the remediation plan agreed as part of the comprehensive settlement with the U.S. authorities and is continuing to reinforce its compliance and control procedures. It is also pursuing its ambitious Corporate Social Responsibility policy aimed at financing the economy in an ethical manner, being a positive agent for change, developing and engaging our people and combating climate change: the Group has just decided to become carbon neutral for its own operations in terms of greenhouse gas emissions.

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¹ Effect of exceptional items after tax: +76 million euros (+208 million euros in the first quarter 2016)

² Ratio taking into account all the CRD4 rules with no transitory provisions

³ Ratio taking into account all the rules of the CRD4 at 2019 with no transitory provisions, calculated according to the delegated act of the European Commission dated 10 October 2014

RETAIL BANKING & SERVICES

DOMESTIC MARKETS

Domestic Markets reported sustained business activity. Outstanding loans were up by 5.2% compared to the first quarter 2016 with good growth in loans to individual and corporate clients. Deposits were up by 9.1% with strong growth across all the networks. The business activity of private banking was illustrated by increased assets under management: +8.0% compared to the level as at 31 March 2016. Hello bank! continued its business development and reached 2.6 million clients.

The operating division announced this quarter the acquisition of Compte-Nickel in France¹ that will strengthen the set-up designed to new banking usage. With Compte-Nickel, whose exclusive partnership with the French *Confédération des Buralistes* was extended, the division will have, alongside Hello bank!, the retail banking digital offering and the branch network, a full range of solutions adapted to the needs of various customer segments. With over 540,000 accounts opened in three years, Compte-Nickel has had real success in France with a broad and diverse public. The real-time treatment of operations and the complete digitalisation of processes are major factors in its success. The target is to speed up the acquisition of new customers with an objective of 2 million accounts opened by 2020.

Revenues², at 3,952 million euros, were down slightly (-0.3%) compared to the first quarter 2016, the effect of business growth being more than offset by the impact of low interest rates. The division reported increased fees in all the networks.

Operating expenses² (2,880 million euros) were up by 2.2% compared to the same quarter last year. Excluding the impact of IFRIC 21³, they were up by only 0.8%, reflecting cost control.

Gross operating income² was thus down by 6.4%, at 1,072 million euros, compared to the same quarter last year.

The cost of risk was down significantly (-20.0% compared to the first quarter 2016), due in particular to a significant decrease at BNL bc.

Thus, after allocating one-third of Domestic Markets Private Banking's net income to the Wealth Management business (International Financial Services division), the division reported pre-tax income⁴ up 2.5% compared to the first quarter 2016, at 707 million euros.

French Retail Banking (FRB)

FRB showed a good business drive. Outstanding loans were up by 7.1% compared to a low base in the first quarter 2016 with a good pick-up in loans to individual and corporate clients. Deposits were up by 12.0% compared to the first quarter 2016, driven by the strong growth in current accounts. Off balance sheet savings showed a good performance (rise by 13.9% of mutual fund outstandings and by 3.8% of life insurance outstandings compared to 31 March 2016) and private banking's assets under management strongly increased (+10.7%). The division also continued to expand its digital footprint with the good development of Hello bank! which already has 302,000 clients (+17% as compared to 31 March 2016) and launched the contactless mobile phone payment of *paylib*.

¹ Closing of the deal scheduled in second quarter 2017 subject to the approval of regulatory authorities

² Including 100% of Private Banking in France (excluding PEL/CEL effects), Italy, Belgium and Luxembourg

³ In particular booking this quarter of the increases of banking contributions and taxes accounted in the second and third quarter 2016

⁴ Excluding PEL/CEL effects of -2 million euros compared to +18 million euros in the first quarter 2016

Revenues¹ totalled 1,620 million euros, down by 1.4% compared to the first quarter 2016. Net interest income¹ was down by 4.4% given the impact of persistently low interest rates. For their part, fees¹ rose by 2.7% with a rise in particular of financial fees.

At 1,184 million euros, operating expenses¹ were up by 0.9% compared to the first quarter 2016. Excluding the impact of IFRIC 21², they were up by only 0.5%.

Gross operating income¹ thus came to 436 million euros, down by 7.2% compared to the same quarter last year.

The cost of risk¹ was still low, at 79 million euros (73 million euros in the first quarter 2016). It was 21 basis points of outstanding customer loans.

Thus, after allocating one-third of French Private Banking's net income to the Wealth Management business (International Financial Services division), FRB posted 319 million euros in pre-tax income³, down by 11.2% compared to first quarter 2016 due to the impact of persistently low interest rates and despite the good pick-up in its sales and marketing drive.

BNL banca commerciale (BNL bc)

The outstanding loans of BNL bc were up by 2.3% compared to the first quarter 2016 with growth in the individual and corporate clients. Deposits rose by 11.3% with a sharp rise in current accounts. BNL bc delivered a good performance in off balance sheet savings: insurance outstandings rose by 8.5% and mutual fund outstandings were up by 12.4% compared to 31 March 2016. BNL bc continued to develop its digital footprint with already over 500,000 downloads of BNL's mobile banking apps (online banking, brokerage and payment services).

Revenues⁴ were down 1.3% compared to the first quarter 2016, at 727 million euros. Net interest income⁴ was down by 5.5% due to the persistently low interest rate environment. Fees⁴ were up significantly by 6.7% in connection with the good development of off balance sheet savings and private banking.

Operating expenses⁴, at 469 million euros, rose by 1.6% (+1.2% excluding the impact of IFRIC 21).

Gross operating income⁴ thus totalled 258 million euros, down by 6.2% compared to the same quarter last year.

The cost of risk⁴, at 115 basis points of outstanding customer loans, was down by 46 million euros compared to the first quarter 2016 reflecting a gradual improvement of the quality of the loan portfolio.

Thus, after allocating one-third of Italian Private Banking's net income to the Wealth Management business (International Financial Services division), BNL bc posted 18 million euros in pre-tax income (+26 million euros compared to the first quarter 2016).

¹ Including 100% of Private Banking in France (excluding PEL/CEL effects)

² Booking this quarter of the increase of the contribution to the Single Resolution Fund accounted in the second quarter 2016 in Corporate Centre

³ Excluding PEL/CEL effects of -2 million euros compared to +18 million euros in the first quarter 2016

⁴ Including 100% of Private Banking in Italy

Belgian Retail Banking

BRB reported sustained business activity. Loans were up by 4.7% compared to the first quarter 2016 with a good growth in loans to corporate customers and growth in mortgages. For their part, deposits rose by 3.8% thanks in particular to a strong growth in current accounts.

Revenues¹ were up by 1.5%, compared to the first quarter 2016, to 931 million euros: net interest income¹ rose by 0.6%, the effect of volume growth being partly offset by the low interest rate environment. Fees¹ rose by 4.4% as a result of business growth.

Operating expenses¹ rose by 4.0% compared to the first quarter 2016, at 823 million euros. Excluding the impact of IFRIC 21², they rose by only 0.2%, reflecting a good control.

Gross operating income¹, at 108 million euros, was down by 14.0% compared to the same quarter last year.

The cost of risk¹ was nil this quarter as provisions were offset by write-backs. It was 21 million euros in the first quarter 2016.

After allocating one-third of Belgian Private Banking's net income to the Wealth Management business (International Financial Services division), BRB generated 96 million euros in pre-tax income, up by 9.5% compared to the first quarter 2016.

Other Domestic Markets business units (Arval, Leasing Solutions, Personal Investors and Luxembourg Retail Banking)

Domestic Markets' specialised businesses showed a good overall drive. The business activity of Arval was sustained and the financed fleet showed strong growth (+7.3% compared to the first quarter 2016). The financing outstandings of Leasing Solutions were up (+6.1% at constant scope and exchange rates) thanks to the good growth of the business. Personal Investors saw a good level of new client acquisition.

Luxembourg Retail Banking's outstanding loans rose by 2.4% compared to the first quarter 2016, with growth in mortgage loans and corporate loans, and deposits were up by 20.3% with good inflows notably on the corporate segment.

Revenues³ were up on the whole by 1.2% compared to the first quarter 2016, at 674 million euros. Excluding a non-recurring item, they were up by 2.8%, driven by Personal Investors, Luxembourg Retail Banking and Arval.

Operating expenses³ rose by 3.1% compared to the first quarter 2016, to 405 million euros. Excluding the impact of IFRIC 21 this quarter⁴, they rose by 2.4% as a result of business development.

The cost of risk³ was down by 18 million euros compared to the first quarter 2016, standing at 14 million euros.

Thus, the contribution of these four business units, after allocating one-third of Luxembourg Private Banking's net income to the Wealth Management business (International Financial Services division), was 274 million euros, up sharply by 9.0% compared to the first quarter 2016.

¹ Including 100% of Private Banking in Belgium

² In particular booking this quarter of the new tax on lending institutions accounted in the 3rd quarter 2016

³ Including 100% of Private Banking in Luxembourg

⁴ In particular booking this quarter of the increase of the contribution to the Single Resolution Fund accounted in the second quarter 2016 in Corporate Centre

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INTERNATIONAL FINANCIAL SERVICES

The International Financial Services' businesses reported a good business drive: Personal Finance had a sustained business activity and announced the joint acquisition with PSA of General Motors Europe's financing activities; Europe-Mediterranean and BancWest posted good growth in their activity; the Insurance and Wealth and Asset Management businesses generated very good asset inflows.

At 3,909 million euros, revenues were up by 5.8% compared to the first quarter 2016, with good growth at Personal Finance, Europe-Mediterranean and Wealth and Asset Management. Insurance rebounded significantly compared to a weak base in the first quarter 2016 when the market context was very unfavourable.

Operating expenses (2,506 million euros) were up by 2.6% compared to the same quarter last year, generating a largely positive jaws effect.

Gross operating income thus came to 1,404 million euros, up by 11.9% compared to the same quarter last year.

The cost of risk was at a low level, at 315 million euros, down by 25 million compared to the first quarter 2016.

Operating income thus came to 1,089 million euros, up by 19.0% compared to the same quarter last year.

International Financial Services' pre-tax income was thus up significantly, at 1,222 million euros (+16.2% compared to the first quarter 2016).

Personal Finance

Personal Finance announced this quarter the joint acquisition with PSA of General Motors Europe's financing activities¹. The acquisition price for 50% of the capital was 450 million euros equivalent to a multiple of 0.8 times the pro forma book value. Under the partnership agreement, BNP Paribas will fully consolidate the entity. General Motors Europe's financing activities meet the financing needs of close to 1,800 car dealers in 11 European countries and amounted to about 9.6 billion euros in outstandings at the end of 2016, of which about 5.8 billion euros are financed with deposits or securitisation.

Personal Finance also continued its very good organic growth. Outstanding loans were up by +11.2% compared to the first quarter 2016 in connection with the increase in demand in the Euro zone and the effect of new partnerships. Pursuant to its development plan, the business signed this quarter business agreements in new sectors (tourism with TUI in France) and in new countries (Austria in home furnishings).

Revenues were up by 4.5% compared to the first quarter 2016, to 1,201 million euros, in connection with the rise in volumes and the growing positioning on products with a better risk profile. They were driven by a good drive in Italy, Spain and Germany.

¹ Closing expected in the 4th quarter 2017 subject to regulatory approvals

Operating expenses were up by 4.1% compared to the first quarter 2016, at 634 million euros. Excluding the impact of IFRIC 21¹, they were up by 3.3% as a result of business development.

Gross operating income thus came to 568 million euros, up by 5.0% compared to the same quarter last year.

The cost of risk was at a low level, at 240 million euros (221 million euros in the first quarter 2016), or 146 basis points of outstanding customer loans, due to the low interest rate environment and the growing positioning on products with a better risk profile (in particular car loans).

Personal Finance's pre-tax income thus came to 353 million euros, up by 6.1% compared to the first quarter 2016, reflecting the business' good business drive.

Europe-Mediterranean

Europe-Mediterranean continued its good growth. Outstanding loans rose by 5.4%² compared to the first quarter 2016 with good growth in all regions and deposits were up by 11.1%². There was a sustained development in digital with over 380,000 clients already for CEPTETEB in Turkey and more than 205,000 clients for BGZ OPTIMA in Poland.

At 592 million euros, revenues³ were up by 6.2%² compared to the first quarter 2016, as a result of volume increase.

Operating expenses³, at 424 million euros, rose by 4.9%² compared to the same quarter last year, due to business development.

The cost of risk³ totalled 67 million euros (96 million euros in the first quarter 2016), or 70 basis points of outstanding customer loans, and benefited this quarter from 40 million euros in provision write-backs.

After allocating one-third of Turkish Private Banking's net income to the Wealth Management business, Europe-Mediterranean generated 149 million euros in pre-tax income, up by 28.2%⁴ compared to the same quarter last year.

BancWest

BancWest continued its strong commercial drive. Loans were up by 7.7%² compared to the first quarter 2016 with sustained growth in loans to corporate and individuals. Deposits were up by 11.4%² with a sharp rise in current and savings accounts.

The quarter was also marked by the successful placement of 20.6% of First Hawaiian Bank in the market. Now 62.0% owned, FHB will continue to be fully consolidated as long as the Group maintains its control.

Revenues⁵, at 761 million euros, were down by 5.0%² compared to the first quarter 2016 which included significant capital gains from the sale of securities and loans. Excluding this effect, they were up by 5.3%, as a result of volume growth.

¹ In particular booking this quarter of the increase of the contribution to the Single Resolution Fund accounted in the second quarter 2016 in Corporate Centre

² At constant scope and exchange rates

³ Including 100% of Private Banking in Turkey

⁴ At constant scope and exchange rates (+13.5% at historical scope and exchange rates given an unfavourable foreign exchange effect)

⁵ Including 100% of Private Banking in the United States

At 556 million euros, operating expenses¹ rose by only 0.8%² compared to the first quarter 2016, reflecting good cost control.

The cost of risk¹ (22 million euros) was still low, at 13 basis points of outstanding customer loans (25 million euros in the first quarter 2016).

Thus, after allocating one-third of U.S. Private Banking's net income to Wealth Management business, BancWest posted 177 million euros in pre-tax income (-23.1%³ compared to the first quarter 2016 and +16.0%⁴ excluding capital gains from the sale of securities and loans in the first quarter 2016).

Insurance and Wealth and Asset Management

Insurance and Wealth and Asset Management's assets under management⁵ reached 1,042 billion euros as at 31 March 2017 (+10.4% as compared to 31 March 2016). They rose by 32 billion euros compared to 31 December 2016 due in particular to very good net asset inflows totalling 15.2 billion euros (good asset inflows at Wealth Management in particular in France; strong asset inflows at Asset Management, in particular into diversified, money market and bond funds; good asset inflows in Insurance particularly in unit-linked policies) and a positive performance effect of 16.1 billion euros.

As at 31 March 2017, assets under management⁵ broke down as follows: Asset Management (433 billion euros), Wealth Management (355 billion euros), Insurance (230 billion euros) and Real Estate Services (24 billion euros).

The Insurance sales and marketing drive was illustrated this quarter by the strengthening of the partnership with Sumitomo Mitsui⁶ which notably aims to launch new insurance products in Japan leveraging its distribution network.

In Insurance, revenues, at 597 million euros, rebounded significantly by 31.0% compared to the weak base in the first quarter 2016 which saw a very challenging market context. The business reported a good performance of the Protection insurance business and a pick-up in the Savings business in Asia. Operating expenses, at 326 million euros, rose by 5.5%, as a result of good business development. At 326 million euros, pre-tax income was thus up sharply by 63.8% compared to the same quarter a year earlier.

Wealth and Asset Management's revenues (773 million euros) were up across all the businesses and rose by 7.0% compared to the first quarter 2016 which saw an unfavourable market environment. Operating expenses, at 576 million euros, were up 1.6%, generating a positive jaws effect. At 217 million euros, Wealth and Asset Management's pre-tax income, after receiving one-third of the net income of private banking in the domestic markets, in Turkey and in the United States, was thus up by 29.7% compared to the first quarter 2016.

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¹ Including 100% of Private Banking in the United States

² At constant scope and exchange rates

³ At constant scope and exchange rates (-19.8% at historical scope and exchange rates)

⁴ At constant scope and exchange rates (+23.8% at historical scope and exchange rates)

⁵ Including distributed assets

⁶ Subject to approval by the relevant authorities

CORPORATE AND INSTITUTIONAL BANKING (CIB)

CIB's businesses had an excellent quarter.

Revenues, at 3,223 million euros, rebounded sharply compared to the first quarter 2016 which saw an unfavourable market environment (+20.0%).

At 1,754 million euros, Global Markets' revenues were up sharply compared to the first quarter 2016 (+33.1%) with a significant pick-up in client business compared to a very challenging market context at the beginning of the year 2016.

The revenues of FICC¹, at 1,174 million euros, were up by 31.9% compared to the first quarter 2016 with strong growth of rates, a good performance of forex and commodities as well as a solid rise of credit and bond issues where the business ranked number 1 for all bond issues in euros and number 9 for all international bond issues. At 580 million euros, the revenues of the Equity and Prime Services business were up very sharply (+35.5%) with strong growth of Prime Services and a rebound in the derivative business.

The VaR, which measures market risks, was very low (31 million euros compared to 43 million euros in the first quarter 2016). The business also continued the optimisation of resources with the sale of a sub-profitable portfolio accounting for 2.5 billion euros in risk-weighted assets.

Securities Services' revenues, at 478 million euros, rose by 8.5% compared to the first quarter 2016, due to good business development. Assets under custody were up by 10.1% and the number of transactions by 7.0% compared to the first quarter 2016. The business won significant new mandates: Mapfre (60 billion euros in assets under custody) and Actiam (56 billion euros in assets under custody).

Corporate Banking's revenues, at 991 million euros, were up by 6.7% compared to the first quarter 2016 with good growth in all regions. Fees were up sharply (+19%) compared to a weak base in the first quarter 2016. The business had a good start of the year in advisory services, recorded solid performances in aircraft finance, export and media-telecom in Europe and showed robust growth in the transaction businesses (trade finance, cash management). Loans, at 135.3 billion euros, were up by 7.2% compared to the first quarter 2016. Deposits continued their growth, at 132.8 billion euros (+20.5% compared to the first quarter 2016), as a result of the good growth of cash management.

At 2,506 million euros, CIB's operating expenses were up by 11.0% compared to the first quarter 2016 due to business growth, producing a very positive jaws effect benefiting from cost saving measures implemented.

CIB's cost of risk was a 54 million euros net write-back (net provision of 28 million euros in the first quarter 2016) as the provisions were more than offset by write-backs. Corporate Banking's cost of risk was in particular a 57 million euros net write-back (net provision of 55 million euros in the first quarter 2016). Global Markets' cost of risk was 3 million euros (net write-back of 27 million euros in the first quarter 2016).

The operating income of CIB was thus up very sharply by 92.6% to stand at 770 million euros.

CIB reported thus an excellent performance and generated 778 million euros in pre-tax income, up sharply (+93.0%) compared to a low base in the same quarter last year when the market environment was unfavourable and client volumes significantly lower.

¹ Fixed Income, Currencies and Commodities

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CORPORATE CENTRE

Corporate Centre revenues totalled 358 million euros compared to 618 million euros in the first quarter 2016. They included the exceptional impact of +148 million euros of the capital gain from the sale of Shinhan shares, -7 million euros in Own Credit Adjustment (OCA) and Debit Valuation Adjustment (DVA) (+365 million euros in the first quarter 2016) as well as a very good contribution by Principal Investments.

Operating expenses totalled 308 million euros compared to 182 million euros in the first quarter 2016. They included the exceptional impact of 20 million euros in the acquisitions' restructuring costs¹ (23 million euros in the first quarter 2016) and 90 million euros in businesses' transformation costs (23 million in the first quarter 2016).

The cost of risk totalled 11 million euros (9 million euros in net write-backs in the first quarter 2016).

Non-operating items totalled 11 million euros (31 million euros in the first quarter 2016).

The Corporate Centre's pre-tax income was thus 49 million euros compared to 475 million euros in the first quarter 2016.

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FINANCIAL STRUCTURE

The Group's balance sheet is rock-solid.

The fully loaded Basel 3 common equity Tier 1 ratio² was slightly higher than 11.6% as at 31 March 2017, up by 15 basis points compared to 31 December 2016, due primarily to the sale of 20.6% of First Hawaiian Bank (+10 bp). It takes into account a 50% dividend pay-out ratio.

The Basel 3 fully loaded leverage ratio³, calculated on total Tier 1 capital, totalled 4.1% as at 31 March 2017.

The Liquidity Coverage Ratio stood at 125% as at 31 March 2017.

The Group's liquid and asset reserve immediately available totalled 345 billion euros (305 billion euros as at 31 December 2016), which is equivalent to more than one year of room to manoeuvre in terms of wholesale funding.

The evolution of these ratios illustrates the Group's ability to manage its balance sheet in a disciplined manner.

¹ In particular, LaSer, Bank BGZ, DAB Bank and GE LLD

² Taking into account all the rules of the CRD4 directives with no transitory provisions. Subject to the provisions of Article 26.2 of Regulation (EU) No 575/2013

³ Taking into account all the rules of the CRD4 directives in 2019 with no transitory provisions, calculated according to the delegated act of the European Commission dated 10 October 2014



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Commenting on these results, Chief Executive Officer Jean-Laurent Bonnafé stated:

“With 1.9 billion euros in net income, BNP Paribas delivered a very good performance this quarter.

The revenues of the operating divisions were significantly higher thanks to good business growth. Costs were well under control and the cost of risk was down.

The Group’s balance sheet is rock-solid and the further increase in the fully loaded Basel 3 common equity Tier 1 ratio to 11.6% testifies this.

I would like to thank all the employees of the Group whose dedicated work made these results possible, allowing to start the 2020 plan in good conditions.”

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CONSOLIDATED PROFIT AND LOSS ACCOUNT

€m	1Q17	1Q16	1Q17 / 1Q16	4Q16	1Q17 / 4Q16
Revenues	11,297	10,844	+4.2%	10,656	+6.0%
Operating Expenses and Dep.	-8,119	-7,627	+6.5%	-7,444	+9.1%
Gross Operating Income	3,178	3,217	-1.2%	3,212	-1.1%
Cost of Risk	-592	-757	-21.8%	-950	-37.7%
Operating Income	2,586	2,460	+5.1%	2,262	+14.3%
Share of Earnings of Equity-Method Entities	165	154	+7.1%	151	+9.3%
Other Non Operating Items	3	24	-87.5%	-146	n.s.
Non Operating Items	168	178	-5.6%	5	n.s.
Pre-Tax Income	2,754	2,638	+4.4%	2,267	+21.5%
Corporate Income Tax	-752	-720	+4.4%	-721	+4.3%
Net Income Attributable to Minority Interests	-108	-104	+3.8%	-104	+3.8%
Net Income Attributable to Equity Holders	1,894	1,814	+4.4%	1,442	+31.3%
Cost/Income	71.9%	70.3%	+1.6 pt	69.9%	+2.0 pt

BNP Paribas' financial disclosures for the first quarter 2017 are contained in this press release and in the presentation attached herewith.

All legally required disclosures, including the Registration document, are available online at <http://invest.bnpparibas.com> in the "Results" section and are made public by BNP Paribas pursuant to the requirements under Article L.451-1-2 of the French Monetary and Financial Code and Articles 222-1 et seq. of the Autorité des Marchés Financiers' general rules.



1Q17 – RESULTS BY CORE BUSINESSES

		Domestic Markets	International Financial Services	CIB	Operating Divisions	Other Activities	Group
<i>€m</i>							
Revenues		3,807	3,909	3,223	10,939	358	11,297
	%Change/1Q16	-1.0%	+5.8%	+20.0%	+7.0%	-42.1%	+4.2%
	%Change/4Q16	+1.8%	-2.9%	+14.3%	+3.3%	n.s.	+6.0%
Operating Expenses and Dep.		-2,799	-2,506	-2,506	-7,811	-308	-8,119
	%Change/1Q16	+2.0%	+2.6%	+11.0%	+4.9%	+69.1%	+6.5%
	%Change/4Q16	+2.9%	+1.0%	+30.9%	+9.8%	-6.7%	+9.1%
Gross Operating Income		1,008	1,404	717	3,129	49	3,178
	%Change/1Q16	-8.3%	+11.9%	+67.3%	+12.5%	-88.7%	-1.2%
	%Change/4Q16	-1.3%	-9.1%	-21.0%	-9.9%	n.s.	-1.1%
Cost of Risk		-319	-315	54	-581	-11	-592
	%Change/1Q16	-19.8%	-7.2%	n.s.	-24.2%	n.s.	-21.8%
	%Change/4Q16	-20.0%	-25.9%	n.s.	-35.1%	-79.5%	-37.7%
Operating Income		689	1,089	770	2,548	38	2,586
	%Change/1Q16	-1.7%	+19.0%	+92.6%	+26.4%	-91.5%	+5.1%
	%Change/4Q16	+10.7%	-2.7%	-8.0%	-1.2%	n.s.	+14.3%
Share of Earnings of Equity-Method Entities		11	128	8	146	19	165
Other Non Operating Items		5	6	0	11	-8	3
Pre-Tax Income		705	1,222	778	2,705	49	2,754
	%Change/1Q16	-0.5%	+16.2%	+93.0%	+25.1%	-89.7%	+4.4%
	%Change/4Q16	+11.9%	-1.1%	-7.5%	-0.1%	n.s.	+21.5%

		Domestic Markets	International Financial Services	CIB	Operating Divisions	Other Activities	Group
<i>€m</i>							
Revenues		3,807	3,909	3,223	10,939	358	11,297
	1Q16	3,844	3,696	2,686	10,226	618	10,844
	4Q16	3,740	4,025	2,821	10,586	70	10,656
Operating Expenses and Dep.		-2,799	-2,506	-2,506	-7,811	-308	-8,119
	1Q16	-2,745	-2,442	-2,258	-7,445	-182	-7,627
	4Q16	-2,719	-2,481	-1,914	-7,114	-330	-7,444
Gross Operating Income		1,008	1,404	717	3,129	49	3,178
	1Q16	1,099	1,254	428	2,782	435	3,217
	4Q16	1,022	1,544	907	3,472	-260	3,212
Cost of Risk		-319	-315	54	-581	-11	-592
	1Q16	-398	-339	-28	-766	9	-757
	4Q16	-399	-425	-70	-894	-56	-950
Operating Income		689	1,089	770	2,548	38	2,586
	1Q16	701	915	400	2,016	444	2,460
	4Q16	623	1,118	837	2,578	-316	2,262
Share of Earnings of Equity-Method Entities		11	128	8	146	19	165
	1Q16	9	127	-3	133	21	154
	4Q16	13	116	9	138	13	151
Other Non Operating Items		5	6	0	11	-8	3
	1Q16	-2	10	6	14	10	24
	4Q16	-6	1	-5	-10	-136	-146
Pre-Tax Income		705	1,222	778	2,705	49	2,754
	1Q16	708	1,052	403	2,163	475	2,638
	4Q16	630	1,236	841	2,707	-440	2,267
Corporate Income Tax							-752
Net Income Attributable to Minority Interests							-108
Net Income Attributable to Equity Holders							1,894

**QUARTERLY SERIES**

€m	1Q17	4Q16	3Q16	2Q16	1Q16
GROUP					
Revenues	11,297	10,656	10,589	11,322	10,844
Operating Expenses and Dep.	-8,119	-7,444	-7,217	-7,090	-7,627
Gross Operating Income	3,178	3,212	3,372	4,232	3,217
Cost of Risk	-592	-950	-764	-791	-757
Operating Income	2,586	2,262	2,608	3,441	2,460
Share of Earnings of Equity-Method Entities	165	151	163	165	154
Other Non Operating Items	3	-146	9	-81	24
Pre-Tax Income	2,754	2,267	2,780	3,525	2,638
Corporate Income Tax	-752	-721	-790	-864	-720
Net Income Attributable to Minority Interests	-108	-104	-104	-101	-104
Net Income Attributable to Equity Holders	1,894	1,442	1,886	2,560	1,814
Cost/Income	71.9%	69.9%	68.2%	62.6%	70.3%

€m	1Q17	4Q16	3Q16	2Q16	1Q16
RETAIL BANKING & SERVICES Excluding PEL/CEL Effects					
Revenues	7,719	7,758	7,735	7,636	7,522
Operating Expenses and Dep.	-5,305	-5,200	-4,813	-4,681	-5,187
Gross Operating Income	2,414	2,558	2,922	2,956	2,335
Cost of Risk	-634	-824	-704	-740	-738
Operating Income	1,780	1,733	2,218	2,216	1,598
Share of Earnings of Equity-Method Entities	139	130	140	124	136
Other Non Operating Items	11	-5	9	-2	8
Pre-Tax Income	1,930	1,858	2,367	2,339	1,742
Allocated Equity (€bn, year to date)	50.6	49.0	48.8	48.6	48.7
<hr/>					
€m	1Q17	4Q16	3Q16	2Q16	1Q16
RETAIL BANKING & SERVICES					
Revenues	7,717	7,765	7,728	7,615	7,540
Operating Expenses and Dep.	-5,305	-5,200	-4,813	-4,681	-5,187
Gross Operating Income	2,412	2,565	2,915	2,935	2,353
Cost of Risk	-634	-824	-704	-740	-738
Operating Income	1,778	1,741	2,212	2,195	1,616
Share of Earnings of Equity-Method Entities	139	130	140	124	136
Other Non Operating Items	11	-5	9	-2	8
Pre-Tax Income	1,927	1,866	2,360	2,318	1,760
Allocated Equity (€bn, year to date)	50.6	49.0	48.8	48.6	48.7
<hr/>					
€m	1Q17	4Q16	3Q16	2Q16	1Q16
DOMESTIC MARKETS (including 100% of Private Banking in France, Italy, Belgium and Luxembourg)* Excluding PEL/CEL Effects					
Revenues	3,952	3,866	3,923	3,962	3,963
Operating Expenses and Dep.	-2,880	-2,794	-2,567	-2,449	-2,818
Gross Operating Income	1,072	1,072	1,356	1,513	1,145
Cost of Risk	-319	-399	-329	-388	-399
Operating Income	753	674	1,028	1,124	746
Share of Earnings of Equity-Method Entities	11	14	18	13	9
Other Non Operating Items	5	-6	8	2	-2
Pre-Tax Income	769	681	1,054	1,140	753
Income Attributable to Wealth and Asset Management	-61	-59	-61	-63	-63
Pre-Tax Income of Domestic Markets	707	622	993	1,076	690
Allocated Equity (€bn, year to date)	23.8	23.0	22.9	22.9	22.9
<hr/>					
€m	1Q17	4Q16	3Q16	2Q16	1Q16
DOMESTIC MARKETS (including 2/3 of Private Banking in France, Italy, Belgium and Luxembourg)					
Revenues	3,807	3,740	3,782	3,803	3,844
Operating Expenses and Dep.	-2,799	-2,719	-2,494	-2,378	-2,745
Gross Operating Income	1,008	1,022	1,288	1,425	1,099
Cost of Risk	-319	-399	-327	-385	-398
Operating Income	689	623	961	1,040	701
Share of Earnings of Equity-Method Entities	11	13	18	13	9
Other Non Operating Items	5	-6	8	2	-2
Pre-Tax Income	705	630	987	1,055	708
Allocated Equity (€bn, year to date)	23.8	23.0	22.9	22.9	22.9

* Including 100% of Private Banking for the Revenues to Pre-tax income items



€m	1Q17	4Q16	3Q16	2Q16	1Q16
FRENCH RETAIL BANKING (including 100% of Private Banking in France)*					
Revenues	1,618	1,556	1,594	1,587	1,661
<i>Incl. Net Interest Income</i>	909	907	916	879	972
<i>Incl. Commissions</i>	708	649	678	709	689
Operating Expenses and Dep.	-1,184	-1,216	-1,178	-1,106	-1,173
Gross Operating Income	434	340	416	481	488
Cost of Risk	-79	-124	-72	-72	-73
Operating Income	355	215	345	408	415
Non Operating Items	0	1	0	1	1
Pre-Tax Income	356	217	345	409	416
Income Attributable to Wealth and Asset Management	-39	-32	-34	-32	-39
Pre-Tax Income of French Retail Banking	316	184	310	377	377
Allocated Equity (€bn, year to date)	9.2	8.7	8.6	8.5	8.6

€m	1Q17	4Q16	3Q16	2Q16	1Q16
FRENCH RETAIL BANKING (including 100% of Private Banking in France)* Excluding PEL/CEL Effects					
Revenues	1,620	1,548	1,601	1,608	1,643
<i>Incl. Net Interest Income</i>	912	899	923	900	954
<i>Incl. Commissions</i>	708	649	678	709	689
Operating Expenses and Dep.	-1,184	-1,216	-1,178	-1,106	-1,173
Gross Operating Income	436	332	423	502	470
Cost of Risk	-79	-124	-72	-72	-73
Operating Income	358	208	351	430	397
Non Operating Items	0	1	0	1	1
Pre-Tax Income	358	209	351	430	398
Income Attributable to Wealth and Asset Management	-39	-32	-34	-32	-39
Pre-Tax Income of French Retail Banking	319	177	317	398	359
Allocated Equity (€bn, year to date)	9.2	8.7	8.6	8.5	8.6

€m	1Q17	4Q16	3Q16	2Q16	1Q16
FRENCH RETAIL BANKING (including 2/3 of Private Banking in France)					
Revenues	1,541	1,485	1,523	1,516	1,588
Operating Expenses and Dep.	-1,146	-1,178	-1,141	-1,068	-1,139
Gross Operating Income	395	307	382	448	450
Cost of Risk	-79	-124	-71	-72	-73
Operating Income	316	183	311	376	377
Non Operating Items	0	1	0	1	1
Pre-Tax Income	316	184	310	377	377
Allocated Equity (€bn, year to date)	9.2	8.7	8.6	8.5	8.6

* Including 100% of Private Banking for the Revenues to Pre-tax income items

* Reminder on PEL/CEL provision: this provision takes into account the risk generated by Plans Epargne Logement (PEL) and Comptes Epargne Logement (CEL) during their whole lifetime.

€m	1Q17	4Q16	3Q16	2Q16	1Q16
PEL/CEL effects	-2	8	-7	-21	18



€m	1Q17	4Q16	3Q16	2Q16	1Q16
BNL banca commerciale (Including 100% of Private Banking in Italy)*					
Revenues	727	745	741	749	737
Operating Expenses and Dep.	-469	-543	-448	-433	-462
Gross Operating Income	258	202	293	317	275
Cost of Risk	-228	-229	-215	-242	-274
Operating Income	30	-27	78	74	1
Non Operating Items	0	0	0	0	0
Pre-Tax Income	30	-27	78	74	1
Income Attributable to Wealth and Asset Management	-12	-10	-9	-9	-10
Pre-Tax Income of BNL bc	18	-36	70	65	-8
Allocated Equity (€bn, year to date)	5.7	5.7	5.8	5.9	6.0

€m	1Q17	4Q16	3Q16	2Q16	1Q16
BNL banca commerciale (Including 2/3 of Private Banking in Italy)					
Revenues	706	725	721	730	718
Operating Expenses and Dep.	-460	-533	-438	-423	-453
Gross Operating Income	247	192	284	307	265
Cost of Risk	-228	-229	-214	-242	-274
Operating Income	18	-36	70	65	-8
Non Operating Items	0	0	0	0	0
Pre-Tax Income	18	-36	70	65	-8
Allocated Equity (€bn, year to date)	5.7	5.7	5.8	5.9	6.0

€m	1Q17	4Q16	3Q16	2Q16	1Q16
BELGIAN RETAIL BANKING (Including 100% of Private Banking in Belgium)*					
Revenues	931	908	914	923	917
Operating Expenses and Dep.	-823	-661	-575	-555	-791
Gross Operating Income	108	247	339	367	126
Cost of Risk	1	-9	-19	-49	-21
Operating Income	109	237	320	318	106
Share of Earnings of Equity-Method Entities	-4	2	5	5	-4
Other Non Operating Items	0	-1	-2	0	0
Pre-Tax Income	106	239	323	323	102
Income Attributable to Wealth and Asset Management	-10	-17	-18	-21	-14
Pre-Tax Income of Belgian Retail Banking	96	222	305	302	88
Allocated Equity (€bn, year to date)	5.1	4.7	4.7	4.7	4.6

€m	1Q17	4Q16	3Q16	2Q16	1Q16
BELGIAN RETAIL BANKING (Including 2/3 of Private Banking in Belgium)					
Revenues	889	867	871	878	875
Operating Expenses and Dep.	-790	-636	-550	-534	-763
Gross Operating Income	99	230	321	344	112
Cost of Risk	1	-10	-19	-46	-20
Operating Income	99	221	302	297	92
Share of Earnings of Equity-Method Entities	-4	2	5	5	-4
Other Non Operating Items	0	-1	-2	0	0
Pre-Tax Income	96	222	305	302	88
Allocated Equity (€bn, year to date)	5.1	4.7	4.7	4.7	4.6

* Including 100% of Private Banking for the Revenues to Pre-tax income items



€m	1Q17	4Q16	3Q16	2Q16	1Q16
OTHER DOMESTIC MARKET S ACTIVITIES INCLUDING LUXEMBOURG (Including 100% of Private Banking in Luxembourg)*					
Revenues	674	666	669	681	666
Operating Expenses and Dep.	-405	-374	-367	-355	-393
Gross Operating Income	269	292	302	327	273
Cost of Risk	-14	-37	-23	-25	-31
Operating Income	256	255	279	302	242
Share of Earnings of Equity-Method Entities	14	10	13	8	12
Other Non Operating Items	5	-6	10	3	-2
Pre-Tax Income	274	260	301	312	252
Income Attributable to Wealth and Asset Management	-1	0	0	-1	-1
Pre-Tax Income of Other Domestic Markets	274	259	301	311	251
Allocated Equity (€bn, year to date)	3.9	3.8	3.8	3.8	3.8

€m	1Q17	4Q16	3Q16	2Q16	1Q16
OTHER DOMESTIC MARKET S ACTIVITIES INCLUDING LUXEMBOURG (Including 2/3 of Private Banking in Luxembourg)					
Revenues	671	663	666	679	663
Operating Expenses and Dep.	-403	-372	-365	-353	-391
Gross Operating Income	269	291	301	326	272
Cost of Risk	-14	-36	-23	-25	-31
Operating Income	255	255	278	301	241
Share of Earnings of Equity-Method Entities	14	10	13	8	12
Other Non Operating Items	5	-6	10	3	-2
Pre-Tax Income	274	259	301	311	251
Allocated Equity (€bn, year to date)	3.9	3.8	3.8	3.8	3.8

* Including 100% of Private Banking for the Revenues to Pre-tax income items

€m	1Q17	4Q16	3Q16	2Q16	1Q16
INTERNATIONAL FINANCIAL SERVICES					
Revenues	3,909	4,025	3,946	3,813	3,696
Operating Expenses and Dep.	-2,506	-2,481	-2,319	-2,303	-2,442
Gross Operating Income	1,404	1,544	1,627	1,510	1,254
Cost of Risk	-315	-425	-376	-355	-339
Operating Income	1,089	1,118	1,251	1,155	915
Share of Earnings of Equity-Method Entities	128	116	122	111	127
Other Non Operating Items	6	1	1	-4	10
Pre-Tax Income	1,222	1,236	1,373	1,262	1,052
Allocated Equity (€bn, year to date)	26.7	26.1	25.9	25.7	25.8
€m	1Q17	4Q16	3Q16	2Q16	1Q16
PERSONAL FINANCE					
Revenues	1,201	1,185	1,177	1,168	1,149
Operating Expenses and Dep.	-634	-598	-544	-547	-609
Gross Operating Income	568	587	632	621	540
Cost of Risk	-240	-269	-240	-248	-221
Operating Income	328	317	392	373	319
Share of Earnings of Equity-Method Entities	20	18	18	-8	13
Other Non Operating Items	5	-2	0	-1	1
Pre-Tax Income	353	334	411	364	333
Allocated Equity (€bn, year to date)	5.3	4.9	4.9	4.8	4.8
€m	1Q17	4Q16	3Q16	2Q16	1Q16
EUROPE-MEDITERRANEAN (Including 100% of Private Banking in Turkey)*					
Revenues	592	630	659	616	608
Operating Expenses and Dep.	-424	-431	-413	-429	-432
Gross Operating Income	168	200	245	187	176
Cost of Risk	-67	-127	-127	-87	-96
Operating Income	101	73	118	100	80
Share of Earnings of Equity-Method Entities	48	49	48	53	50
Other Non Operating Items	0	-1	0	-4	2
Pre-Tax Income	150	121	166	149	132
Income Attributable to Wealth and Asset Management	-1	-1	0	-1	-1
Pre-Tax Income of EUROPE-MEDITERRANEAN	149	120	165	149	132
Allocated Equity (€bn, year to date)	5.0	5.2	5.2	5.2	5.1
€m	1Q17	4Q16	3Q16	2Q16	1Q16
EUROPE-MEDITERRANEAN (Including 2/3 of Private Banking in Turkey)					
Revenues	590	628	656	614	606
Operating Expenses and Dep.	-423	-429	-411	-428	-431
Gross Operating Income	167	199	245	187	176
Cost of Risk	-67	-127	-127	-87	-96
Operating Income	100	72	118	100	80
Share of Earnings of Equity-Method Entities	48	49	48	53	50
Other Non Operating Items	0	-1	0	-4	2
Pre-Tax Income	149	120	165	149	132
Allocated Equity (€bn, year to date)	5.0	5.2	5.2	5.2	5.1

* Including 100% of Private Banking for the Revenues to Pre-tax income items

€m	1Q17	4Q16	3Q16	2Q16	1Q16
BANCWEST (Including 100% of Private Banking in United States)*					
Revenues	761	795	728	688	773
Operating Expenses and Dep.	-556	-521	-501	-482	-534
Gross Operating Income	205	274	227	207	239
Cost of Risk	-22	-23	-14	-23	-25
Operating Income	183	251	213	184	214
Share of Earnings of Equity-Method Entities	0	0	0	0	0
Other Non Operating Items	-1	4	1	1	10
Pre-Tax Income	182	255	214	184	225
Income Attributable to Wealth and Asset Management	-5	-5	-4	-3	-3
Pre-Tax Income of BANCWEST	177	251	210	181	221
Allocated Equity (€bn, year to date)	6.7	6.3	6.2	6.3	6.4
€m					
BANCWEST (Including 2/3 of Private Banking in United States)					
Revenues	748	782	716	677	762
Operating Expenses and Dep.	-548	-513	-493	-474	-526
Gross Operating Income	200	269	223	203	236
Cost of Risk	-22	-23	-14	-23	-25
Operating Income	178	246	209	180	211
Non Operating Items	-1	4	1	1	10
Pre-Tax Income	177	251	210	181	221
Allocated Equity (€bn, year to date)	6.7	6.3	6.2	6.3	6.4
€m					
INSURANCE					
Revenues	597	636	679	611	456
Operating Expenses and Dep.	-326	-315	-299	-278	-309
Gross Operating Income	271	321	380	333	147
Cost of Risk	-1	-1	3	1	-1
Operating Income	271	320	383	334	146
Share of Earnings of Equity-Method Entities	54	36	44	54	55
Other Non Operating Items	1	0	0	0	-3
Pre-Tax Income	326	356	427	387	199
Allocated Equity (€bn, year to date)	7.8	7.5	7.4	7.4	7.4
€m					
WEALTH AND ASSET MANAGEMENT					
Revenues	773	794	718	743	723
Operating Expenses and Dep.	-576	-626	-572	-577	-567
Gross Operating Income	198	168	146	166	156
Cost of Risk	14	-5	3	3	3
Operating Income	212	163	149	169	159
Share of Earnings of Equity-Method Entities	5	13	12	13	8
Other Non Operating Items	0	0	0	0	0
Pre-Tax Income	217	176	161	181	167
Allocated Equity (€bn, year to date)	1.9	2.1	2.1	2.1	2.1

* Including 100% of Private Banking for the Revenues to Pre-tax income items

€m	1Q17	4Q16	3Q16	2Q16	1Q16
CORPORATE AND INSTITUTIONAL BANKING					
Revenues	3,223	2,821	2,905	3,056	2,686
Operating Expenses and Dep.	-2,506	-1,914	-2,022	-2,115	-2,258
Gross Operating Income	717	907	883	942	428
Cost of Risk	54	-70	-74	-46	-28
Operating Income	770	837	809	896	400
Share of Earnings of Equity-Method Entities	8	9	2	13	-3
Other Non Operating Items	0	-5	1	-2	6
Pre-Tax Income	778	841	812	907	403
Allocated Equity (€bn, year to date)	22.1	22.2	22.2	22.0	21.9
<hr/>					
€m	1Q17	4Q16	3Q16	2Q16	1Q16
CORPORATE BANKING					
Revenues	991	1,071	958	1,037	929
Operating Expenses and Dep.	-691	-567	-591	-601	-693
Gross Operating Income	299	504	368	436	236
Cost of Risk	57	-115	-79	-42	-55
Operating Income	356	388	289	394	181
Non Operating Items	7	14	-3	2	0
Pre-Tax Income	364	402	285	396	181
Allocated Equity (€bn, year to date)	12.6	12.4	12.3	12.3	12.2
<hr/>					
€m	1Q17	4Q16	3Q16	2Q16	1Q16
GLOBAL MARKETS					
Revenues	1,754	1,284	1,490	1,558	1,318
<i>incl. FICC</i>	<i>1,174</i>	<i>838</i>	<i>1,082</i>	<i>1,050</i>	<i>890</i>
<i>incl. Equity & Prime Services</i>	<i>580</i>	<i>446</i>	<i>408</i>	<i>509</i>	<i>428</i>
Operating Expenses and Dep.	-1,424	-967	-1,065	-1,139	-1,184
Gross Operating Income	330	317	425	419	134
Cost of Risk	-3	44	5	-4	27
Operating Income	327	361	430	415	160
Share of Earnings of Equity-Method Entities	0	-3	5	11	-4
Other Non Operating Items	0	-8	0	-2	6
Pre-Tax Income	326	350	435	424	163
Allocated Equity (€bn, year to date)	8.7	9.0	9.1	9.0	9.1
<hr/>					
€m	1Q17	4Q16	3Q16	2Q16	1Q16
SECURITIES SERVICES					
Revenues	478	466	457	461	440
Operating Expenses and Dep.	-390	-380	-367	-374	-382
Gross Operating Income	87	86	90	87	59
Cost of Risk	0	2	0	1	0
Operating Income	87	87	90	88	59
Non Operating Items	0	1	1	0	0
Pre-Tax Income	88	88	91	87	59
Allocated Equity (€bn, year to date)	0.8	0.8	0.8	0.7	0.7



€m	1Q17	4Q16	3Q16	2Q16	1Q16
CORPORATE CENTRE					
Revenues	358	70	-45	650	618
Operating Expenses and Dep.	-308	-330	-381	-295	-182
<i>Incl. Restructuring and Transformation Costs</i>	-110	-154	-253	-108	-46
Gross Operating Income	49	-260	-426	356	435
Cost of Risk	-11	-56	13	-5	9
Operating Income	38	-316	-413	350	444
Share of Earnings of Equity-Method Entities	19	13	22	28	21
Other Non Operating Items	-8	-136	0	-77	10
Pre-Tax Income	49	-440	-391	301	475

**BALANCE SHEET AS AT 31 MARCH 2017**

In millions of euros	31/03/2017	31/12/2016
ASSETS		
Cash and amounts due from central banks	226,186	160,400
Financial instruments at fair value through profit or loss		
Trading securities	177,967	123,679
Loans and repurchase agreements	187,799	152,242
Instruments designated as at fair value through profit or loss	91,317	87,644
Derivative financial instruments	272,369	328,162
Derivatives used for hedging purposes	15,951	18,133
Available-for-sale financial assets	255,527	267,559
Loans and receivables due from credit institutions	49,187	47,411
Loans and receivables due from customers	718,009	712,233
Remeasurement adjustment on interest-rate risk hedged portfolios	4,293	4,664
Held-to-maturity financial assets	6,107	6,100
Current and deferred tax assets	7,951	7,966
Accrued income and other assets	139,911	115,967
Equity-method investments	7,072	6,910
Investment property	1,969	1,911
Property, plant and equipment	22,737	22,523
Intangible assets	3,171	3,239
Goodwill	10,135	10,216
TOTAL ASSETS	2,197,658	2,076,959
LIABILITIES		
Due to central banks	3,489	233
Financial instruments at fair value through profit or loss		
Trading securities	91,196	70,326
Borrowings and repurchase agreements	245,795	183,206
Instruments designated as at fair value through profit or loss	57,058	54,076
Derivative financial instruments	270,455	318,740
Derivatives used for hedging purposes	17,845	19,626
Due to credit institutions	97,227	75,660
Due to customers	801,381	765,953
Debt securities	161,441	153,422
Remeasurement adjustment on interest-rate risk hedged portfolios	3,501	4,202
Current and deferred tax liabilities	3,127	3,087
Accrued expenses and other liabilities	110,042	99,407
Technical reserves of insurance companies	196,583	193,626
Provisions for contingencies and charges	11,984	11,801
Subordinated debt	19,252	18,374
TOTAL LIABILITIES	2,090,376	1,971,739
CONSOLIDATED EQUITY		
Share capital, additional paid-in capital and retained earnings	94,678	86,794
Net income for the period attributable to shareholders	1,894	7,702
Total capital, retained earnings and net income for the period attributable to shareholders	96,572	94,496
Changes in assets and liabilities recognised directly in equity	5,504	6,169
Shareholders' equity	102,076	100,665
Retained earnings and net income for the period attributable to minority interests	5,138	4,460
Changes in assets and liabilities recognised directly in equity	68	95
Total minority interests	5,206	4,555
TOTAL CONSOLIDATED EQUITY	107,282	105,220
TOTAL LIABILITIES AND EQUITY	2,197,658	2,076,959

**ALTERNATIVE PERFORMANCE MEASURES (APM)
ARTICLE 223-1 OF THE AMF'S GENERAL REGULATION**

Alternative Measures	Performance	Definition	Reason for use
Revenues of the operating divisions		Sum of the revenues of Domestic Markets, IFS and CIB Revenues for BNP Paribas Group = Revenues of the operating divisions + Revenues of Corporate Centre	Representative measure of the BNP Paribas Group's operating performance
Revenues excluding PEL/CEL effects		Revenues excluding PEL/CEL effects	Representative measure of the revenues of the period excluding changes in the provision that accounts for the risk generated by PEL and CEL accounts during their lifetime
Profit & Loss account of retail banking activity with 100% of Private Banking		Profit & Loss account of a retail banking activity including the whole Profit & Loss account of private banking	Representative measure of the performance of retail banking activity including the total performance of private banking (before sharing the profit & loss account with the Wealth Management business, private banking being under a joint responsibility of retail banking (2/3) and Wealth Management business (1/3))
Cost of risk/Customer loans at the beginning of the period (in basis points)		Cost of risk (in €m) divided by customer loans at the beginning of the period	Measure of the risk level by business in percentage of the volume of outstanding loans
Net income Group share excluding exceptional items		Net income attributable to equity holders excluding exceptional items	Measure of BNP Paribas Group's net income excluding non-recurring items of a significant amount or items that do not reflect the underlying operating performance, notably Own Credit valuation Adjustments for debts (OCA) and for derivatives (Debit Valuation Adjustment - DVA) as well as transformation and restructuring costs
Return on Equity (ROE) excluding exceptional items		Annualised net income Group share excluding exceptional items and remuneration of Undated Super Subordinated Notes divided by the average of permanent shareholders' equity of the period (shareholders' equity Group share excluding changes in assets and liabilities recognized directly in equity, Undated Super Subordinated Notes, remuneration net of tax payable to holders of Undated Super Subordinated Notes and project of dividend distribution)	Measure of the BNP Paribas Group's return on equity excluding non-recurring items of a significant amount or items that do not reflect the operating performance, notably Own Credit valuation Adjustments for debts (OCA) and for derivatives (Debit Valuation Adjustment - DVA) as well as transformation and restructuring costs
Return on Tangible Equity (ROTE) excluding exceptional items		Annualised net income Group share excluding exceptional items and remuneration of Undated Super Subordinated Notes divided by the average of tangible permanent shareholders' equity of the period (permanent shareholders' equity correspond to permanent shareholders' equity less goodwill and intangible assets)	Measure of the BNP Paribas Group's return on tangible equity excluding non recurring items of a significant amount or items that do not reflect the operating performance, notably Own Credit valuation Adjustments for debts (OCA) and for derivatives (Debit Valuation Adjustment - DVA) as well as transformation and restructuring costs

Methodology – Comparative analysis at constant scope and exchange rates

The method used to determine the effect of changes in scope of consolidation depends on the type of transaction (acquisition, sale, etc.). The underlying purpose of the calculation is to facilitate period-on-period comparisons.

In case of acquired or created entity, the results of the new entity are eliminated from the constant scope results of current-year periods corresponding to the periods when the entity was not owned in the prior-year.

In case of divested entities, the entity's results are excluded symmetrically for the prior year for quarters when the entity was not owned.

In case of change of consolidation method, the policy is to use the lowest consolidation percentage over the two years (current and prior) for results of quarters adjusted on a like-for-like basis.

Comparative analysis at constant exchange rates are prepared by restating results for the prior-year quarter (reference quarter) at the current quarter exchange rate (analysed quarter). All of these calculations are performed by reference to the entity's reporting currency.

Reminder

Operating expenses: sum of salary and employee benefit expenses, other operating expenses and depreciation, amortisation and impairment of property, plant and equipment. In the whole document, the terms operating expenses or costs can be used indifferently.

Operating divisions: they consist of 3 divisions:

- Domestic Markets including: French Retail Banking (FRB), BNL banca commerciale (BNL bc), Belgium Retail Banking (BRB), Other Domestic Markets activities including Arval, Leasing Solutions, Personal Investors and Luxembourg Retail Banking (LRB);
- International Financial Services (IFS) including: Europe-Mediterranean, BancWest, Personal Finance, Insurance, Wealth & Asset Management (WAM) that includes Asset Management, Wealth Management and Real Estate Services;
- Corporate and Institutional Banking (CIB) including: Corporate Banking, Global Markets, Securities Services.



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

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