# FIRST UPDATE TO THE 2016 REGISTRATION DOCUMENT FILED WITH THE AMF ON MAY 3, 2017

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**The English language version of this report is a free translation from the original, which was prepared in French. All possible care has been taken to ensure that the translation is accurate presentation of the original. However, in all matters of interpretation, views or opinion expressed in the original language version of the document in French take precedence over the translation.**

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Only the French version of the Registration document has been submitted to the AMF. It is therefore the only version that is binding in law. The original document was filed with the AMF (French Securities Regulator) on 3 May 2017, in accordance with article 212-13 of the AMF's General Regulations. It may be used in support of a financial transaction only if supplemented by a Transaction Note that has received approval from the AMF. This document was prepared by the Issuer and its signatories assume responsibility for it.

# 1. Quarterly financial information

## 1.1 Group presentation

BNP Paribas, Europe's leading provider of banking and financial services, has four domestic Retail Banking markets in Europe, namely in Belgium, France, Italy and Luxembourg.
It operates in 74 countries and has more than 192,000 employees, including more than 146,000 in Europe. BNP Paribas holds key positions in its two main businesses:

- Retail Banking and Services, which includes:
  - Domestic Markets, comprising:
    - French Retail Banking (FRB),
    - BNL banca commerciale (BNL bc), Italian retail banking,
    - Belgian Retail Banking (BRB),
    - Other Domestic Markets activities including Luxembourg Retail Banking (LRB);

  - International Financial Services, comprising:
    - Europe-Mediterranean,
    - BancWest,
    - Personal Finance,
    - Insurance,
    - Wealth and Asset Management;

- Corporate and Institutional Banking (CIB):
  - Corporate Banking,
  - Global Markets,
  - Securities Services.

BNP Paribas SA is the parent company of the BNP Paribas Group.

## 1.2 First quarter 2017 results

**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)

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 Markets[1] 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 costs[2] 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 euros[3].

The operating expenses of the operating divisions rose by 4.9% compared to the first quarter 2016: +2.2% for Domestic Markets[1], +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 items[1], 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 ratio[2] was 11.6% (11.5% as at 31 December 2016). The fully loaded Basel 3 leverage ratio[3] 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 France[1] 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.

Revenues[2], 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 expenses[2] (2,880 million euros) were up by 2.2% compared to the same quarter last year. Excluding the impact of IFRIC 21[3], they were up by only 0.8%, reflecting cost control.

Gross operating income[2] 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 income[4] 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

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

At 1,184 million euros, operating expenses[1] were up by 0.9% compared to the first quarter 2016. Excluding the impact of IFRIC 21[2], they were up by only 0.5%.

Gross operating income[1] thus came to 436 million euros, down by 7.2% compared to the same quarter last year.

The cost of risk[1] 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 income[3], 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).

Revenues[4] were down 1.3% compared to the first quarter 2016, at 727 million euros. Net interest income[4] was down by 5.5% due to the persistently low interest rate environment. Fees[4] were up significantly by 6.7% in connection with the good development of off balance sheet savings and private banking.

Operating expenses[4], at 469 million euros, rose by 1.6% (+1.2% excluding the impact of IFRIC 21).

Gross operating income[4] thus totalled 258 million euros, down by 6.2% compared to the same quarter last year.

The cost of risk[4], 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.

Revenues[1] were up by 1.5%, compared to the first quarter 2016, to 931 million euros: net interest income[1] rose by 0.6%, the effect of volume growth being partly offset by the low interest rate environment. Fees[1] rose by 4.4% as a result of business growth.

Operating expenses[1] rose by 4.0% compared to the first quarter 2016, at 823 million euros. Excluding the impact of IFRIC 21[2], they rose by only 0.2%, reflecting a good control.

Gross operating income[1], at 108 million euros, was down by 14.0% compared to the same quarter last year.

The cost of risk[1] 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.

Revenues[3] 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 expenses[3] rose by 3.1% compared to the first quarter 2016, to 405 million euros. Excluding the impact of IFRIC 21 this quarter[4], they rose by 2.4% as a result of business development.

The cost of risk[3] 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 activities[1]. 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 21[1], 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, revenues[3] were up by 6.2%[2] compared to the first quarter 2016, as a result of volume increase.

Operating expenses[3], at 424 million euros, rose by 4.9%[2] compared to the same quarter last year, due to business development.

The cost of risk[3] 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.

Revenues[5], 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 expenses[1] rose by only 0.8%[2] compared to the first quarter 2016, reflecting good cost control.

The cost of risk[1] (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 management[5] 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 management[5] 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 Mitsui[6] 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 FICC[1], 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 costs[1] (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 ratio[2] 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 ratio[3], 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

| €m | | Domestic Markets | International Financial Services | CIB | Operating Divisions | Other Activities | Group |
|---|---|---|---|---|---|---|---|
| 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% |

| €m | | Domestic Markets | International Financial Services | CIB | Operating Divisions | Other Activities | Group |
|---|---|---|---|---|---|---|---|
| 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 |

# BNP PARIBAS FIRST QUARTER 2017 RESULTS

3 MAY 2017

BNP PARIBAS

The bank for a changing world

## Disclaimer

*The figures included in this presentation are unaudited.*

*This presentation includes forward-looking statements based on current beliefs and expectations about future events. Forward-looking statements include financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future events, operations, products and services, and statements regarding future performance and synergies. Forward-looking statements are not guarantees of future performance and are subject to inherent risks, uncertainties and assumptions about BNP Paribas and its subsidiaries and investments, developments of BNP Paribas and its subsidiaries, banking industry trends, future capital expenditures and acquisitions, changes in economic conditions globally or in BNP Paribas' principal local markets, the competitive market and regulatory factors. Those events are uncertain; their outcome may differ from current expectations which may in turn significantly affect expected results. Actual results may differ materially from those projected or implied in these forward looking statements. Any forward-looking statement contained in this presentation speaks as of the date of this presentation. BNP Paribas undertakes no obligation to publicly revise or update any forward-looking statements in light of new information or future events. It should be recalled in this regard that the Supervisory Review and Evaluation Process is carried out each year by the European Central Bank, which can modify each year its capital adequacy ratio requirements for BNP Paribas.*

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

## 1Q17 Key Messages

| | |
|---|---|
| Good performance of the operating divisions | Revenues of the operating divisions: +7.0% vs. 1Q16 |
| Sharp rise in GOI of the operating divisions | GOI of the operating divisions: +12.5 % vs. 1Q16 |
| Significant decrease in the cost of risk this quarter | -21.8% vs. 1Q16<br>32 bp* |
| Increase in Net Income attributable to equity holders (limited exceptional items** vs. 1Q16) | Net Income Group Share: €1,894m<br>+4.4% vs. 1Q16<br>(+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); ** See slide 5; *** As at 31 March 2017, CRD4 ("fully loaded" ratio)*

## Main Exceptional Items

| Exceptional items | 1Q17 | 1Q16 |
|---|---|---|
| **Revenues** | | |
| Own credit adjustment and DVA *(Corporate Centre)* | -€7m | +€365m |
| Capital gain on the sale of 1.8% stake in Shinhan *(Corporate Centre)* | +€148m | |
| | *+€141m* | *+€365m* |
| **Operating expenses** | | |
| Restructuring costs* *(Corporate Centre)* | -€20m | -€23m |
| Transformation costs of Businesses *(Corporate Centre)* | -€90m | -€23m |
| | *-€110m* | *-€46m* |
| **Total exceptional items (pre-tax)** | **+€31m** | **+€319m** |
| **Total exceptional items (after tax)**** | **+€76m** | **+€208m** |

** Restructuring costs in particular of LaSer, Bank BGZ, DAB Bank, and GE LLD; ** Group share*



## Impact of IFRIC 21

| | 1Q17 | 1Q16 |
|---|---|---|
| Booking in the first quarter of the entire amount of banking contributions and taxes for the year based on the application of IFRIC 21 « Levies » | -€979m | -€880m |
| Of which the contribution to the Single Resolution Fund* and systemic banking taxes** | -€774m | -€694m |

- Booking this quarter of the increase in banking contributions and taxes accounted in 2Q and in 3Q16 (impact: +€84m***)
- Estimated contribution to the Single Resolution Fund and systemic banking taxes*** ~stable over the year 2017 vs. 2016

**Quarterly evolution of banking contributions and taxes******

| €m | 1Q | 2Q | 3Q | 4Q |
|---|---|---|---|---|
| 2016 | 880 | 61 | 23 | |
| 2017 | 979 | | | |

** Estimated contribution for 2017; ** Including Tax on regulated savings in Belgium in 2016; *** Increase in the contribution to the Single Resolution Fund in 2Q16 (€61m) and in the Belgian systemic tax in 3Q16 (€23m); **** Estimated amounts for 2017; excluding the systemic tax in UK*

## Consolidated Group - 1Q17

| | 1Q17 | 1Q16 | 1Q17 vs. 1Q16 | 1Q17 vs. 1Q16 *Operating Divisions* |
|---|---|---|---|---|
| **Revenues** | **€11,297m** | **€10,844m** | **+4.2%** | **+7.0%** |
| Operating expenses | -€8,119m | -€7,627m | +6.5% | +4.9% |
| **Gross Operating Income** | **€3,178m** | **€3,217m** | **-1.2%** | **+12.5%** |
| Cost of risk | -€592m | -€757m | -21.8% | -24.2% |
| **Operating income** | **€2,586m** | **€2,460m** | **+5.1%** | **+26.4%** |
| Non operating items | €168m | €178m | -5.6% | +6.8% |
| **Pre-tax income** | **€2,754m** | **€2,638m** | **+4.4%** | **+25.1%** |
| **Net income attributable to equity holders** | **€1,894m** | **€1,814m** | **+4.4%** | |
| **Net income attributable to equity holders excluding exceptional items*** | **€1,818m** | **€1,607m** | **+ 13.2%** | |

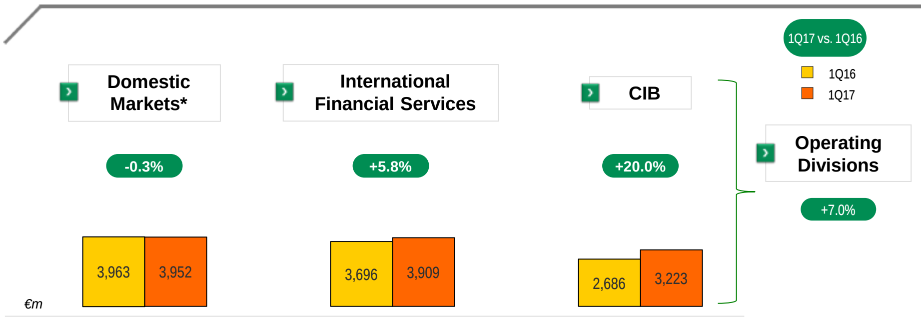
***Return on equity (return on tangible equity)**:*** ***10.4% (12.3%)***

**Good performance of the operating divisions**
**Rise in net income**

** See slide 5; ** Excluding exceptional items, contribution to the Single Resolution Fund and systemic taxes non annualised*



## Revenues of the Operating Divisions - 1Q17




- Slight decrease in the revenues of Domestic Markets: effect of the low interest rate environment
- Significant rise in the revenues of International Financial Services
- Strong rebound in the revenues of Corporate and Institutional Banking
  - Reminder: very challenging market context in 1Q16

**Good growth of the operating divisions**

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

# Operating Expenses of the Operating Divisions - 1Q17

1Q17 vs. 1Q16

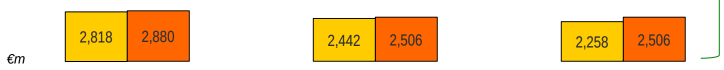
1Q16
1Q17

**Domestic Markets*** — +2.2%

**International Financial Services** — +2.6%

**CIB** — +11.0%

**Operating Divisions** — +4.9%




- Impact of the application of IFRIC 21
  - Booking this quarter of the entire increase in banking contributions and taxes accounted in 2Q and 3Q16 (impact: +€84m**)
- Effects of business growth in IFS and CIB
  - Reminder: weak base in CIB in 1Q16

**Effects of business growth**
**Impact of the application of IFRIC 21 this quarter**

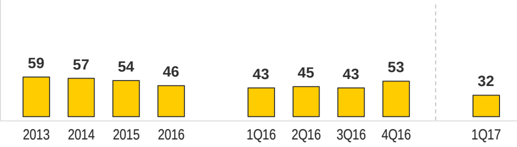
** Including 100% of Private Banking in France (excluding PEL/CEL effects), Italy, Belgium and Luxembourg; ** Increase in the contribution to the Single Resolution Fund in 2Q16 (€61m) and Belgian systemic tax in 3Q16 (€23m)*



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

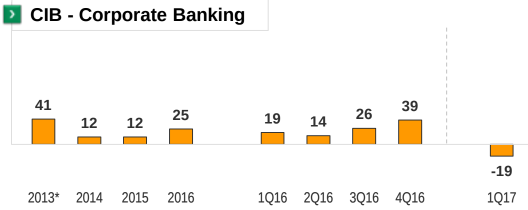
*Cost of risk/Customer loans at the beginning of the period (in annualised bp)*

**Group**




- Cost of risk: €592m
  - -€358m vs. 4Q16
  - -€165m vs. 1Q16
- Cost of risk at a low level this quarter

**CIB - Corporate Banking**



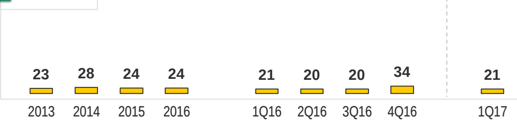

- Cost of risk: -€57m
  - -€173m vs. 4Q16
  - -€112m vs. 1Q16
- Provisions more than offset by write-backs this quarter

** Restated*

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

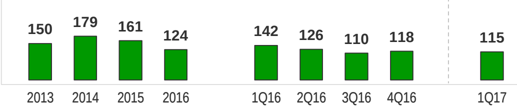
*Cost of risk/Customer loans at the beginning of the period (in annualised bp)*

### FRB



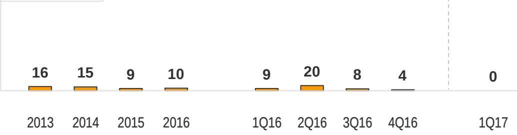

- Cost of risk: €79m
  - -€46m vs. 4Q16
  - +€5m vs. 1Q16
- Cost of risk still low

### BNL bc




- Cost of risk: €228m
  - -€1m vs. 4Q16
  - -€46m vs. 1Q16
- Continued decrease of the cost of risk

### BRB




- Cost of risk: -€1m
  - -€10m vs. 4Q16
  - -€22m vs. 1Q16
- Provisions offset by write-backs this quarter

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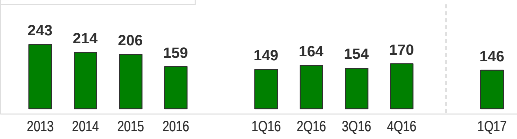
# Variation in the Cost of Risk by Business Unit (3/3)

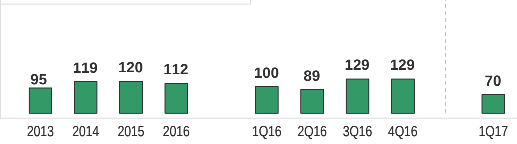
*Cost of risk/Customer loans at the beginning of the period (in annualised bp)*

### Personal Finance



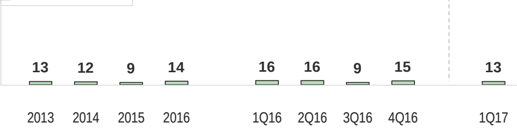

- Cost of risk: €240m
  - -€30m vs. 4Q16
  - +€18m vs. 1Q16
- Low cost of risk:
  - Effect of the low interest rates and the growing positioning on products with a better risk profile (car loans in particular)

### Europe-Mediterranean




- Cost of risk: €67m
  - -€60m vs. 4Q16
  - -€29m vs. 1Q16
- Impact of a provision write-back this quarter (€40m)

### BancWest




- Cost of risk: €22m
  - -€1m vs. 4Q16
  - -€3m vs. 1Q16
- Cost of risk still low

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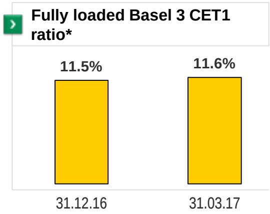
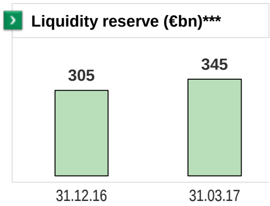
# Financial Structure

- Fully loaded Basel 3 CET1 ratio*: 11.6% as at 31.03.17 (+15 bp vs. 31.12.16)
  - Of which effect of the 20.6% sale of First Hawaiian Bank (+10 bp)
  - Reminder: taking into account a 50% dividend pay-out ratio
- Fully loaded Basel 3 leverage**: 4.1% as at 31.03.17
- Liquidity Coverage Ratio: 125% as at 31.03.17
- Immediately available liquidity reserve: €345bn*** (€305bn as at 31.12.16)
  - Equivalent to over one year of room to manœuvre in terms of wholesale funding



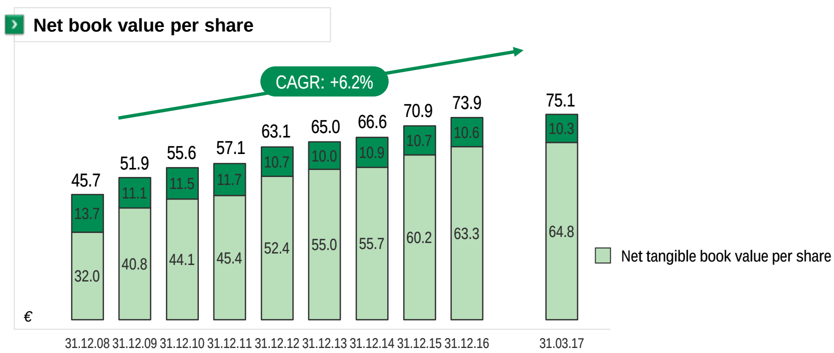




**Further increase in the fully loaded Basel 3 CET1 ratio**

** CRD4 "2019 fully loaded"; ** CRD4 "2019 fully loaded", calculated according to the delegated act of the EC dated 10.10.2014 on total Tier 1 Capital and using value date for securities transactions; *** Liquid market assets or eligible to central banks (counterbalancing capacity) taking into account prudential standards, notably US standards, minus intra-day payment system needs*



# Net Book Value per Share




**Continued growth in the net book value per share throughout the cycle**

## Remediation Plan and Reinforcement of Control Procedures

- Implementation of the remediation plan agreed as part of the comprehensive settlement with the U.S. authorities in line with the timetable defined
  - Over 70% of the 47 projects already completed (two additional projects finished this quarter)
- Reinforcement of compliance and control procedures
  - Increased staffing of the Compliance function (>3,500 people as at 31.03.17) and General Inspection (>1,200 people as at 31.03.17)
  - Increased the number of controls performed by the General Inspection: 2nd round of audits of the entities whose USD flows are centralised at BNP Paribas New York currently under way after the finalisation of the 1st round of audits in July 2016 (achievement target: December 2017)
  - Launch scheduled in 3Q17 of the new round of 3 compulsory e-learning training programmes for all employees (Code of Conduct, Sanctions and Embargos, Combating Money Laundering and Terrorism) after the 1st round was fully completed in 2016
  - 99% of Swift alerts handled through the new alert management process with the roll-out of a new filtering tool

**Active implementation throughout the Group of the remediation plan and the reinforcement of internal control**



## An Ambitious Corporate Social Responsibility Policy (CSR)

| OUR ECONOMIC RESPONSIBILITY | OUR SOCIAL RESPONSIBILITY | OUR CIVIC RESPONSIBILITY | OUR ENVIRONMENTAL RESPONSIBILITY |
|---|---|---|---|
| Financing the economy in an ethical manner | Developing and engaging our people responsibly | Being a positive agent for change | Combating climate change |

**A corporate culture marked by ethical responsibility**

- Top 10 Performers of the new CAC 40® Governance index of Euronext and Vigeo Eiris (March 2017)
- Ranked 2nd most responsible bank out of 250 corporates of the industry by Oekom Research in 2017

**A positive impact for society through our financing and our philanthropic actions**

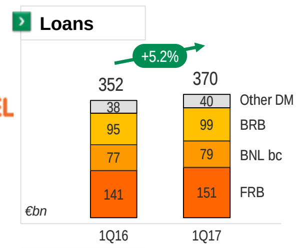
- Arranger for the World Bank of a bond issue which links for the first time returns to the performances of corporates that support U.N. Sustainable Development Targets
- Structurer of 3 Social Impact Contracts signed with the French State in 1Q17: Passport to the Future (prevention of early school leaving); Wimoov (transport solutions that help people to be more employable) and New Solidarities Facing Unemployment (jobseekers' sustainable professional integration)

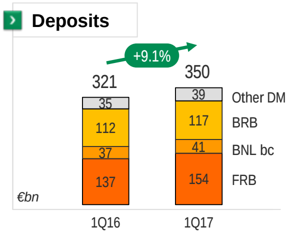
**A major role in the transition towards a low carbon economy**

- Become a carbon neutral bank: commitment to run the bank neutrally in terms of greenhouse gas emissions as soon as 2017
- Co-lead on a $138.9m securitisation that meets the green bonds requirements for Solar Mosaic, a U.S. fin-tech company that finances projects of solar panels installations
- "Best customer implementation of a supply chain financing solution" in 2017: contributed to a LED light project for the City of Madrid by opening a line of credit >16 million euro to 2 suppliers

# Domestic Markets - 1Q17

- Announcement of the acquisition of Compte-Nickel* in France
  - Strengthen the set-up designed to new banking uses
  - Over 540,000 accounts opened in 3 years, target of 2 million accounts opened by 2020
  - Extended the exclusive partnership between Compte-Nickel with the French *Confédération des Buralistes*
- Growth in business activity
  - Loans: +5.2% vs. 1Q16, good growth in loans
  - Deposits: +9.1% vs. 1Q16, sharp rise in all networks
  - Private banking: rise in assets under management (+8.0% vs. 31.03.16)
  - Hello bank!: 2.6 million clients, good level of client on-boarding
- Revenues**: €3,952m (-0.3% vs. 1Q16)
  - Business growth but impact of the low interest rate environment
  - Growth of fees in all the networks
- Operating expenses**: €2,880m (+2.2% vs. 1Q16)
  - +0.8% excluding the impact of IFRIC 21***: cost containment
- Pre-tax income****: €707m (+2.5% vs. 1Q16)
  - Continued decrease in the cost of risk of BNL bc



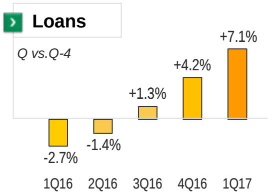



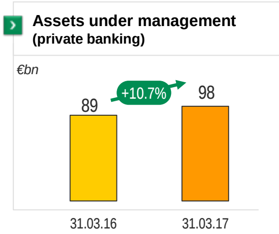

**Good business growth and rise in income**

** Memorandum of Understanding signed on 4 April 2017 for the purchase of a 95% stake in Financière des Paiements Electroniques, closing scheduled in 2Q17 subject to the approval of regulatory authorities; ** Including 100% of Private Banking, excluding PEL/CEL; *** In particular booking this quarter of the increases of banking contributions & taxes incurred during 2016; **** Including 2/3 of Private Banking, excluding PEL/CEL*

# Domestic Markets
# French Retail Banking - 1Q17

- Good business drive
  - Loans: +7.1% vs. low base in 1Q16, good pick-up in loans to individual and corporate customers
  - Deposits: +12.0% vs. 1Q16, strong growth in current accounts
  - Off balance sheet savings: good performance (mutual fund outstandings: +13.9% vs. 31.03.16; life insurance outstandings: +3.8% vs. 31.03.16)
  - Private banking: strong increase in assets under management (+10.7% vs. 31.03.16); very good net inflows this quarter (€1.1bn)
  - Hello bank!: already 302,000 clients, strong growth (+17% vs. 31.03.16)
  - Launch of the contactless mobile phone payment with paylib
- Revenues*: -1.4% vs. 1Q16
  - Net interest income: -4.4%, persistently low interest rate environment
  - Fees: +2.7%, rise in particular of financial fees
- Operating expenses*: +0.9% vs. 1Q16
  - +0.5% excluding the impact of IFRIC 21**
  - Good cost containment
- Pre-tax income***: €319m (-11.2% vs. 1Q16)



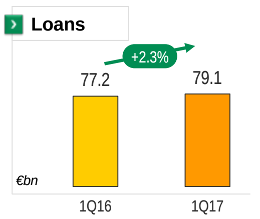

**Good drive in the business activity**

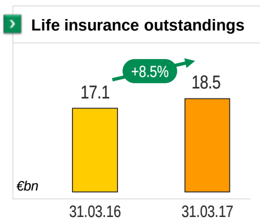
* Including 100% of French Private Banking, excluding PEL/CEL effects;
** In particular booking this quarter of the increase of the contribution to the SRF accounted in 2Q16 in the Corporate Centre; *** Including 2/3 of French Private Banking, excluding PEL/CEL



# Domestic Markets
# BNL banca commerciale - 1Q17

- Growth in business activity
  - Loans: +2.3% vs.1Q16, growth on individual and corporate clients
  - Deposits: +11.3% vs. 1Q16, sharp rise in current accounts
  - Off balance sheet savings: good performance (life insurance outstandings: +8.5% vs. 31.03.16, mutual fund outstandings: +12.4% vs. 31.03.16)
  - Development of digital: already > 500,000 downloads of BNL's mobile banking apps (online banking, brokerage and payment services)
- Revenues*: -1.3% vs. 1Q16
  - Net interest income: -5.5% vs. 1Q16, impact of the low interest rate environment
  - Fees: +6.7% vs. 1Q16, rise in fees in connection with the good growth in off balance sheet savings and private banking
- Operating expenses*: +1.6% vs. 1Q16
  - +1.2% excluding the impact of IFRIC 21**
- Pre-tax income***: €18m (+€26m vs. 1Q16)
  - Continued decrease in the cost of risk



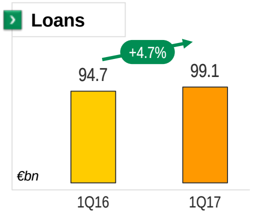



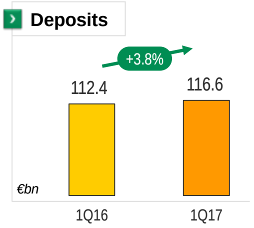

**Good growth in business activity**
**Continued decrease in the cost of risk**

* Including 100% of Italian Private Banking; ** In particular booking this quarter of the increase of the contribution to the SRF recorded in 2Q16 in the Corporate Centre; *** Including 2/3 of Italian Private Banking

# Domestic Markets
# Belgian Retail Banking - 1Q17

- Sustained business activity
  - Loans: +4.7% vs. 1Q16, good growth in loans to corporate customers; rise in mortgage loans
  - Deposits: +3.8% vs. 1Q16, growth in current accounts
  - Off balance sheet savings: rise in outstandings (+1.7% vs. 31.03.16)
  - Development of digital: launch of ICE³, an end-to-end solution to provide financing for professionals
- Revenues*: +1.5% vs. 1Q16
  - Net interest income: +0.6% vs. 1Q16, volume growth but impact of the low interest rate environment
  - Fees: +4.4% vs. 1Q16, rise in fees as a result of business growth
- Operating expenses*: +4.0% vs. 1Q16
  - +0.2% excluding the impact of IFRIC 21 (€30m)**
- Pre-tax income***: €96m (+9.5% vs. 1Q16)
  - Cost of risk: net write-backs this quarter



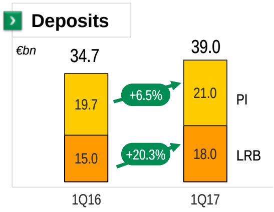

**Continued good business drive**

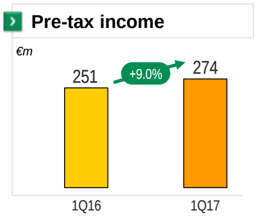
* Including 100% of Belgian Private Banking; ** In particular booking this quarter of the new tax on lending institutions accounted in 3Q in 2016; *** Including 2/3 of Belgian Private Banking



# Domestic Markets
# Other Activities - 1Q17

- Good overall drive of the specialised businesses
  - Arval: 7.3% growth in the financed fleet vs. 1Q16
  - Leasing Solutions: good rise in outstandings of the core portfolio
  - Personal Investors (PI): good level of new client acquisition
- Luxembourg Retail Banking (LRB): good deposit inflows, growth in mortgage loans
- Revenues*: +1.2% vs. 1Q16
  - +2.8% excluding a non-recurring item
  - Growth driven by Personal Investors, LRB and Arval
- Operating expenses*: +3.1% vs. 1Q16
  - +2.4% excluding the impact of the application of IFRIC 21 this quarter
  - As a result of business development
- Pre-tax income**: €274m (+9.0% vs. 1Q16)
  - Decline in the cost of risk



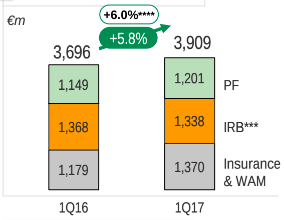

**Good business growth**
**Rise in income**

* Including 100% of Private Banking in Luxembourg; ** Including 2/3 of Private Banking in Luxembourg

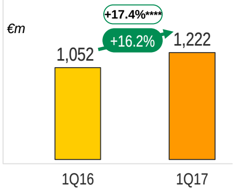
# International Financial Services - 1Q17

- Good business activity
  - Personal Finance: continued good drive and announcement of the acquisition with PSA of General Motors Europe's financing activities*
  - International Retail Banking**: good business growth
  - Insurance and WAM: very good asset inflows (+€15.2bn in 1Q17)
- Revenues: €3,909m (+5.8% vs. 1Q16)
  - Good growth of Personal Finance, Europe-Mediterranean and Wealth & Asset Management
  - Rebound of Insurance vs. weak base in 1Q16
- Operating expenses: €2,506m (+2.6% vs. 1Q16)
  - Largely positive jaws effect
- GOI: €1,404m (+11.9% vs. 1Q16)
- Pre-tax income: €1,222m (+16.2% vs. 1Q16)
  - Decrease in the cost of risk this quarter

**Revenues**




**Pre-tax income**




**Good business drive and significant rise in income**

** Deal announced on 6 March 2017, closing expected in the 4th quarter 2017 subject to the regulatory approvals; ** Europe-Med and BancWest; *** Including 2/3 of Private Banking in Turkey and in the United States; **** At constant scope and exchange rates*



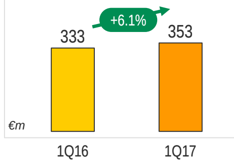
# International Financial Services Personal Finance - 1Q17

- Announcement of the acquisition with PSA of General Motors Europe's financing activities*
- Continued the very good sales and marketing drive
  - Outstanding loans: +11.2%, increase in demand in the Euro zone and effect of new partnerships
  - Implementation of partnership agreements in new sectors (tourism with TUI in France) and in new countries (Austria, in home furnishings)
  - Extension of the agreement in car loans with Toyota in Portugal
- Revenues: +4.5% vs. 1Q16
  - In connection with the rise in volumes and the positioning on products with a better risk profile
  - Revenue growth in particular in Italy, Spain and Germany
- Operating expenses: +4.1% vs. 1Q16
  - +3.3% excluding the impact of IFRIC 21**
  - As a result of business development
- Pre-tax income: €353m (+6.1% vs. 1Q16)

**Acquisition of 50% of GM Europe's financing activities***

- €9.6bn loan outstandings (YE 2016)
- Presence in 11 countries in Europe
- Acquisition price: €0.45bn (50%)
- 0.8x pro-forma book-value
- Will be fully consolidated

**Pre-tax income**

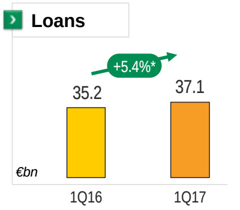


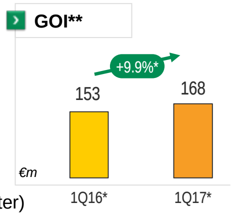

**Continued business drive and good income growth**

** Deal announced on 6 March 2017, closing expected in the 4th quarter 2017 subject to regulatory approvals; ** In particular booking this quarter of the increase of the contribution to the Single Resolution Fund accounted in 2Q in 2016 in the Corporate Centre*

# International Financial Services
# Europe-Mediterranean - 1Q17

- Good business growth
  - Loans : 5.4%* vs. 1Q16, up in all regions
  - Deposits: 11.1%* vs. 1Q16, good growth
  - Digital: more than 380,000 clients for *Cepteteb* in Turkey and 205,000 clients for *BGZ Optima* in Poland
  - Good growth of cross-selling in consumer lending in Poland (outstanding loans: +12.4%* vs. 1Q16)
- Revenues**: +6.2%* vs. 1Q16
  - Effect of volume growth
- Operating expenses**: +4.9%* vs. 1Q16
  - Driven by good business growth
- Pre-tax income***: €149m (+28.2%* vs. 1Q16)
  - +13.5% at historical scope and exchange rates (unfavourable exchange rate effect)
  - Decrease in the cost of risk (impact of a provision write-back this quarter)



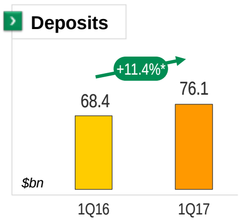

**Good business growth**
**Rise in income**

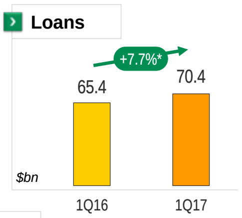
* At constant scope and exchange rates (see data at historical scope and exchange rates in the Appendix); ** Including 100% of Turkish Private Banking; *** Including 2/3 of Turkish Private Banking



# International Financial Services
# BancWest - 1Q17

- Successfully placed 20.6% of First Hawaiian Bank (FHB) in the market in February 2017
  - FHB now 62.0% owned (full consolidation of the entity maintained)
- Continued good business drive
  - Deposits: +11.4%* vs. 1Q16, strong rise in current and savings accounts
  - Loans: +7.7%* vs. 1Q16, sustained growth in individual and corporate loans
- Revenues**: -5.0%* vs. 1Q16
  - 1Q16 reminder: significant capital gains on securities and loan sales
  - +5.3%* excluding this effect, in line with volume growth
- Operating expenses**: +0.8%* vs. 1Q16
  - Good cost control
  - Positive jaws effect excluding 1Q16 capital gains on securities and loan sales
- Pre-tax income***: €177m (-23.1%* vs. 1Q16)
  - +16.0%* excluding capital gains on securities and loan sales in 1Q16



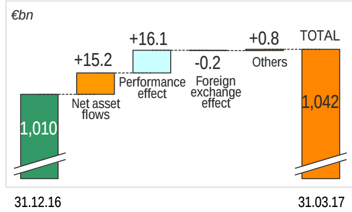

**Strong sales and marketing drive**
**Good operating performance**

* At constant scope and exchange rates (reminder: USD vs. EUR average rates: +3.6% vs.1Q16; see figures at historical scope and exchange rates in the Appendix);
** Including 100% of Private Banking in the United States; *** Including 2/3 of Private Banking in the United States

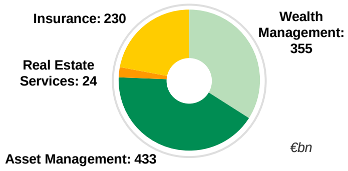
# International Financial Services
# Insurance and WAM - Asset Flows and AuM - 1Q17

- Assets under management*: €1,042bn as at 31.03.17
  - +10.4% vs. 31.03.16 (+3.2% vs. 31.12.16)
  - Very good net asset inflows
  - Positive performance effect
- Net asset flows: +€15.2bn in 1Q17
  - Wealth Management: good asset inflows, in particular in France
  - Asset Management: strong asset inflows in particular into diversified, money market and bond funds; gained significant fund management mandates
  - Insurance: good asset inflows particularly in unit-linked policies
- Insurance: strengthening of Cardif's partnership with Sumitomo Mitsui (SMTB) in Japan**
  - Objective to launch new insurance products leveraging SMTB's distribution network

**Assets under management***




**Assets under management* as at 31.03.17**




**Good asset inflows across all the business units**

* Including distributed assets; ** Subject to the approval of relevant authorities

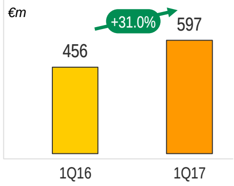


# International Financial Services
# Insurance and WAM - 1Q17

## Insurance

- Revenues: €597m; +31.0% vs. 1Q16
  - Rebound due to the positive market evolution vs. weak base in 1Q16
  - Good performance of protection insurance and pick-up in savings in Asia
- Operating expenses: €326m; +5.5% vs. 1Q16
  - As a result of the good development of the business
- Pre-tax income: €326m; +63.8% vs. 1Q16

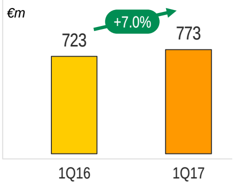
**Revenues** (Insurance)




## Wealth and Asset Management*

- Revenues: €773m; +7.0% vs. 1Q16
  - Rise in revenues across all business units
  - Reminder: unfavourable market context in 1Q16
- Operating expenses: €576m; +1.6% vs. 1Q16
  - Positive jaws effect
- Pre-tax income: €217m; +29.7% vs. 1Q16

**Revenues** (WAM*)



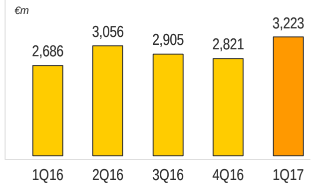

**Insurance: sharp rise in income vs. weak base in 1Q16**
**WAM: good growth across all business units**

* Asset Management, Wealth Management, Real Estate Services

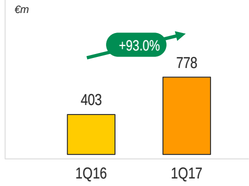
# Corporate and Institutional Banking - 1Q17 Summary

- Revenues: €3,223m (+20.0% vs. 1Q16)
  - Good performance of all three businesses: Global Markets (+33.1%), Corporate Banking (+6.7%) et Securities Services (+8.5%)
  - Reminder: weak comparison basis in 1Q16 due to the unfavourable market environment
- Operating expenses: €2,506m (+11.0% vs. 1Q16)
  - In relation to business growth
  - Very positive jaws effect: good cost control due to the cost-savings measures implemented
  - Reminder: impact of IFRIC 21 this quarter*
- Gross operating income: €717m (+67.3% vs. 1Q16)
- Pre-tax income: €778m (+93.0% vs. 1Q16)
  - Provisions more than offset by write-backs this quarter

**Revenues**




**Pre-tax income**




**Good business growth**
**Significant rebound in income vs. a weak base in 1Q16**

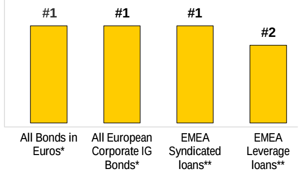
** Booking this quarter of banking taxes and contributions for 2017: €451m (€431m in 1Q16), in particular booking of the increase of the contribution to the SRF accounted in 2016 in the Corporate Centre*



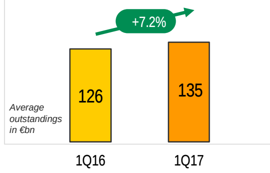
# Corporate and Institutional Banking - 1Q17 Business Activity

- Global Markets: environment more favourable this quarter compared to the very challenging beginning of 2016
  - Good client volumes, in particular in the interest rate market
  - #1 for all bonds in EUR and # 9 for all International bonds*
  - VaR remaining at a very low level (€31m)
  - Continued optimisation of resources: sale of a sub-profitable portfolio accounting for €2.5bn in risk-weighted assets
- Securities Services: sustained business activity
  - Assets under custody: +10.1% vs. 1Q16; nb of transactions: +7.0% vs. 1Q16
  - New significant mandates in Spain (Mapfre, €60bn in assets under custody) and in the Netherlands (Actiam, €56bn in assets under custody)
- Corporate Banking: good business activity
  - Client loans: €135.3bn (+7.2% vs. 1Q16), #1 in syndicated loans in the EMEA region**
  - Client deposits: €132.8bn (+20.5% vs. 1Q16), continued growth driven by the development of cash management
  - Advisory businesses: #3 for equity-linked issues and #8 for M&A deals in the EMEA region*

**1Q17 European rankings**




**Client loans**



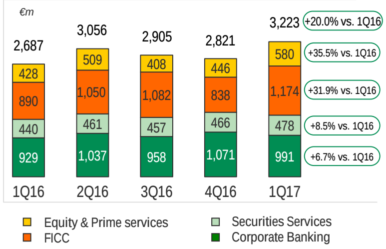

**Good business activity this quarter**

** Source: Dealogic 1Q17 in volume; ** Source: Dealogic 1Q17, Europe, Middle East & Africa, in number of operations*

# Corporate and Institutional Banking - 1Q17 Revenues by Business Unit

- Global Markets: €1,754m (+33.1% vs. 1Q16)
  - Significant pick-up in client business compared to a very challenging market environment in 1Q16
  - FICC: +31.9% vs. 1Q16, good growth in rates, solid rise for bond issues and credit business, good performance of forex and commodities
  - Equity & Prime Services: +35.5% vs. 1Q16, strong rise in Prime services and rebound in derivatives
- Securities Services: €478m (+8.5% vs. 1Q16)
  - Growth in assets under custody and in the number of transactions

**Revenues by business unit**




- Corporate Banking: €991m (+6.7% vs. 1Q16)
  - Good growth in all regions
  - Significant fee income growth (+19% vs. weak base in 1Q16)
  - Good start to the year in advisory activities and solid performance in aircraft, export and media-telecom finance in Europe
  - Robust growth in transaction banking, both in cash management and trade finance

**Good growth across all business units**



# Conclusion

**Good business growth**

**Sharp rise in the income of the operating divisions**

**Fully loaded Basel 3 CET1 ratio at 11.6%**

**Start of the 2020 plan in good conditions**

Group Results

Division Results

**1Q17 Detailed Results**

Appendix



# BNP Paribas Group - 1Q17

| €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 |

- Corporate income tax: average tax rate of 29.1% in 1Q17
  - Positive effect of the low tax rate on the capital gain from the sale of Shinhan shares

# Retail Banking and Services - 1Q17

| €m | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 7,719 | 7,522 | +2.6% | 7,758 | -0.5% |
| Operating Expenses and Dep. | -5,305 | -5,187 | +2.3% | -5,200 | +2.0% |
| Gross Operating Income | 2,414 | 2,335 | +3.4% | 2,558 | -5.6% |
| Cost of Risk | -634 | -738 | -14.0% | -824 | -23.0% |
| Operating Income | 1,780 | 1,598 | +11.4% | 1,733 | +2.7% |
| Share of Earnings of Equity-Method Entities | 139 | 136 | +1.9% | 130 | +6.9% |
| Other Non Operating Items | 11 | 8 | +34.7% | -5 | n.s. |
| Pre-Tax Income | 1,930 | 1,742 | +10.8% | 1,858 | +3.8% |
| Cost/Income | 68.7% | 69.0% | -0.3 pt | 67.0% | +1.7 pt |
| Allocated Equity (€bn) | 50.6 | 48.7 | +3.8% | | |

*Including 100% of Private Banking in France (excluding PEL/CEL effects), Italy, Belgium, Luxembourg, at BancWest and TEB for the Revenues to Pre-tax income line items*



# Domestic Markets - 1Q17

| €m | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 3,952 | 3,963 | -0.3% | 3,866 | +2.2% |
| Operating Expenses and Dep. | -2,880 | -2,818 | +2.2% | -2,794 | +3.1% |
| Gross Operating Income | 1,072 | 1,145 | -6.4% | 1,072 | -0.0% |
| Cost of Risk | -319 | -399 | -20.0% | -399 | -19.9% |
| Operating Income | 753 | 746 | +0.9% | 674 | +11.7% |
| Share of Earnings of Equity-Method Entities | 11 | 9 | +25.0% | 14 | -18.8% |
| Other Non Operating Items | 5 | -2 | n.s. | -6 | n.s. |
| Pre-Tax Income | 769 | 753 | +2.1% | 681 | +12.9% |
| Income Attributable to Wealth and Asset Management | -61 | -63 | -2.5% | -59 | +4.2% |
| Pre-Tax Income of Domestic Markets | 707 | 690 | +2.5% | 622 | +13.7% |
| Cost/Income | 72.9% | 71.1% | +1.8 pt | 72.3% | +0.6 pt |
| Allocated Equity (€bn) | 23.8 | 22.9 | +3.8% | | |

*Including 100% of Private Banking in France (excluding PEL/CEL effects), Italy, Belgium and Luxembourg for the Revenues to Pre-tax income items*

# Domestic Markets
# French Retail Banking - 1Q17 (excluding PEL/CEL effects)

| €m | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 1,620 | 1,643 | -1.4% | 1,548 | +4.7% |
| *Incl. Net Interest Income* | *912* | *954* | *-4.4%* | *899* | *+1.4%* |
| *Incl. Commissions* | *708* | *689* | *+2.7%* | *649* | *+9.2%* |
| Operating Expenses and Dep. | -1,184 | -1,173 | +0.9% | -1,216 | -2.6% |
| Gross Operating Income | 436 | 470 | -7.2% | 332 | +31.4% |
| Cost of Risk | -79 | -73 | +7.1% | -124 | -36.7% |
| Operating Income | 358 | 397 | -9.9% | 208 | +72.1% |
| Non Operating Items | 0 | 1 | -47.1% | 1 | -61.0% |
| Pre-Tax Income | 358 | 398 | -9.9% | 209 | +71.4% |
| Income Attributable to Wealth and Asset Management | -39 | -39 | +1.9% | -32 | +21.4% |
| Pre-Tax Income of French Retail Banking | 319 | 359 | -11.2% | 177 | +80.6% |
| Cost/Income | 73.1% | 71.4% | +1.7 pt | 78.5% | -5.4 pt |
| Allocated Equity (€bn) | 9.2 | 8.6 | +7.4% | | |

*Including 100% of French Private Banking for the Revenues to Pre-tax income line items (excluding PEL/CEL effects)**

** PEL/CEL effect: -€2m in 1Q17 vs. +€18m in 1Q16*



# Domestic Markets
# French Retail Banking - Volumes

| *Average outstandings (€bn)* | Outstandings 1Q17 | %Var/1Q16 | %Var/4Q16 |
|---|---|---|---|
| LOANS | 151.4 | +7.1% | +1.7% |
| Individual Customers | 82.7 | +9.6% | +2.9% |
| Incl. Mortgages | 72.3 | +9.9% | +3.3% |
| Incl. Consumer Lending | 10.4 | +7.4% | +0.5% |
| Corporates | 68.7 | +4.2% | +0.3% |
| DEPOSITS AND SAVINGS | 153.7 | +12.0% | +4.2% |
| Current Accounts | 88.4 | +24.1% | +6.3% |
| Savings Accounts | 58.5 | +0.8% | +1.2% |
| Market Rate Deposits | 6.8 | -14.7% | +3.1% |

| *€bn* | 31.03.17 | %Var/ 31.03.16 | %Var/ 31.12.16 |
|---|---|---|---|
| OFF BALANCE SHEET SAVINGS | | | |
| Life Insurance | 86.7 | +3.8% | +1.4% |
| Mutual Funds | 45.3 | +13.9% | -2.0% |

- Loans: +7.1% vs. 1Q16, significant rise in loans to individual and corporate customers compared to a low base in 1Q16
- Deposits: +12.0% vs. 1Q16, strong growth in current accounts
- Off balance sheet savings: good growth in outstandings

# Domestic Markets
# BNL banca commerciale - 1Q17

| €m | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 727 | 737 | -1.3% | 745 | -2.4% |
| Operating Expenses and Dep. | -469 | -462 | +1.6% | -543 | -13.6% |
| Gross Operating Income | 258 | 275 | -6.2% | 202 | +27.9% |
| Cost of Risk | -228 | -274 | -16.7% | -229 | -0.2% |
| Operating Income | 30 | 1 | n.s. | -27 | n.s. |
| Non Operating Items | 0 | 0 | n.s. | 0 | -80.5% |
| Pre-Tax Income | 30 | 1 | n.s. | -27 | n.s. |
| Income Attributable to Wealth and Asset Management | -12 | -10 | +19.2% | -10 | +19.7% |
| Pre-Tax Income of BNL bc | 18 | -8 | n.s. | -36 | n.s. |
| Cost/Income | 64.5% | 62.7% | +1.8 pt | 72.9% | -8.4 pt |
| Allocated Equity (€bn) | 5.7 | 6.0 | -4.9% | | |

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



# Domestic Markets
# BNL banca commerciale - Volumes

| *Average outstandings (€bn)* | Outstandings 1Q17 | %Var/1Q16 | %Var/4Q16 |
|---|---|---|---|
| LOANS | 79.1 | +2.3% | +0.6% |
| Individual Customers | 40.2 | +3.0% | +2.0% |
| Incl. Mortgages | 24.8 | -0.9% | +0.9% |
| Incl. Consumer Lending | 4.2 | +2.8% | -0.3% |
| Corporates | 38.9 | +1.7% | -0.7% |
| DEPOSITS AND SAVINGS | 40.8 | +11.3% | +2.1% |
| Individual Deposits | 27.5 | +11.2% | +4.0% |
| Incl. Current Accounts | 27.2 | +11.5% | +4.0% |
| Corporate Deposits | 13.3 | +11.3% | -1.4% |

| *€bn* | 31.03.17 | %Var/ 31.03.16 | %Var/ 31.12.16 |
|---|---|---|---|
| OFF BALANCE SHEET SAVINGS | | | |
| Life Insurance | 18.5 | +8.5% | +1.0% |
| Mutual Funds | 14.5 | +12.4% | +4.5% |

- Loans: +2.3% vs. 1Q16
  - Individuals: +3.0% vs. 1Q16, gradual recovery in volumes
  - Corporates: +1.7% vs. 1Q16, good growth in particular on the better corporate clients
- Deposits: +11.3% vs. 1Q16
  - Individuals and corporates: strong growth in current accounts
- Off balance sheet savings: good asset inflows in life insurance, strong rise in mutual fund outstandings

# Domestic Markets
# Belgian Retail Banking - 1Q17

| €m | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 931 | 917 | +1.5% | 908 | +2.5% |
| Operating Expenses and Dep. | -823 | -791 | +4.0% | -661 | +24.4% |
| Gross Operating Income | 108 | 126 | -14.0% | 247 | -56.0% |
| Cost of Risk | 1 | -21 | n.s. | -9 | n.s. |
| Operating Income | 109 | 106 | +3.8% | 237 | -53.9% |
| Non Operating Items | -3 | -4 | -11.6% | 2 | n.s. |
| Pre-Tax Income | 106 | 102 | +4.3% | 239 | -55.5% |
| Income Attributable to Wealth and Asset Management | -10 | -14 | -28.5% | -17 | -39.7% |
| Pre-Tax Income of Belgian Retail Banking | 96 | 88 | +9.5% | 222 | -56.7% |
| Cost/Income | 88.3% | 86.2% | +2.1 pt | 72.8% | +15.5 pt |
| Allocated Equity (€bn) | 5.1 | 4.6 | +10.1% | | |

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



# Domestic Markets
# Belgian Retail Banking - Volumes

| *Average outstandings (€bn)* | Outstandings 1Q17 | %Var/1Q16 | %Var/4Q16 |
|---|---|---|---|
| LOANS | 99.1 | +4.7% | +2.2% |
| Individual Customers | 65.7 | +3.1% | +0.2% |
| Incl. Mortgages | 47.2 | +3.6% | +0.8% |
| Incl. Consumer Lending | 0.1 | +10.5% | -58.2% |
| Incl. Small Businesses | 18.4 | +1.8% | -0.8% |
| Corporates and Local Governments | 33.5 | +8.0% | +6.4% |
| DEPOSITS AND SAVINGS | 116.6 | +3.8% | -1.1% |
| Current Accounts | 45.4 | +8.8% | -4.2% |
| Savings Accounts | 67.9 | +3.2% | +1.1% |
| Term Deposits | 3.3 | -32.2% | -3.3% |

| *€bn* | 31.03.17 | %Var/ 31.03.16 | %Var/ 31.12.16 |
|---|---|---|---|
| OFF BALANCE SHEET SAVINGS | | | |
| Life Insurance | 24.6 | -3.0% | -0.4% |
| Mutual Funds | 31.5 | +5.7% | +3.4% |

- Loans: +4.7% vs. 1Q16
  - Individuals: +3.1% vs. 1Q16, rise in particular in mortgage loans
  - Corporates: +8.0% vs. 1Q16, good increase in loans to corporates
- Deposits: +3.8% vs. 1Q16
  - Rise in particular in individuals' current accounts
- Off balance sheet savings: rise in mutual fund outstandings

# Domestic Markets
# Other Activities - 1Q17

| €m | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 674 | 666 | +1.2% | 666 | +1.3% |
| Operating Expenses and Dep. | -405 | -393 | +3.1% | -374 | +8.4% |
| Gross Operating Income | 269 | 273 | -1.5% | 292 | -7.9% |
| Cost of Risk | -14 | -31 | -56.8% | -37 | -63.1% |
| Operating Income | 256 | 242 | +5.6% | 255 | +0.1% |
| Share of Earnings of Equity-Method Entities | 14 | 12 | +18.7% | 10 | +36.3% |
| Other Non Operating Items | 5 | -2 | n.s. | -6 | n.s. |
| Pre-Tax Income | 274 | 252 | +8.9% | 260 | +5.6% |
| Income Attributable to Wealth and Asset Management | -1 | -1 | -22.4% | 0 | +69.6% |
| Pre-Tax Income of Other Domestic Markets | 274 | 251 | +9.0% | 259 | +5.5% |
| Cost/Income | 60.1% | 59.0% | +1.1 pt | 56.1% | +4.0 pt |
| Allocated Equity (€bn) | 3.9 | 3.8 | +2.0% | | |

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



# Domestic Markets
# LRB - Personal Investors

## Luxembourg Retail Banking (LRB)

| *Average outstandings (€bn)* | 1Q17 | %Var/1Q16 | %Var/4Q16 |
|---|---|---|---|
| LOANS | 8.6 | +2.4% | +1.1% |
| Individual Customers | 6.1 | +2.2% | +0.8% |
| Corporates and Local Governments | 2.5 | +2.7% | +1.8% |
| DEPOSITS AND SAVINGS | 18.0 | +20.3% | +2.5% |
| Current Accounts | 9.0 | +36.7% | +4.3% |
| Savings Accounts | 8.2 | +11.5% | -0.7% |
| Term Deposits | 0.8 | -21.0% | +17.5% |

| *€bn* | 31.03.17 | %Var/ 31.03.16 | %Var/ 31.12.16 |
|---|---|---|---|
| OFF BALANCE SHEET SAVINGS | | | |
| Life Insurance | 0.9 | +8.1% | +2.2% |
| Mutual Funds | 1.7 | +2.8% | +1.1% |

- Loans vs. 1Q16: increase in mortgage and corporate loans
- Deposits vs. 1Q16: increase in sight deposits and savings accounts particularly in the corporate client segment
- Off-balance sheet savings: good growth in life insurance

## Personal Investors

| *Average outstandings (€bn)* | 1Q17 | %Var/1Q16 | %Var/4Q16 |
|---|---|---|---|
| LOANS | 0.4 | -6.9% | -4.1% |
| DEPOSITS | 21.0 | +6.5% | +2.6% |

| *€bn* | 31.03.17 | %Var/ 31.03.16 | %Var/ 31.12.16 |
|---|---|---|---|
| ASSETS UNDER MANAGEMENT | 88.2 | +20.9% | +4.9% |
| European Customer Orders (millions) | 4.5 | -11.8% | +9.0% |

- Deposits vs. 1Q16: good level of new client acquisition
- Assets under management vs. 31.03.16: effect of the acquisition of Sharekhan*, good asset inflows and effect of the rise of financial markets
- Consorsbank! named 2017 Best Online-Broker by "*Euro am Sonntag*"

** Closed on 23 November 2016 (€4.7bn in assets under management as at 31.03.17)*

# Domestic Markets
# Arval - Leasing Solutions

## Arval

| *Average outstandings (€bn)* | 1Q17 | %Var*/1Q16 | %Var*/4Q16 |
|---|---|---|---|
| Consolidated Outstandings | 14.4 | +11.8% | +3.2% |
| Financed vehicles ('000 of vehicles) | 1,044 | +7.3% | +1.5% |

- Consolidated outstandings: +11.8%* vs. 1Q16, good growth in all regions
- Financed fleet: +7.3%* vs. 1Q16, very good sales and marketing drive

## Leasing Solutions

| *Average outstandings (€bn)* | 1Q17 | %Var*/1Q16 | %Var*/4Q16 |
|---|---|---|---|
| Consolidated Outstandings | 17.0 | +6.1% | +1.4% |

- Consolidated outstandings: +6.1%* vs. 1Q16, good business and marketing drive
- Named "Financial Services Provider of the Year" for the 5th year in a row

IT EUROPA 2017 WINNER

** At constant scope and exchange rates*



# International Financial Services - 1Q17

| *€m* | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 3,909 | 3,696 | +5.8% | 4,025 | -2.9% |
| Operating Expenses and Dep. | -2,506 | -2,442 | +2.6% | -2,481 | +1.0% |
| Gross Operating Income | 1,404 | 1,254 | +11.9% | 1,544 | -9.1% |
| Cost of Risk | -315 | -339 | -7.2% | -425 | -25.9% |
| Operating Income | 1,089 | 915 | +19.0% | 1,118 | -2.7% |
| Share of Earnings of Equity-Method Entities | 128 | 127 | +0.4% | 116 | +9.9% |
| Other Non Operating Items | 6 | 10 | -39.3% | 1 | n.s. |
| Pre-Tax Income | 1,222 | 1,052 | +16.2% | 1,236 | -1.1% |
| Cost/Income | 64.1% | 66.1% | -2.0 pt | 61.6% | +2.5 pt |
| Allocated Equity (€bn) | 26.7 | 25.8 | +3.7% | | |

- Limited overall foreign exchange effect this quarter
- At constant scope and exchange rates vs. 1Q16
  - Revenues: +6.0%
  - Operating expenses: +3.0%
  - Cost of risk: -7.8%
  - Operating income: +19.2%
  - Pre-tax income: +17.4%

# International Financial Services
# Personal Finance - 1Q17

| €m | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 1,201 | 1,149 | +4.5% | 1,185 | +1.4% |
| Operating Expenses and Dep. | -634 | -609 | +4.1% | -598 | +5.9% |
| Gross Operating Income | 568 | 540 | +5.0% | 587 | -3.3% |
| Cost of Risk | -240 | -221 | +8.3% | -269 | -11.0% |
| Operating Income | 328 | 319 | +2.8% | 317 | +3.3% |
| Share of Earnings of Equity-Method Entities | 20 | 13 | +51.9% | 18 | +11.7% |
| Other Non Operating Items | 5 | 1 | n.s. | -2 | n.s. |
| Pre-Tax Income | 353 | 333 | +6.1% | 334 | +5.8% |
| Cost/Income | 52.8% | 53.0% | -0.2 pt | 50.5% | +2.3 pt |
| Allocated Equity (€bn) | 5.3 | 4.8 | +11.1% | | |

- Foreign exchange effect due in particular to the appreciation of the Brazilian real
  - BRL vs. EUR*: +29.2% vs. 1Q16, +6.0% vs. 4Q16
- At constant scope and exchange rates vs. 1Q16
  - Revenues: +3.8%
  - Operating expenses: +3.4% (+2.6% excluding the impact of IFRIC 21**)
  - Cost of risk: +3.3%
  - Pre-tax income: +8.1%

* Average rates; ** In particular booking this quarter of the increase of the contribution to SRF accounted in 2Q in 2016 in the Corporate Centre



# International Financial Services
# Personal Finance - Volumes and Risks

| Average outstandings (€bn) | Outstandings 1Q17 | %Var/1Q16 historical | %Var/1Q16 at constant scope and exchange rates | %Var/4Q16 historical | %Var/4Q16 at constant scope and exchange rates |
|---|---|---|---|---|---|
| TOTAL CONSOLIDATED OUTSTANDINGS | 67.4 | +11.2% | +10.8% | +3.3% | +3.2% |
| TOTAL OUTSTANDINGS UNDER MANAGEMENT (1) | 77.4 | +9.4% | +8.2% | +2.2% | +1.7% |

(1) Including 100% of outstandings of subsidiaries not fully owned as well as of all partnerships

## Cost of risk/outstandings

| Annualised cost of risk/outstandings as at beginning of period | 1Q16 | 2Q16 | 3Q16 | 4Q16 | 1Q17 |
|---|---|---|---|---|---|
| France | 2.23% | 1.62% | 1.35% | 1.46% | 1.59% |
| Italy | 0.94% | 1.84% | 1.17% | 1.44% | 0.55% |
| Spain | 0.40% | 1.04% | 1.72% | 1.93% | 1.84% |
| Other Western Europe | 0.91% | 1.35% | 1.28% | 1.47% | 1.22% |
| Eastern Europe | 0.57% | 0.22% | 0.77% | 1.77% | 0.59% |
| Brazil | 7.76% | 5.65% | 6.89% | 6.15% | 6.63% |
| Others | 1.20% | 2.03% | 2.15% | 1.89% | 2.00% |
| Personal Finance | 1.49% | 1.64% | 1.54% | 1.70% | 1.46% |

# International Financial Services Europe-Mediterranean - 1Q17

| €m | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 592 | 608 | -2.6% | 630 | -6.0% |
| Operating Expenses and Dep. | -424 | -432 | -1.8% | -431 | -1.4% |
| Gross Operating Income | 168 | 176 | -4.7% | 200 | -15.8% |
| Cost of Risk | -67 | -96 | -30.6% | -127 | -47.4% |
| Operating Income | 101 | 80 | +26.4% | 73 | +39.2% |
| Non Operating Items | 49 | 52 | -6.0% | 48 | +1.6% |
| Pre-Tax Income | 150 | 132 | +13.7% | 121 | +24.3% |
| Income Attributable to Wealth and Asset Management | -1 | -1 | +51.7% | -1 | -4.3% |
| Pre-Tax Income of Europe-Mediterranean | 149 | 132 | +13.5% | 120 | +24.5% |
| Cost/Income | 71.6% | 71.0% | +0.6 pt | 68.3% | +3.3 pt |
| Allocated Equity (€bn) | 5.0 | 5.1 | -2.1% | | |

*Including 100% of Turkish Private Banking for the Revenue to Pre-tax income line items*

- Foreign exchange effect due in particular to the depreciation of the Turkish lira
  - TRY vs. EUR*: -17.5% vs. 1Q16, -9.9% vs. 4Q16
- At constant scope and exchange rates vs.1Q16
  - Revenues**: +6.2%
  - Operating expenses**: +4.9%
  - Cost of risk**: -23.4%
  - Pre-tax income***: +28.2%

** Average rates; ** Including 100% of Turkish Private Banking; *** Including 2/3 of Turkish Private Banking*

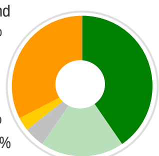


# International Financial Services Europe-Mediterranean - Volumes and Risks

| Average outstandings (€bn) | Outstandings | %Var/1Q16 | | %Var/4Q16 | |
|---|---|---|---|---|---|
| | 1Q17 | historical | at constant scope and exchange rates | historical | at constant scope and exchange rates |
| LOANS | 37.1 | -2.8% | +5.4% | -2.6% | +1.3% |
| DEPOSITS | 35.1 | +2.9% | +11.1% | -1.2% | +2.3% |

N.B.: foreign exchange effect in particular due to the depreciation of the Turkisk lira (TRY vs. EUR*: -17.5% vs. 1Q16, -9.9% vs. 4Q16)

## Geographic distribution of 1Q17 outstanding loans




## Cost of risk/outstandings

| *Annualised cost of risk / outstandings as at beginning of period* | 1Q16 | 2Q16 | 3Q16 | 4Q16 | 1Q17 |
|---|---|---|---|---|---|
| Turkey | 1.20% | 1.29% | 1.82% | 1.77% | 1.67% |
| Ukraine | 1.40% | 0.59% | 4.62% | -2.12% | 0.28% |
| Poland | 0.42% | 0.67% | 0.44% | 0.77% | 0.73% |
| Others | 1.30% | 0.40% | 0.89% | 1.47% | -1.02% |
| **Europe-Mediterranean** | **1.00%** | **0.89%** | **1.29%** | **1.29%** | **0.70%** |

## TEB: a solid and well capitalised bank

- 14.4% solvency ratio* as at 31.12.16
- Largely self financed
- Limited exposure to Turkish government bonds
- 1.9% of the 2016 Group's pre-tax income

** Capital Adequacy Ratio (CAR)*

# International Financial Services BancWest - 1Q17

| €m | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 761 | 773 | -1.5% | 795 | -4.2% |
| Operating Expenses and Dep. | -556 | -534 | +4.2% | -521 | +6.8% |
| Gross Operating Income | 205 | 239 | -14.3% | 274 | -25.2% |
| Cost of Risk | -22 | -25 | -11.2% | -23 | -4.3% |
| Operating Income | 183 | 214 | -14.7% | 251 | -27.1% |
| Non Operating Items | -1 | 10 | n.s. | 4 | n.s. |
| Pre-Tax Income | 182 | 225 | -18.9% | 255 | -28.6% |
| Income Attributable to Wealth and Asset Manage | -5 | -3 | +41.0% | -5 | +3.3% |
| Pre-Tax Income of BancWest | 177 | 221 | -19.8% | 251 | -29.2% |
| Cost/Income | 73.1% | 69.1% | +4.0 pt | 65.5% | +7.6 pt |
| Allocated Equity (€bn) | 6.7 | 6.4 | +5.1% | | |

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

- Foreign exchange effect
  - USD vs. EUR*: +3.6% vs. 1Q16, +1.1% vs. 4Q16
- At constant scope and exchange rates vs. 1Q16
  - Revenues**:-5.0%, but +5.3% excluding capital gains on securities and loan sales in 1Q16
  - Operating expenses**: +0.8%, good cost control
  - Pre-tax income***: -23.1% but +16.0% excluding 1Q16 capital gains on securities and loan sales

** Average rates; ** Including 100% of Private Banking in the United States; *** Including 2/3 of Private Banking in the United States*



# International Financial Services BancWest - Volumes

| Average outstandings (€bn) | Outstandings 1Q17 | %Var/1Q16 historical | %Var/1Q16 at constant scope and exchange rates | %Var/4Q16 historical | %Var/4Q16 at constant scope and exchange rates |
|---|---|---|---|---|---|
| LOANS | 66.1 | +11.6% | +7.7% | +1.7% | +0.6% |
| Individual Customers | 29.1 | +10.8% | +6.9% | +1.8% | +0.6% |
| Incl. Mortgages | 11.9 | +13.5% | +9.5% | +2.9% | +1.7% |
| Incl. Consumer Lending | 17.3 | +9.1% | +5.3% | +1.0% | -0.1% |
| Commercial Real Estate | 18.2 | +13.1% | +9.1% | +2.5% | +1.3% |
| Corporate Loans | 18.7 | +11.5% | +7.6% | +0.9% | -0.3% |
| DEPOSITS AND SAVINGS | 71.4 | +15.4% | +11.4% | +2.6% | +1.4% |
| Deposits Excl. Jumbo CDs | 59.5 | +11.3% | +7.4% | +1.3% | +0.2% |

- Loans: +7.7%* vs. 1Q16
  - Increase in individual and corporate loans
- Deposits: +11.4%* vs. 1Q16
  - Good growth in current and savings accounts

** At constant scope and exchange rates*

# International Financial Services
# Insurance and WAM* - Business

| | 31.03.17 | 31.03.16 | %Var/ 31.03.16 | 31.12.16 | %Var/ 31.12.16 |
|---|---|---|---|---|---|
| Assets under management (€bn) | 1,042 | 944 | +10.4% | 1,010 | +3.2% |
| Asset Management | 433 | 381 | +13.8% | 416 | +4.2% |
| Wealth Management | 355 | 325 | +9.2% | 344 | +3.2% |
| Real Estate Services | 24 | 22 | +11.3% | 24 | +0.5% |
| Insurance | 230 | 217 | +5.9% | 226 | +1.6% |

| | 1Q17 | 1Q16 | %Var/ 1Q16 | 4Q16 | %Var/ 4Q16 |
|---|---|---|---|---|---|
| Net asset flows (€bn) | 15.2 | 2.2 | n.s. | 2.0 | n.s. |
| Asset Management | 10.9 | -4.0 | n.s. | -2.7 | n.s. |
| Wealth Management | 2.4 | 3.8 | -35.8% | 3.6 | -31.8% |
| Real Estate Services | 0.4 | 0.4 | -15.3% | 0.3 | +13.5% |
| Insurance | 1.5 | 1.9 | -23.6% | 0.8 | +75.5% |

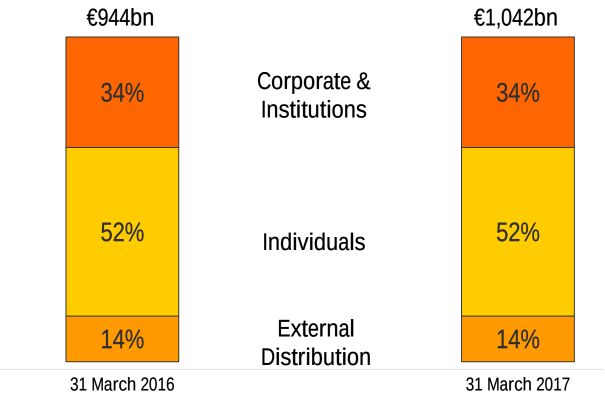
- Assets under management: +€32bn vs. 31.12.2016, including in particular
  - Net asset inflows: +€15.2bn, good inflows in all businesses
  - Performance effect: +€16.1bn due to the favourable evolution of financial markets
  - Negligible foreign exchange effect: -€0.2bn

** Wealth and Asset Management*

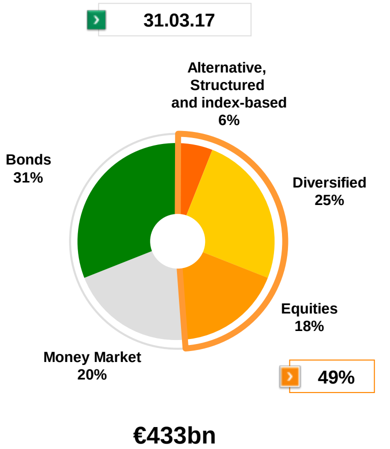


# International Financial Services - Insurance & WAM
# Breakdown of Assets by Customer Segment

**Breakdown of assets by customer segment**



# International Financial Services - Asset Management
# Breakdown of Managed Assets






# International Financial Services
# Insurance - 1Q17

| €m | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 597 | 456 | +31.0% | 636 | -6.2% |
| Operating Expenses and Dep. | -326 | -309 | +5.5% | -315 | +3.3% |
| Gross Operating Income | 271 | 147 | +84.9% | 321 | -15.5% |
| Cost of Risk | -1 | -1 | +20.3% | -1 | -31.6% |
| Operating Income | 271 | 146 | +85.1% | 320 | -15.4% |
| Share of Earnings of Equity-Method Entities | 54 | 55 | -2.0% | 36 | +51.4% |
| Other Non Operating Items | 1 | -3 | n.s. | 0 | n.s. |
| Pre-Tax Income | 326 | 199 | +63.8% | 356 | -8.4% |
| Cost/Income | 54.6% | 67.8% | -13.2 pt | 49.6% | +5.0 pt |
| Allocated Equity (€bn) | 7.8 | 7.4 | +5.4% | | |

- Technical reserves: +7.1% vs. 1Q16

# International Financial Services
# Wealth and Asset Management - 1Q17

| €m | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 773 | 723 | +7.0% | 794 | -2.5% |
| Operating Expenses and Dep. | -576 | -567 | +1.6% | -626 | -7.9% |
| Gross Operating Income | 198 | 156 | +27.0% | 168 | +17.6% |
| Cost of Risk | 14 | 3 | n.s. | -5 | n.s. |
| Operating Income | 212 | 159 | +33.2% | 163 | +29.9% |
| Share of Earnings of Equity-Method Entities | 5 | 8 | -40.4% | 13 | -62.4% |
| Other Non Operating Items | 0 | 0 | n.s. | 0 | n.s. |
| Pre-Tax Income | 217 | 167 | +29.7% | 176 | +23.1% |
| Cost/Income | 74.5% | 78.5% | -4.0 pt | 78.8% | -4.3 pt |
| Allocated Equity (€bn) | 1.9 | 2.1 | -9.5% | | |



# Corporate and Institutional Banking - 1Q17

| €m | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 3,223 | 2,686 | +20.0% | 2,821 | +14.3% |
| Operating Expenses and Dep. | -2,506 | -2,258 | +11.0% | -1,914 | +30.9% |
| Gross Operating Income | 717 | 428 | +67.3% | 907 | -21.0% |
| Cost of Risk | 54 | -28 | n.s. | -70 | n.s. |
| Operating Income | 770 | 400 | +92.6% | 837 | -8.0% |
| Share of Earnings of Equity-Method Entities | 8 | -3 | n.s. | 9 | -10.9% |
| Other Non Operating Items | 0 | 6 | n.s. | -5 | -93.2% |
| Pre-Tax Income | 778 | 403 | +93.0% | 841 | -7.5% |
| Cost/Income | 77.8% | 84.1% | -6.3 pt | 67.8% | +10.0 pt |
| Allocated Equity (€bn) | 22.1 | 21.9 | +0.6% | | |

- Revenues
  - Reminder: weak comparison basis in 1Q16 due to the unfavourable market environment
  - Negligible foreign exchange effect
- Operating expenses
  - Impact of IFRIC 21: €451m in taxes and contributions booked this quarter for the year 2017 (€431m in 1Q16), booking of the increase in contribution to SRF accounted in 2Q16*

** Booked in Corporate Centre*

# Corporate and Institutional Banking Global Markets - 1Q17

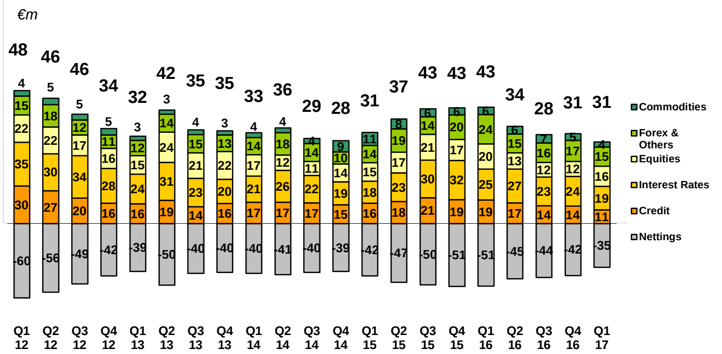
| €m | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 1,754 | 1,318 | +33.1% | 1,284 | +36.6% |
| *incl. FICC* | *1,174* | *890* | +31.9% | *838* | +40.1% |
| *incl. Equity & Prime Services* | *580* | *428* | +35.5% | *446* | +30.0% |
| Operating Expenses and Dep. | -1,424 | -1,184 | +20.3% | -967 | +47.3% |
| Gross Operating Income | 330 | 134 | n.s. | 317 | +4.1% |
| Cost of Risk | -3 | 27 | n.s. | 44 | n.s. |
| Operating Income | 327 | 160 | n.s. | 361 | -9.6% |
| Share of Earnings of Equity-Method Entities | 0 | -4 | n.s. | -3 | n.s. |
| Other Non Operating Items | 0 | 6 | n.s. | -8 | -95.5% |
| Pre-Tax Income | 326 | 163 | n.s. | 350 | -6.8% |
| Cost/Income | 81.2% | 89.8% | -8.6 pt | 75.3% | +5.9 pt |
| Allocated Equity (€bn) | 8.7 | 9.1 | -4.0% | | |

- Revenues:
  - Reminder: weak basis of comparison in 1Q16 due to the unfavourable market environment
- Operating expenses: rise in connection with business growth
  - Impact of IFRIC 21: €307m in taxes and contributions booked this quarter (€317m in 1Q16)
- Pre-tax income
  - Reminder: net write-back of provisions in 1Q16 (+€27m) due to one specific file
- Allocated equity vs. 1Q16
  - Decrease of the Value at Risk



# Corporate and Institutional Banking Market Risks - 1Q17

**Average 99% 1-day interval Var**




- VaR still at a very low level this quarter*
  - Slight rise on equities offset by a decrease on interest rates
  - No losses greater than VaR this quarter

* VaR calculated for the monitoring of market limits

# Corporate and Institutional Banking
# Corporate Banking - 1Q17

| €m | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 991 | 929 | +6.7% | 1,071 | -7.5% |
| Operating Expenses and Dep. | -691 | -693 | -0.2% | -567 | +22.0% |
| Gross Operating Income | 299 | 236 | +26.9% | 504 | -40.6% |
| Cost of Risk | 57 | -55 | n.s. | -115 | n.s. |
| Operating Income | 356 | 181 | +97.4% | 388 | -8.2% |
| Non Operating Items | 7 | 0 | n.s. | 14 | -48.8% |
| Pre-Tax Income | 364 | 181 | n.s. | 402 | -9.6% |
| Cost/Income | 69.8% | 74.6% | -4.8 pt | 52.9% | +16.9 pt |
| Allocated Equity (€bn) | 12.6 | 12.2 | +3.1% | | |

- Operating expenses
  - Impact of IFRIC 21: €127m in taxes and contributions booked this quarter (€104m in 1Q16)



# Corporate and Institutional Banking
# Securities Services - 1Q17

| €m | 1Q17 | 1Q16 | 1Q17 / 1Q16 | 4Q16 | 1Q17 / 4Q16 |
|---|---|---|---|---|---|
| Revenues | 478 | 440 | +8.5% | 466 | +2.6% |
| Operating Expenses and Dep. | -390 | -382 | +2.3% | -380 | +2.8% |
| Gross Operating Income | 87 | 59 | +49.0% | 86 | +1.7% |
| Cost of Risk | 0 | 0 | n.s. | 2 | n.s. |
| Operating Income | 87 | 59 | +47.9% | 87 | -0.2% |
| Non Operating Items | 0 | 0 | n.s. | 1 | -26.2% |
| Pre-Tax Income | 88 | 59 | +48.3% | 88 | -0.4% |
| Cost/Income | 81.7% | 86.7% | -5.0 pt | 81.6% | +0.1 pt |
| Allocated Equity (€bn) | 0.8 | 0.7 | +17.5% | | |

| | 31.03.17 | 31.03.16 | %Var/ 31.03.16 | 31.12.16 | %Var/ 31.12.16 |
|---|---|---|---|---|---|
| Securities Services | | | | | |
| Assets under custody (€bn) | 8,939 | 8,122 | +10.1% | 8,610 | +3.8% |
| Assets under administration (€bn) | 2,098 | 1,771 | +18.4% | 1,962 | +6.9% |
| | 1Q17 | 1Q16 | 1Q17/1Q16 | 4Q16 | 1Q17/4Q16 |
| Number of transactions (in million) | 22.6 | 21.1 | +7.0% | 21.8 | +3.9% |

- Operating expenses
  - Impact of IFRIC 21: €17m in taxes and contributions booked this quarter (€10m in 1Q16)

# Corporate and Institutional Banking Transactions – 1Q17

| | |
|---|---|
| France – Republic of France (AFT)<br>EUR 7bn successful launch of the French sovereign inaugural green bond (OAT 1.75% 25th June 2039)<br>Lead Manager<br>*January 2017* | Spain – Mapfre<br>EUR 60bn - Appointed to provide global custody services to Mapfre's worldwide portfolio of assets worth EUR60bn<br>*February 2017* |
| Supranational – World Bank (IBRD)<br>EUR 163m Inaugural "SDGs Everyone" Equity-linked Bond<br>Sole Arranger<br>*March 2017* | Ireland - Avolon<br>USD 8.5bn acquisition financing of the aircraft leasing unit of CIT Group financed through a USD 5.5bn Term Loan B and 3bn Senior Unsecured Notes. Joint Bookrunner & Underwriter<br>*January 2017* |
| Germany – Siemens<br>USD 8.75bn, Multi-Tranche 144a/Reg S transaction<br>Active Bookrunner<br>*March 2017* | France – EDF<br>EUR 4bn rights issue - the largest rights Issue in France since 2014 and the largest European rights issue in the utilities sector since 2010<br>Joint Global Coordinator & Joint Bookrunner - *March 2017* |
| Switzerland – Roche Kapitalmarkt AG<br>CHF 1.5bn, 3-Tranche, Senior Unsecured Notes<br>Lead manager<br>*March 2017* | Germany – Deutsche Wohnen<br>EUR 1.3bn - first combined ABB, CB and CB buyback in EMEA and largest Real Estate CB in EMEA<br>Joint Bookrunner<br>*February 2017* |
| USA - AT&T Inc.<br>USD 1.43bn, Senior Unsecured Bond Issue<br>Active Bookrunner<br>*March 2017* | USA – Microsoft<br>USD 17 bn - 7-tranche senior unsecured bond offering<br>Passive Bookrunner<br>*February 2017* |
| Hong Kong – Lenovo Group Limited<br>USD 700m Syndicated Supplier Financing Programme<br>Sole Bookrunner<br>*January 2017* | Vietnam – VietJet Aviation Joint Stock Company<br>USD 167m IPO in the Ho Chi Minh Stock Exchange<br>Joint Global Coordinator<br>*February 2017* |



# Corporate and Institutional Banking Ranking and Awards - 1Q17

- **Global Markets:**
  - #1 All bonds in EUR and #1 Investment Grade Corporate bonds in EUR *(Dealogic, – March 2017)*
  - #9 All International bonds All Currencies *(Dealogic – March 2017)*
  - Best Execution, Client Experience, Editor's Choice Award (*Profit & Loss Digital FX Awards 2017*)
  - Singapore Capital Markets Deal (*IFR Asia Awards 2017*)
- **Securities Services:**
  - Global Securities Lending Services Provider of the Year (*Central Banking Awards – March 2017*)
- **Corporate Banking:**
  - #1 EMEA Syndicated Loans Bookrunner and MLA by number of Deals *(Dealogic – March 2017)*
  - #1 EMEA Media Telecom Loans Bookrunner and MLA *(Dealogic – March 2017)*
  - Best Export Finance Bank in EMEA (*Trade Finance Magazine – March 2017*)
  - Equity-Linked Bank of the Year (*Global Capital – March 2017*)
  - #3 EMEA Equity-Linked Bookrunner *(Dealogic – March 2017)*
  - #1 France M&A Advisor and #8 in EMEA (*Dealogic – March 2017*)

# Corporate Centre - 1Q17

| *€m* | 1Q17 | 1Q16 | 4Q16 |
|---|---|---|---|
| Revenues | 358 | 618 | 70 |
| Operating Expenses and Dep. | -308 | -182 | -330 |
| *Incl. Restructuring and Transformation Costs* | -110 | -46 | -154 |
| Gross Operating income | 49 | 435 | -260 |
| Cost of Risk | -11 | 9 | -56 |
| Operating Income | 38 | 444 | -316 |
| Share of Earnings of Equity-Method Entities | 19 | 21 | 13 |
| Other non operating items | -8 | 10 | -136 |
| Pre-Tax Income | 49 | 475 | -440 |

- Revenues
  - Own Credit Adjustment (OCA)* and own credit risk included in derivatives (DVA)*: -€7m (+€365m in 1Q16)
  - Capital gain from the sale of the 1.8% stake in Shinhan: +€148m
  - Very good contribution of Principal Investments
- Operating expenses
  - Restructuring costs related to the acquisitions (in particular LaSer, Bank BGZ, DAB Bank and GE LLD): -€20m (-€23m in 1Q16)
  - Transformation costs of the businesses: -€90m (-€23m in 1Q16)

** Fair value takes into account any change in value attributable to issuer risk relating to the BNP Paribas Group. It is the replacement value of instruments, calculated by discounting the expected liabilities' profile, stemming from derivatives or securities issued by the Bank, using a discount rate corresponding to that of a similar instrument that could be issued by the BNP Paribas Group at the closing date*



# Breakdown of the Transformation Costs of the Businesses Presented in Corporate Centre - 1Q17

| €m | 1Q 2017 |
|---|---|
| **Retail Banking & Services** | **-45** |
| **Domestic Markets** | **-18** |
| French Retail Banking | -12 |
| BNL bc | -1 |
| Belgian Retail Banking | -2 |
| Other Activities | -2 |
| **International Financial Services** | **-28** |
| Personal Finance | -7 |
| International Retail Banking | -13 |
| Insurance | -3 |
| Wealth and Asset Management | -5 |
| **Corporate & Institutional Banking** | **-43** |
| Corporate Banking | -12 |
| Global Markets | -24 |
| Securities Services | -7 |
| **Corporate Centre** | **-1** |
| **TOTAL** | **-90** |

Group Results

Division Results

1Q17 Detailed Results

# Appendix



# Number of Shares and Earnings per Share

## Number of Shares

| *in millions* | 31-Mar-17 | 31-Dec-16 |
|---|---|---|
| Number of Shares (end of period) | 1,248 | 1,247 |
| Number of Shares excluding Treasury Shares (end of period) | 1,245 | 1,246 |
| Average number of Shares outstanding excluding Treasury Shares | 1,246 | 1,244 |

## Earnings per Share

| *in millions* | 31-Mar-17 | 31-Mar-16 |
|---|---|---|
| Average number of Shares outstanding excluding Treasury Shares | 1,246 | 1,244 |
| Net income attributable to equity holders | 1,894 | 1,814 |
| Remuneration net of tax of Undated Super Subordinated Notes | -97 | -85 |
| Exchange rate effect on reimbursed Undated Super Subordinated Notes | 0 | 0 |
| Net income attributable to equity holders, after remuneration and exchange rate effect on Undated Super Subordinated Notes | 1,797 | 1,729 |
| Net Earnings per Share (EPS) in euros | 1.44 | 1.39 |

# Capital Ratios and Book Value per Share

## Capital Ratios

| | 31-Mar-17 | 31-Dec-16 |
|---|---|---|
| Total Capital Ratio (a) | 14.8% | 14.5% |
| Tier 1 Ratio (a) | 13.1% | 12.9% |
| Common equity Tier 1 ratio (a) | 11.7% | 11.6% |

(a) Basel 3 (CRD4), taking into consideration CRR transitory provisions (but with full deduction of goodwill), on risk-weighted assets of € 638 bn as at 31.12.16 and € 640 bn as at 31.03.17. Subject to the provisions of article 26.2 of (EU) regulation n° 575/2013.

## Book value per Share

| *in millions of euros* | 31-Mar-17 | 31-Dec-16 | |
|---|---|---|---|
| Shareholders' Equity Group share | 102,077 | 100,665 | (1) |
| of which changes in assets and liabilities recognised directly in equity (valuation reserve) | 5,505 | 6,169 | |
| of which Undated Super Subordinated Notes | 8,467 | 8,430 | (2) |
| of which remuneration net of tax payable to holders of Undated Super Subordinated Notes | 104 | 91 | (3) |
| Net Book Value (a) | 93,506 | 92,144 | (1)-(2)-(3) |
| Goodwill and intangibles | 12,793 | 13,218 | |
| Tangible Net Book Value (a) | 80,713 | 78,926 | |
| Number of Shares excluding Treasury Shares (end of period) in millions | 1,245 | 1,246 | |
| Book Value per Share (euros) | 75.1 | 73.9 | |
| *of which book value per share excluding valuation reserve (euros)* | *70.7* | *69.0* | |
| Net Tangible Book Value per Share (euros) | 64.8 | 63.3 | |

(a) Excluding Undated Super Subordinated Notes and remuneration net of tax payable to holders of Undated Super Subordinated Notes



# Return on Equity and Permanent Shareholders' Equity

## Calculation of Return on Equity

| *in millions of euros* | 31-Mar-17 | 31-Dec-16 | |
|---|---|---|---|
| Net income Group share | 1,894 | 7,702 | (1) |
| Exceptional items (after tax) (a) | 76 | -100 | (2) |
| Contribution to the Single Resolution Fund (SRF) and systemic banking taxes after tax | -670 | 0 | (3) |
| Annualised net income Group share excluding exceptional items, with contribution to SRF and systemic banking taxes not annualised (b) | 9,282 | 7,802 | (4) |
| Remuneration net of tax of Undated Super Subordinated Notes | -390 | -357 | |
| Exchange rate effect on reimbursed Undated Super Subordinated Notes | 0 | 125 | |
| Average permanent shareholders' equity, not revaluated (c) | 85,142 | 80,657 | |
| ROE excluding exceptional items | 10.4% | 9.4% | |
| Average tangible permanent shareholders' equity, not revaluated (d) | 72,137 | 67,338 | |
| ROTE excluding exceptional items | 12.3% | 11.2% | |

(a) See slide 5 of Q1 2017 results and FY 2016 results ; (b) As at 31.03.17, (4) = 4*[(1)-(2)-(3)] +(3);
(c) Average Permanent shareholders' equity: average of beginning of the year and end of the period, including notably annualised net income excluding exceptional item: (Permanent Shareholders' equity = Shareholders' equity attributable to shareholders - changes in assets and liabilities recognised directly in equity - Undated Super Subordinated Notes - remuneration net of tax payable to holders of Undated Super Subordinated Notes - dividend distribution assumption)
(d) Average Tangible permanent shareholders' equity: average of beginning of the year and end of the period including notably annualised net income excluding exceptional items. (Tangible permanent shareholders' equity = permanent shareholders' equity - goodwill - intangible assets)

## Permanent Shareholders' Equity Group share, not revaluated
### (used for the calculation of return of Equity)

| *in millions of euros* | 31-Mar-17 | 31-Dec-16 | |
|---|---|---|---|
| Net Book Value | 93,506 | 92,144 | (1) |
| of which changes in assets and liabilities recognised directly in equity (valuation reserve) | 5,505 | 6,169 | (2) |
| of which 2016 dividend not paid yet (a) | 3,364 | 3,364 | (3) |
| of which 2017 dividend distribution assumption | 4,433 | | (4) |
| Annualisation of restated result (b) | 7,464 | | (5) |
| Restatement of remuneration net of tax payable to holders of Undated Super Subordinated Notes at the end of the period | 6 | | (6) |
| Permanent shareholders' equity, not revaluated (c) | 87,674 | 82,611 | (1)-(2)-(3)-(4)+(5)+(6) |
| Tangible permanent shareholders' equity, not revaluated (c) | 74,881 | 69,393 | |

(a) Subject to the approval of the AGM on 23 May 2017;

(b) 3* (1Q17 Net income Group share excluding exceptional items and contribution to the SRF and systemic banking taxes after tax);

(c ) Excluding Undated Super Subordinated Notes, remuneration net of tax payable to holders of Undated Super Subordinated Notes and after dividend distribution assumption

# A Solid Financial Structure

## Doubtful loans/gross outstandings

| | 31-Mar-17 | 31-Dec-16 |
|---|---|---|
| Doubtful loans (a) / Loans (b) | 3.6% | 3.8% |

(a) Doubtful loans to customers and credit institutions excluding repos, netted of guarantees
(b) Gross outstanding loans to customers and credit institutions excluding repos

## Coverage ratio

| €bn | 31-Mar-17 | 31-Dec-16 |
|---|---|---|
| Doubtful loans (a) | 30.0 | 31.2 |
| Allowance for loan losses (b) | 26.8 | 27.8 |
| Coverage ratio | 89% | 89% |

(a) Gross doubtful loans, balance sheet and off-balance sheet, netted of guarantees and collaterals
(b) Specific and on a portfolio basis

## Immediately available liquidity reserve

| €bn | 31-Mar-17 | 31-Dec-16 |
|---|---|---|
| Immediately available liquidity reserve (counterbalancing capacity) (a) | 345 | 305 |

(a) Liquid market assets or eligible to central banks taking into account prudential standards, notably US standards, minus intra-day payment systems needs



# Ratio Common Equity Tier 1

## Basel 3 fully loaded common equity Tier 1 ratio*
**(Accounting capital to prudential capital reconciliation)**

| €bn | 31-Mar-17 | 31-Dec-16 |
|---|---|---|
| Consolidated Equity | 107.3 | 105.2 |
| Undated super subordinated notes | -8.5 | -8.4 |
| 2016 dividend not paid yet** | -3.4 | -3.4 |
| 2017 project of dividend distribution | -0.9 | 0.0 |
| Regulatory adjustments on equity*** | -1.6 | -1.8 |
| Regulatory adjustments on minority interests | -2.8 | -2.6 |
| Goodwill and intangible assets | -13.3 | -13.4 |
| Deferred tax assets related to tax loss carry forwards | -0.9 | -0.9 |
| Other regulatory adjustments | -1.3 | -1.1 |
| Common Equity Tier One capital | 74.6 | 73.6 |
| Risk-weighted assets | 642 | 641 |
| Common Equity Tier 1 Ratio | 11.6% | 11.5% |

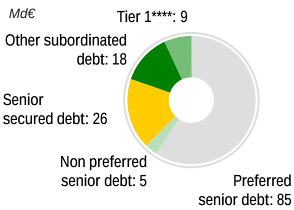
** CRD4, taking into account all the rules of the CRD4 with no transitory provisions. Subject to the provisions of article 26.2 of (EU) regulation n°575/2013;*
*** Subject to the approval of the AGM on 23 May 2017; *** Including Prudent Valuation Adjustment*

# Wholesale Medium/Long-Term Funding 2017 Programme

**2017 MLT funding programme of €25bn**

- Issues of capital instruments to be carried out with a total target of 3% by 2020*
  - $1.25bn 10 year bullet Tier 2 issued in March 2017 at Treasuries + 215 bp
- Senior debt: €11.5bn** issued at mid-swap +68 bp on average (4.6 year average maturity)
  - Of which non preferred senior debt: 50%** of the €10bn programme already issued in various currencies (EUR, USD, JPY, SGD, AUD, etc.)
  - Of which senior secured debt: €1.5bn** issued in covered bonds and securitisation

**Wholesale MLT funding structure breakdown***: €143bn as at 31.03.2017**




**Issuance programme proceeding well in all debt classes**

* Subject to market conditions; ** As at 7 April 2017; *** Figures restated according to the new broader definition of wholesale funding (€143bn as at 31.12.16), covering all funds, excluding those provided by retail customers, SMEs and corporates, institutional clients for their operating needs, monetary policy and funding secured by market assets; **** Debt qualified prudentially as Tier 1 booked as subordinated debt or as equity



# Cost of Risk on Outstandings (1/2)

**Cost of risk/Customer loans at the beginning of the period** *(in annualised bp)*

| | 2014 | 2015 | 1Q16 | 2Q16 | 3Q16 | 4Q16 | 2016 | 1Q17 |
|---|---|---|---|---|---|---|---|---|
| Domestic Markets* | | | | | | | | |
| Loan outstandings as of the beg. of the quarter (€bn) | 335.2 | 339.2 | 341.4 | 341.1 | 347.2 | 348.0 | 344.4 | 356.4 |
| Cost of risk (€m) | 2,074 | 1,812 | 399 | 388 | 329 | 399 | 1,515 | 319 |
| Cost of risk (in annualised bp) | 62 | 53 | 47 | 46 | 38 | 46 | 44 | 36 |
| FRB* | | | | | | | | |
| Loan outstandings as of the beg. of the quarter (€bn) | 143.4 | 144.7 | 142.9 | 142.0 | 145.4 | 146.8 | 144.3 | 151.5 |
| Cost of risk (€m) | 402 | 343 | 73 | 72 | 72 | 124 | 342 | 79 |
| Cost of risk (in annualised bp) | 28 | 24 | 21 | 20 | 20 | 34 | 24 | 21 |
| BNL bc* | | | | | | | | |
| Loan outstandings as of the beg. of the quarter (€bn) | 78.1 | 77.4 | 77.3 | 76.9 | 78.1 | 77.4 | 77.4 | 79.4 |
| Cost of risk (€m) | 1,398 | 1,248 | 274 | 242 | 215 | 229 | 959 | 228 |
| Cost of risk (in annualised bp) | 179 | 161 | 142 | 126 | 110 | 118 | 124 | 115 |
| BRB* | | | | | | | | |
| Loan outstandings as of the beg. of the quarter (€bn) | 88.4 | 91.5 | 95.0 | 96.1 | 97.4 | 97.1 | 96.4 | 98.7 |
| Cost of risk (€m) | 131 | 85 | 21 | 49 | 19 | 9 | 98 | -1 |
| Cost of risk (in annualised bp) | 15 | 9 | 9 | 20 | 8 | 4 | 10 | 0 |

*With Private Banking at 100%

# Cost of Risk on Outstandings (2/2)

## Cost of risk/Customer loans at the beginning of the period *(in annualised bp)*

| | 2014 | 2015 | 1Q16 | 2Q16 | 3Q16 | 4Q16 | 2016 | 1Q17 |
|---|---|---|---|---|---|---|---|---|
| BancWest* | | | | | | | | |
| Loan outstandings as of the beg. of the quarter (€bn) | 43.3 | 55.0 | 60.1 | 58.0 | 61.1 | 61.8 | 60.3 | 67.3 |
| Cost of risk (€m) | 50 | 50 | 25 | 23 | 14 | 23 | 85 | 22 |
| Cost of risk (in annualised bp) | 12 | 9 | 16 | 16 | 9 | 15 | 14 | 13 |
| Europe-Mediterranean* | | | | | | | | |
| Loan outstandings as of the beg. of the quarter (€bn) | 30.0 | 38.8 | 38.6 | 39.0 | 39.5 | 39.3 | 39.1 | 38.3 |
| Cost of risk (€m) | 357 | 466 | 96 | 87 | 127 | 127 | 437 | 67 |
| Cost of risk (in annualised bp) | 119 | 120 | 100 | 89 | 129 | 129 | 112 | 70 |
| Personal Finance | | | | | | | | |
| Loan outstandings as of the beg. of the quarter (€bn) | 51.3 | 57.0 | 59.4 | 60.6 | 62.3 | 63.4 | 61.4 | 65.9 |
| Cost of risk (€m) | 1,095 | 1,176 | 221 | 248 | 240 | 269 | 979 | 240 |
| Cost of risk (in annualised bp) | 214 | 206 | 149 | 164 | 154 | 170 | 159 | 146 |
| CIB - Corporate Banking | | | | | | | | |
| Loan outstandings as of the beg. of the quarter (€bn) | 105.3 | 116.5 | 117.9 | 118.2 | 120.4 | 118.3 | 118.7 | 123.4 |
| Cost of risk (€m) | 131 | 138 | 55 | 42 | 79 | 115 | 292 | -57 |
| Cost of risk (in annualised bp) | 12 | 12 | 19 | 14 | 26 | 39 | 25 | -19 |
| Group** | | | | | | | | |
| Loan outstandings as of the beg. of the quarter (€bn) | 647.2 | 698.9 | 703.2 | 702.2 | 717.5 | 716.1 | 709.8 | 737.6 |
| Cost of risk (€m) | 3,705 | 3,797 | 757 | 791 | 764 | 950 | 3,262 | 592 |
| Cost of risk (in annualised bp) | 57 | 54 | 43 | 45 | 43 | 53 | 46 | 32 |

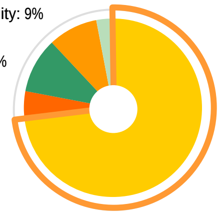
** With Private Banking at 100%; ** Including cost of risk of market activities, Investment Solutions (until end 2014), International Financial Services and Corporate Centre*



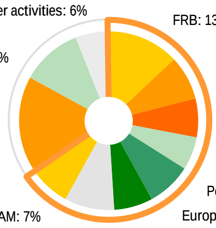
# Basel 3* Risk-Weighted Assets

- Basel 3* Risk-Weighted Assets: €642bn (€641bn as at 31.12.16)

## Basel 3* risk-weighted assets by type of risk as at 31.03.2017




## Basel 3* risk-weighted assets by business as at 31.03.2017




**Retail Banking and Services: 65%**

** CRD4 ; ** Including Luxembourg*

## 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 |

| €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 |

| €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 |

| €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 |
| *Incl. Net Interest Income* | *909* | *907* | *916* | *879* | *972* |
| *Incl. Commissions* | *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 |
| *Incl. Net Interest Income* | *912* | *899* | *923* | *900* | *954* |
| *Incl. Commissions* | *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 MARKETS 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 MARKETS 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* | 1Q17 | 4Q16 | 3Q16 | 2Q16 | 1Q16 |
|---|---|---|---|---|---|
| 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* | 1Q17 | 4Q16 | 3Q16 | 2Q16 | 1Q16 |
|---|---|---|---|---|---|
| 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* | 1Q17 | 4Q16 | 3Q16 | 2Q16 | 1Q16 |
|---|---|---|---|---|---|
| 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 |

| *€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 |

| *€m* | 1Q17 | 4Q16 | 3Q16 | 2Q16 | 1Q16 |
|---|---|---|---|---|---|
| GLOBAL MARKETS | | | | | |
| Revenues | 1,754 | 1,284 | 1,490 | 1,558 | 1,318 |
| *incl. FICC* | *1,174* | *838* | *1,082* | *1,050* | *890* |
| *incl. Equity & Prime Services* | *580* | *446* | *408* | *509* | *428* |
| 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 |

| *€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 |
| *Incl. Restructuring and Transformation Costs* | *-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 |

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

| Alternative Performance Measures | 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.

## 1.3 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** |

## 1.4 Long term credit ratings

| Long Term/Short Term Rating | **S&P** | **Fitch** | **Moody's** | **DBRS** |
|---|---|---|---|---|
| As at 7 March 2017 | A/A-1 (stable outlook) | A+/F1 (stable outlook) | A1/Prime-1 (stable outlook) | AA (low)/R-1 (middle) (stable outlook) |
| As at 3 May 2017 | A/A-1 (stable outlook) | A+/F1 (stable outlook) | A1/Prime-1 (stable outlook) | AA (low)/R-1 (middle) (stable outlook) |
| Date of last review | 11 March 2016 | 13 December 2016 | 28 May 2015 | 8 August 2016 |

## 1.5 Related parties

There has been no significant change in BNP Paribas' main related party transactions relative to those described in note 7.h of its consolidated financial statements for the financial year ending on 31 December 2016.

## 1.6 Risk factors

Save as disclosed in this document, there has been no significant change in BNP Paribas' risk factors relative to those described in chapters 5.1 to 5.10 of the 2016 Registration document and annual financial report.

## 1.7 Recent events

Save as disclosed in this document, no significant event that may appear in this section has occurred since the 2016 Registration document and annual financial report was issued on 7 March 2017.

# 2. Risks and capital adequacy – Pillar 3 [non audited]

## CAPITAL RATIOS

Update of the 2016 Registration document, table 1 page 238.

### Phased in Ratio

| *In millions of euros* | Phased in | |
|---|---|---|
| | 31 March 2017(*) | 31 December 2016 |
| COMMON EQUITY TIER 1 (CET1) CAPITAL | 75,046 | 74,075 |
| TIER 1 CAPITAL | 83,582 | 82,152 |
| TOTAL CAPITAL | 94,506 | 92,454 |
| RISK-WEIGHTED ASSETS | 640,455 | 638,207 |
| **RATIOS** | | |
| **Common Equity Tier 1 (CET1) capital** | 11.7% | 11.6% |
| **Tier 1 capital** | 13.1% | 12.9% |
| **Total capital** | 14.8% | 14.5% |

*(*) Subject to the provisions of article 26.2 of Regulation (EU) No. 575/2013.*

Excluding Q1 profits, phased in CET1 capital ratio amounted to 11.6%, Tier 1 capital ratio to 12.9% and total capital ratio to 14.6% at 31 March 2017.

### Fully loaded ratio(**)

| *In millions of euros* | Fully loaded(**) | |
|---|---|---|
| | 31 March 2017(*) | 31 December 2016 |
| COMMON EQUITY TIER 1 (CET1) CAPITAL | 74,566 | 73,562 |
| TIER 1 CAPITAL | 81,974 | 80,944 |
| TOTAL CAPITAL | 92,899 | 90,868 |
| RISK-WEIGHTED ASSETS | 641,870 | 640,673 |
| **RATIOS** | | |
| **Common Equity Tier 1 (CET1) capital** | 11.6% | 11.5% |
| **Tier 1 capital** | 12.8% | 12.6% |
| **Total capital** | 14.5% | 14.2% |

*(*) Subject to the provisions of article 26.2 of Regulation (EU) No. 575/2013.*

*(**) In accordance with grandfathered Additional Tier 1 and Tier 2 eligibility rules applicable as of 2019.*

Excluding Q1 profits, fully loaded CET1 capital ratio amounted to 11.5%, Tier 1 capital ratio to 12.6% and total capital ratio to 14.3% at 31 March 2017.

# CONSOLIDATED BALANCE SHEET TO PRUDENTIAL BALANCE SHEET RECONCILIATION

Update of the 2016 Registration document, table 6 page 254.

| | | | | 31 March 2017 |
|---|---|---|---|---|
| *In millions of euros* | Accounting scope | Adjustment of insurance companies | Other adjustments related to consolidation methods(*) | Prudential scope |
| **ASSETS** | | | | |
| Cash and amounts due from central banks | 226,186 | - | 385 | 226,571 |
| Financial instruments at fair value through profit or loss | | | | |
| Trading securities | 177,967 | - | - | 177,967 |
| Loans and repurchase agreements | 187,799 | 6,594 | - | 194,393 |
| Instruments designated as at fair value through profit or loss | 91,317 | (89,936) | - | 1,381 |
| Derivative financial instruments | 272,369 | (332) | (12) | 272,025 |
| Derivatives used for hedging purposes | 15,951 | (31) | - | 15,920 |
| Available-for-sale financial assets | 255,527 | (113,807) | 3,806 | 145,526 |
| Loans and receivables due from credit institutions | 49,187 | (1,314) | (3,746) | 44,127 |
| Loans and receivables due from customers | 718,009 | 1,542 | 5,427 | 724,978 |
| Remeasurement adjustment on interest-rate risk hedged portfolios | 4,293 | - | - | 4,293 |
| Held-to-maturity financial assets | 6,107 | (5,553) | - | 554 |
| Current and deferred tax assets | 7,951 | (1) | 34 | 7,984 |
| Accrued income and other assets | 139,911 | (6,083) | 333 | 134,161 |
| Equity-method investments | 7,072 | 4,110 | (562) | 10,620 |
| Investment property | 1,969 | (1,401) | - | 568 |
| Property, plant and equipment | 22,737 | (400) | 5 | 22,342 |
| Intangible assets | 3,171 | (179) | 7 | 2,999 |
| Goodwill | 10,135 | (222) | | 9,913 |
| **TOTAL ASSETS** | **2,197,658** | **(207,013)** | **5,677** | **1,996,322** |
| **LIABILITIES** | | | | |
| Due to central banks | 3,489 | - | - | 3,489 |
| Financial instruments at fair value through profit or loss | | | | |
| Trading securities | 91,196 | - | (32) | 91,164 |
| Borrowings and repurchase agreements | 245,795 | - | - | 245,795 |
| Instruments designated as at fair value through profit or loss | 57,058 | (847) | - | 56,211 |
| Derivative financial instruments | 270,455 | (329) | (12) | 270,114 |
| Derivatives used for hedging purposes | 17,845 | (17) | 13 | 17,841 |
| Due to credit institutions | 97,227 | (2,364) | (150) | 94,713 |
| Due to customers | 801,381 | (5,483) | 4,798 | 800,696 |
| Debt securities | 161,441 | 2,896 | 862 | 165,199 |
| Remeasurement adjustment on interest-rate risk hedged portfolios | 3,501 | - | - | 3,501 |
| Current and deferred tax liabilities | 3,127 | 56 | 71 | 3,254 |
| Accrued expenses and other liabilities | 110,042 | (2,914) | 95 | 107,223 |
| Technical reserves of insurance companies | 196,583 | (196,583) | - | - |
| Provisions for contingencies and charges | 11,984 | (325) | 32 | 11,691 |
| Subordinated debt | 19,252 | (941) | - | 18,311 |
| **TOTAL LIABILITIES** | **2,090,376** | **(206,851)** | **5,677** | **1,889,202** |
| Share capital and related share premium accounts | 27,035 | - | - | 27,035 |
| Own equity instruments | (197) | - | - | (197) |
| Undated Super Subordinated Notes | 8,467 | 1 | - | 8,468 |
| Non-distributed reserves | 59,373 | - | - | 59,373 |
| Changes in assets and liabilities recognised directly in equity | 5,505 | - | - | 5,505 |
| Net income for the period attributable to shareholders | 1,894 | - | - | 1,894 |
| Minority interests | 5,206 | (163) | - | 5,043 |
| **TOTAL CONSOLIDATED EQUITY** | **107,282** | **(162)** | **-** | **107,120** |
| **TOTAL LIABILITIES AND EQUITY** | **2,197,658** | **(207,013)** | **5,677** | **1,996,322** |

*(*) Adjustment of jointly controlled entities under proportional consolidation for prudential purposes, consolidated using the equity-method in the accounting scope.*

| *In millions of euros* | 31 December 2016 | | | |
|---|---|---|---|---|
| | Accounting scope | Adjustment of insurance companies | Other adjustments related to consolidation methods(*) | Prudential scope |
| **ASSETS** | | | | |
| Cash and amounts due from central banks | 160,400 | (1) | 246 | 160,645 |
| Financial instruments at fair value through profit or loss | | | | |
| Trading securities | 123,679 | - | - | 123,679 |
| Loans and repurchase agreements | 152,242 | 5,345 | - | 157,587 |
| Instruments designated as at fair value through profit or loss | 87,644 | (86,231) | - | 1,413 |
| Derivative financial instruments | 328,162 | (264) | (14) | 327,884 |
| Derivatives used for hedging purposes | 18,133 | (50) | - | 18,083 |
| Available-for-sale financial assets | 267,559 | (113,969) | 4,096 | 157,686 |
| Loans and receivables due from credit institutions | 47,411 | (1,159) | (3,350) | 42,902 |
| Loans and receivables due from customers | 712,233 | 1,313 | 4,855 | 718,401 |
| Remeasurement adjustment on interest-rate risk hedged portfolios | 4,664 | - | - | 4,664 |
| Held-to-maturity financial assets | 6,100 | (5,546) | - | 554 |
| Current and deferred tax assets | 7,966 | 4 | 42 | 8,012 |
| Accrued income and other assets | 115,967 | (5,919) | 323 | 110,371 |
| Equity-method investments | 6,910 | 4,150 | (563) | 10,497 |
| Investment property | 1,911 | (1,354) | - | 557 |
| Property, plant and equipment | 22,523 | (398) | 3 | 22,128 |
| Intangible assets | 3,239 | (216) | 7 | 3,030 |
| Goodwill | 10,216 | (222) | - | 9,994 |
| **TOTAL ASSETS** | **2,076,959** | **(204,517)** | **5,645** | **1,878,087** |
| **LIABILITIES** | | | | |
| Due to central banks | 233 | - | - | 233 |
| Financial instruments at fair value through profit or loss | | | | |
| Trading securities | 70,326 | - | (23) | 70,303 |
| Borrowings and repurchase agreements | 183,206 | - | - | 183,206 |
| Instruments designated as at fair value through profit or loss | 54,076 | (645) | (1) | 53,430 |
| Derivative financial instruments | 318,740 | (337) | (14) | 318,389 |
| Derivatives used for hedging purposes | 19,626 | (28) | 17 | 19,615 |
| Due to credit institutions | 75,660 | (2,721) | (158) | 72,781 |
| Due to customers | 765,953 | (5,466) | 4,693 | 765,180 |
| Debt securities | 153,422 | 2,140 | 894 | 156,456 |
| Remeasurement adjustment on interest-rate risk hedged portfolios | 4,202 | - | - | 4,202 |
| Current and deferred tax liabilities | 3,087 | (71) | 88 | 3,104 |
| Accrued expenses and other liabilities | 99,407 | (2,404) | 117 | 97,120 |
| Technical reserves of insurance companies | 193,626 | (193,626) | - | - |
| Provisions for contingencies and charges | 11,801 | (319) | 32 | 11,514 |
| Subordinated debt | 18,374 | (893) | - | 17,481 |
| **TOTAL LIABILITIES** | **1,971,739** | **(204,370)** | **5,645** | **1,773,014** |
| Share capital and related share premium accounts | 26,995 | - | - | 26,995 |
| Own equity instruments | (82) | - | - | (82) |
| Undated Super Subordinated Notes | 8,430 | 11 | - | 8,441 |
| Non-distributed reserves | 51,451 | - | - | 51,451 |
| Changes in assets and liabilities recognised directly in equity | 6,169 | - | - | 6,169 |
| Net income for the period attributable to shareholders | 7,702 | - | - | 7,702 |
| Minority interests | 4,555 | (158) | - | 4,397 |
| **TOTAL CONSOLIDATED EQUITY** | **105,220** | **(147)** | **-** | **105,073** |
| **TOTAL LIABILITIES AND EQUITY** | **2,076,959** | **(204,517)** | **5,645** | **1,878,087** |

*(*) Adjustment of jointly controlled entities under proportional consolidation for prudential purposes, consolidated using the equity-method in the accounting scope.*

## REGULATORY CAPITAL

Update of the 2016 Registration document, table 8 page 260.

| *In millions of euros* | 31 March 2017(*) Phased in | 31 March 2017(*) Transitional arrangements(**) | 31 December 2016 Phased in | 31 December 2016 Transitional arrangements(**) |
|---|---|---|---|---|
| **Common Equity Tier 1 (CET1) capital: instruments and reserves** | | | | |
| Capital instruments and the related share premium accounts | 27,035 | | 26,995 | |
| *of which ordinary shares* | *27,035* | | *26,995* | |
| Retained earnings | 56,351 | - | 52,070 | - |
| Accumulated other comprehensive income (and other reserves, to include unrealised gains and losses under the applicable accounting standards) | 5,505 | | 6,169 | |
| Minority interests (amount allowed in consolidated CET1) | 2,864 | 474 | 2,837 | 854 |
| Interim profits net of any foreseeable charge or dividend | 901 | - | 3,979 | - |
| **COMMON EQUITY TIER 1 (CET1) CAPITAL BEFORE REGULATORY ADJUSTMENTS** | **92,656** | **474** | **92,051** | **854** |
| **Common Equity Tier 1 (CET1) capital: regulatory adjustments** | **(17,610)** | **6** | **(17,976)** | **(341)** |
| **COMMON EQUITY TIER 1 (CET1) CAPITAL** | **75,046** | **480** | **74,075** | **513** |
| **Additional Tier 1 (AT1) capital: instruments** | **8,931** | **1,483** | **8,809** | **1,414** |
| **Additional Tier 1 (AT1) capital: regulatory adjustments** | **(395)** | **(355)** | **(732)** | **(719)** |
| **ADDITIONAL TIER 1 (AT1) CAPITAL** | **8,537** | **1,128** | **8,077** | **695** |
| **TIER 1 CAPITAL (T1 = CET1 + AT1)** | **83,582** | **1,608** | **82,152** | **1,208** |
| **Tier 2 (T2) capital: instruments and provisions** | **14,220** | **(383)** | **13,218** | **(389)** |
| **Tier 2 (T2) capital: regulatory adjustments** | **(3,296)** | **382** | **(2,917)** | **767** |
| **Tier 2 (T2) CAPITAL** | **10,924** | **(1)** | **10,302** | **378** |
| **TOTAL CAPITAL (TC = T1 + T2)** | **94,506** | **1,608** | **92,454** | **1,585** |

*(*) Subject to the provisions of article 26.2 of Regulation (EU) No. 575/2013.*

*(**) Amounts subject to pre-regulation treatment or prescribed residual amount of Regulation (EU) No. 575/2013, in accordance with grandfathered Additional Tier 1 and Tier 2 eligibility rules applicable as of 2019.*

Excluding Q1 profits, phased in CET1 capital amounted to EUR 74,123 million, phased in Tier 1 capital to EUR 82,660 million and phased in total capital to EUR 93,584 million at 31 March 2017.

## PILLAR 1 RISK-WEIGHTED ASSETS AND CAPITAL REQUIREMENT

Update of the 2016 Registration document, table 12 page 264.

| *In millions of euros* | 31 March 2017 RWAs | 31 March 2017 Capital requirements | 31 December 2016 RWAs | 31 December 2016 Capital requirements |
|---|---|---|---|---|
| Credit risk(*) | 470,127 | 37,610 | 466,750 | 37,340 |
| Counterparty credit risk | 32,944 | 2,636 | 33,168 | 2,653 |
| Equity risk | 53,892 | 4,311 | 54,698 | 4,376 |
| Market risk(**) | 20,491 | 1,639 | 22,529 | 1,802 |
| Operational risk | 64,415 | 5,153 | 63,527 | 5,082 |
| **TOTAL** | **641,870** | **51,350** | **640,673** | **51,254** |
| *(*) Of which banking book securitisation positions* | 5,296 | 424 | 8,463 | 677 |
| *(**) Of which foreign exchange risk* | 1,048 | 84 | 846 | 68 |

At 31 March 2017, the Group's risk-weighted assets amounted to EUR 640.5 billion taking transitional arrangements into account.

# LEVERAGE RATIO

Update of the 2016 Registration document, table 21 page 271.

| *In billions of euros* | 31 March 2017 | 31 December 2016 |
|---|---|---|
| Tier 1 (fully loaded) capital(*) | 82 | 81 |
| Leverage ratio total exposure measure | 2,022 | 1,860 |
| **LEVERAGE RATIO** | **4.1%** | **4.4%** |
| Choice on transitional arrangements for the definition of the capital measure | Full(*) | Full(*) |

*(*) Subject to the provisions of article 26.2 of Regulation (EU) No. 575/2013, in accordance with grandfathered Additional Tier 1 eligibility rules applicable as of 2019.*

# 3. Additional information

## 3.1 Compensation for financial year 2016 of employees whose professional activities have a material impact on the Group's risk profile

The BNP Paribas Group applies supervisory provisions on compensation as laid down in:
- European Directive CRD4[1] of 26 June 2013, its transposition into French law in the Monetary and Financial Code, through the order of 20 February 2014,
- together with the decree and order of 3 November 2014,
- and the European Commission Delegated Regulation of 4 March 2014, on the identification criteria for employees whose professional activities have a material impact on the institution’s risk profile (“Material Risk Takers” or “MRT”), on a consolidated basis, in all its branches and subsidiaries, including those outside the European Union,
- EBA guidelines on sound remuneration policies of 27 June 2016 as set out in the ACPR position.

Thus, the Group's compensation policy is compliant with all of these principles and aims to not encourage excessive risk-taking, to avoid incentives that may lead to conflicts of interest, and not to encourage or reward trading activities not allowed.

Employees joining the 2016 Group's MRT category have been identified in accordance with the regulation in force and with a methodology comparable to 2015 (**A**). As in 2015, all the employees identified only because of their level of remuneration, as a result of their expertise, have been included in the scope of the Group MRT, without it being known that their professional activity has an impact on the Group risk profile. These employees are subject to all the principles set out in the Group's compensation policy as detailed below.

In addition to these regulatory provisions applying at Group level, other compensation requirements may apply to some employees who, even though they are not considered as Group MRT, are subject to specific provisions in some of the Group’s entities, either due to the application of CRD4 on individual basis at the entity level in addition to its application at Group level (for major subsidiaries in Europe considered as credit institutions, investment firms or financial institutions) **(B)**, or due to any other regulatory requirements applicable by virtue of local regulations outside European Union **(C)**.

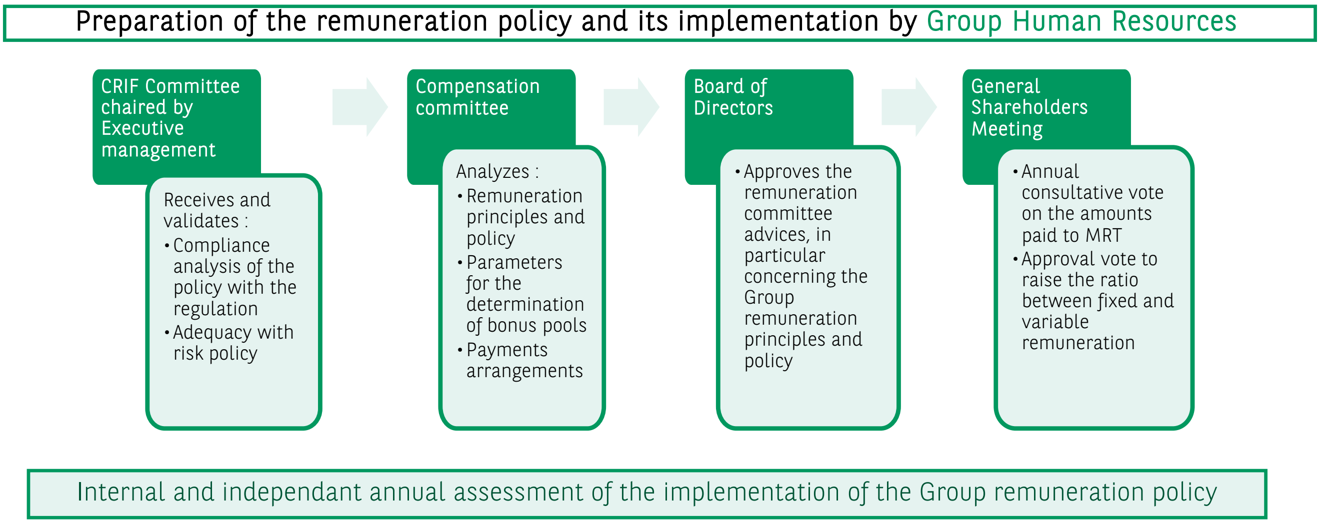
Moreover, other specific rules on remuneration may apply to some Group businesses due to sectoral principles (asset management with AIFMD and UCITS and insurance with Solvency) or related to the business with the application of the principles relating to the French Banking Law and to the Volcker rules applicable to market professionals. Finally the variable compensation awarded to the front office employees of Corporate & Institutional Banking (CIB)’s Global Markets activities, continues to be strictly controlled as in previous years (taking into account all costs and risks when determining variable compensation pools, with the application of deferral and indexation provisions).

The number of employees identified under each of these provisions (**A, B, C above**) is detailed on page 13. In addition, although a number of principles relating to the remuneration policy apply to all Group employees, the figures as detailed on page 13 of this report only concern employees subject to CRD4 principles at Group level (**A**).

[1] Capital Requirements Directive

## 1. Governance

The BNP Paribas Group's compensation guidelines and compensation policy for MRT are drawn up and proposed by Group Human Resources in cooperation with the relevant business lines. They are presented to the Group Compliance, Risk and Finance Committee (CRIF) for validation, chaired by the Executive Management then presented to the Compensation Committee before approval by the Board of Directors. Since 2014, the General Shareholders Meeting is annually consulted on some subjects.




### GROUP COMPLIANCE, RISK AND FINANCE COMMITTEE (CRIF)

The CRIF Committee is chaired by Mr Philippe Bordenave, Chief Operating Officer, and includes the heads of these three departments (or representatives appointed by them).

The following also attend CRIF meetings:

- The transversal Deputy Chief Operating Officer and deputy chairman of the CRIF Committee by delegation of Mr Philippe Bordenave.
- the Head of Group Human Resources,
- the Head of Compensation and Benefits, who acts as secretary.

Compensation policy for regulated employees is presented to and discussed by the CRIF Committee, which receives and validates:

- the policy's compliance with current regulations and professional standards;
- its adequacy and consistency with the institution's risk management policy;
- consistency between variable compensation practices and the need to ensure a sufficient level of the bank's capital base.

This Committee met four times with respect to the compensation process for the year 2016.

## COMPENSATION COMMITTEE AND BOARD OF DIRECTORS

The Compensation Committee is chaired by Mr. Pierre-André de Chalendar. It further comprises Mr. Jean-François Lepetit, who is also chairman of the Internal Control, Risk and Compliance Committee, Ms. Monique Cohen, also a member of the Accounts Committee, and Ms. Nicole Misson, who serves as the employee representative to the Compensation Committee and who is also a member of the Internal Control, Risk and Compliance Committee.

Its membership is consistent with the recommendations of the AFEP-MEDEF's Corporate Governance Code: its members are predominantly independent directors and have experience in compensation systems and market practices in this field; an employee director is also a member of the committee. This membership is conducive to promoting the Board of Directors' efforts at balancing BNP Paribas' compensation guidelines with its risk policy. Finally, the Chairman of the Board of Directors is not a member, but is invited to participate in discussions, except when they concern him personally.

The internal rules of the Board of Directors define the Compensation Committee's mission, which prepares the Board of Directors' decisions concerning remuneration, in particular those that affect risk and risk management. In this context, it prepares the work of the Board of Directors on the principles of remuneration policy, in particular as regards employees whose activities have a significant impact on the company's risk profile, in accordance with Regulations and executive directors of the Group. The Compensation Committee receives the decisions validated by the CRIF Committee.

Thus, the Compensation Committee analyses compensation guidelines and compensation policy for regulated employees, as well as the annual review process guidelines presented by the Executive Management, including:

- parameters for the determination of variable compensation envelopes (i.e. “bonus pools”) for business lines and their projected levels;
- terms and conditions of allocations, individual awards and payments.

The Compensation Committee also reviews the list of names of beneficiaries whose compensation exceeds certain thresholds set each year by the Executive Management, and is responsible for controlling the individual compensation of the head of Risk function and Compliance function at Group level.
The items discussed during the Compensation Committee meetings are then presented to the Board of Directors for general approval.

The Compensation Committee met four times to deliberate on the compensation process for the year 2016.

## GENERAL SHAREHOLDERS MEETING

The BNP Paribas General Shareholders Meeting is consulted annually about the compensation package paid in the past financial year to employees identified as Group MRT for that financial year, including fixed and variable compensation (see p. 17).

Moreover, the Group CRIF decides to propose to the remuneration committee of the Board of Directors to submit a proposal for the General Shareholders Meeting's approval to raise the variable to fixed compensation ratio from 100% to 200% (see p 12). A two-thirds majority of the General Shareholders Meetings is required for approval, provided that at least half of the shareholders or holders of equivalent property rights are represented, lacking which, a three-quarters majority is required. Employees identified as MRT for the previous year are not allowed to take part of the vote.

Finally, the remuneration of directors and corporate officers is subject annually to specific resolutions submitted to the annual general shareholders meeting, in particular within the framework of “loi Sapin” and that are detailed in the Board report to the annual general shareholders meeting.

#### AUDIT AND CONTROLS

The operating procedures implementing the Group's compensation policy are documented to provide an effective audit trail of any decisions. In addition, controls have been defined by Group Human Resources and implemented by Human Resources poles, entities and functions of the Group in order to ensure the correct identification of the MRT employees and the correct application of all regulatory requirements applicable to this population (deferral rules, indexation, variable to fixed ratio). At the end of the annual compensation review process, these controls are certified by each of the Group's poles, businesses and functions.

Moreover, the Group’s internal audit (Inspection Générale) performs an annual, independent *ex post facto* review of the compensation process to ensure that it complies in actual fact with the guidelines and procedures stipulated in the Group’s compensation policy. The Board’s Compensation Committee is systematically provided with a summary of this report.

The review performed in 2016 by the Group internal audit team concerning the 2015 process and the implementation of the CRD4 principles including the identification of employees according to criteria defined by Delegated Regulation, concluded that the guidelines and regulations had been appropriately applied. A summary of this review was brought to the attention of the Board’s Compensation Committee and communicated to the regulator.

## 2. Group compensation guidelines and compensation policy for MRT

#### COMPENSATION GUIDELINES APPLICABLE TO ALL GROUP EMPLOYEES

Compensation for the Group’s employees comprises a fixed component and a variable component.

**FIXED COMPENSATION**

Fixed salary rewards competence, experience, qualification level, as well as the level of involvement in assigned tasks. It is set on the basis of local and professional market conditions and the principle of internal consistency within the BNP Paribas Group. It is composed of a fixed base salary, which compensates the skills and responsibilities corresponding to the position held, and where appropriate, fixed pay supplements linked, in particular, to the specific characteristics of the position held.

**VARIABLE COMPENSATION**

Variable compensation rewards employees for their performance during the year based on the achievement of quantitative and qualitative targets and individual assessments according to fixed objectives. It takes into account the local and/or professional market practices, the business line's results and the achievement of quantitative and qualitative targets, as well as contribution to risk management and respect of compliance rules. It does not constitute a right and is set each year in accordance with the compensation policy for the year in question and current corporate governance guidelines.

Variable compensation is determined so as to avoid the introduction of incentives that could lead to conflicts of interest between employees and customers, or non-compliance with the compliance rules. In addition, variable compensation may also consist of a medium-or long-term retention plan, or any other suitable instrument aimed at motivating and building the loyalty of the Group’s key executives and high potential employees, by giving them an interest in the growth of the value created.

The fixed salary must represent a sufficiently high proportion of the total compensation to reward employees for their work, seniority level, expertise and professional experience without necessarily having to pay a variable compensation component.

### THE ANNUAL COMPENSATION REVIEW PROCESS

Compensation reviews are managed through a single annual process across the Group and via a centralized system that enables the Executive Management to obtain at any time updated proposals within the Group, particularly for all MRT, and to oversee the process until individual decisions are taken and announced, based on the economic climate, the institution's results and market conditions.

### OTHER ELEMENTS RELATING TO COMPENSATION POLICY

An advance guarantee of payment of variable compensation is prohibited. However, in the context of hiring, especially to attract a candidate with a key skill, the allocation of variable compensation may be guaranteed on an exceptional basis the first year; this award shall in any event be subject to the same conditions as variable compensation (i.e. with a deferred portion, indexing, and performance conditions where appropriate).

Hedging or insurance coverage by beneficiaries of risk related to share price fluctuation or the profitability of business lines, aimed at eliminating the uncertainties related to their deferred compensation or during the retention period, is prohibited.

Buyout awards to newly hired experienced executives will be paid according to a schedule and under conditions as equivalent as possible to the initial vesting dates and conditions of the repurchased instruments and in accordance with the payment and behavioural conditions stipulated in the framework of the BNP Paribas Group's deferred compensation plan in effect at the time of the buyout awards to these employees.

In case of the early termination of an employment contract, any amount paid in the transactional context (beyond the existing legal minima and collective agreements) shall reflect the actual past performance of the employee.

## COMPENSATION POLICY FOR MRT

### PERIMETER

MRT are identified according to criteria defined by the European Commission Delegated Regulation, and through additional criteria stipulated by the Group, according to the following methodology:

At Group level

- the Group's executive body: directors and corporate officers,
- other members of the Group's Executive Committee,
- the heads at Group level of Finance, Human Resources, Compensation Policy, Legal Affairs, Fiscal Affairs, IT, and Economic Analysis,
- within the Compliance and internal audit functions: the head at Group level and the managers directly under this person,
- within the Risk function, the head at Group level, the managers who directly report to this person, as well as the other Executive Committee members for this function,
- Senior managers responsible for business lines, geographical areas, business areas and operational entities with a material impact on the Group's risk profile

At the level of the Group's main business lines (significant entities for which the Group allocates more than 2% of its internal capital):
- the head and the managers directly under this person,
- the head of risk and the managers directly under this person,

By virtue of risk criteria
- employees with delegations on credit that exceed certain thresholds (0.5% of the Group's Common Equity Tier 1 "CET1") and those with authority to approve or reject such credit decisions,
- Group employees with the authority to initiate transactions of which the Value at Risk "VaR" exceeds certain thresholds (5% of the Group's VaR limit), and those who have authority to approve or reject such transactions,
- members with authority among the committees to accept or reject transactions, operations or new products,
- managers whose cumulated delegations for their direct employees exceed the threshold for credit risk.

By virtue of the compensation level
Furthermore, the list also includes Group employees whose total annual compensation for the preceding year exceeds certain absolute thresholds (€ 500,000) or relative thresholds (within the 0.3% of best paid staff), unless it is established that their professional activity has no material impact on the Group's risk profile. In such a case they can benefit from an exemption.

For 2016, Group has decided not to request such exemptions.

## DETERMINATION OF BONUS POOLS AND BREAKDOWN BY BUSINESS LINE

### Global markets activities

In the context of strict oversight of compensation for all Global Markets staff, the variable compensation pool for these business lines is determined by taking account of all components of revenues and risk, including:

- direct revenues;
- direct and indirect costs allocated to the business line;
- refinancing cost billed internally (including actual cost of liquidity);
- the cost of risk generated by the business line;
- preferred return on capital awarded to the activity.

The bonus pools thus calculated are distributed among the Global Markets business lines on the basis of clearly defined and documented criteria specific to each business line or team, which reflect:

- quantitative performance measurement (including the creation and development of long-term competitive advantages for the Group);
- the measurement of underlying risk;
- market value of the teams and the competitive situation.

These elements are supplemented by factual elements designed to measure the collective behaviour of the teams in terms of:

- ongoing control, compliance and respect for procedures;
- team spirit within the business line and cross-selling within the Group.

The criteria selected are based on quantitative indicators and factual elements, which are defined each year at the beginning of the compensation review process.

**The Group's other business lines**

Variable compensation pools for the Group's other business lines are determined on the basis of the net revenues, after direct costs and cost of capital, after taking into account risk (in particular for Corporate Banking activities), or by the application of a variation rate from the preceding financial year, set in particular on the basis of the Group's performance profile or the performance profile of the business line as a whole after taking into account risk (in particular for Retail Banking activities), as well as on the basis of market practices.

**Pools for support and control functions**

Variable compensation pools for Group central support functions and integrated control functions[1] are determined independently of the performance of the business lines for which they validate or verify the operations.

Variable compensation pools for the support functions within business areas and business lines are defined with respect to those of Group central support functions, taking into account, to a limited extent and where appropriate, specific job market situations.

## INDIVIDUAL AWARDS

Individual awards are made by management decision based on:

- the performance of the team to which the concerned party belongs and his or her individual performance (performance is measured on the basis of results achieved and the risk level associated with these results),
- assessments (a mandatory annual individual assessment performed by the line manager), which simultaneously evaluate:

- qualitative achievements in relation to fixed objectives;
-professional behaviour with respect to the Group's values, compliance rules, Code of Conduct and procedures of the Group;
- contribution to risk management, including operational risk and,
- the managerial behaviour of the concerned party where applicable.

Failure to comply with applicable rules and procedures or blatant breaches of compliance rules or Group Code of Conduct shall entail the reduction or cancellation of the bonus, independently of any disciplinary proceedings.

The employees identified as Group MRT are formally assessed annually against the Respect of Code of Conduct and Rules & Regulations and against the Risk Assessment & Management such as defined by the Group. Failure to comply with at least one of these rules leads to a reduction or cancellation of the variable remuneration of the year for the relevant employees.

Individual awards for employees of support functions and control functions are made in accordance with these principles and independently of the performance of the business lines controlled by the employees. Furthermore, particular emphasis is given to the employee's contribution to risk management during the annual appraisal process.

Thus, risk and risk measurement are taken into account in the process of determining bonus pools and of sub-allocating variable compensation pools to the business lines; they also serve as appraisal criteria in the process of assessing and allocating individual variable compensation awards; furthermore, they help strengthen the risk culture of all staff members.

[1] Risk, Compliance, Internal Audit, Legal

## PAYMENT OF VARIABLE COMPENSATION

For MRT, variable compensation includes a non-deferred portion and a deferred portion.

The deferred portion increases in proportion of the level of the amount of variable compensation, according to a grid set each year by the Executive Management, ranging from at least 40% to 60% for the highest variable compensation amounts.

In accordance with regulatory requirements, bonuses (including both the deferred and non-deferred portions) are paid as follows:
- half in cash;
- half in cash indexed on the BNP Paribas share price, at the end of a six-month retention period.

Indexing on the share price has a double purpose: to align the beneficiaries interests with those of shareholders, and to ensure solidarity with the institution’s overall performance results.

The deferred portion is acquired by third following the award date. Thus the payment of bonuses subject to deferral over 3 years, is spread over 8 payment dates, with the last payment in September 2020, i.e. 3 years and 9 months after the reference year for determining the variable compensation awards.

The deferred portion vests progressively over a minimum of 3 years following the year of award, subject to achieving the business line, activity and Group financial performance targets and meeting the behavioral criteria set at the time of award.

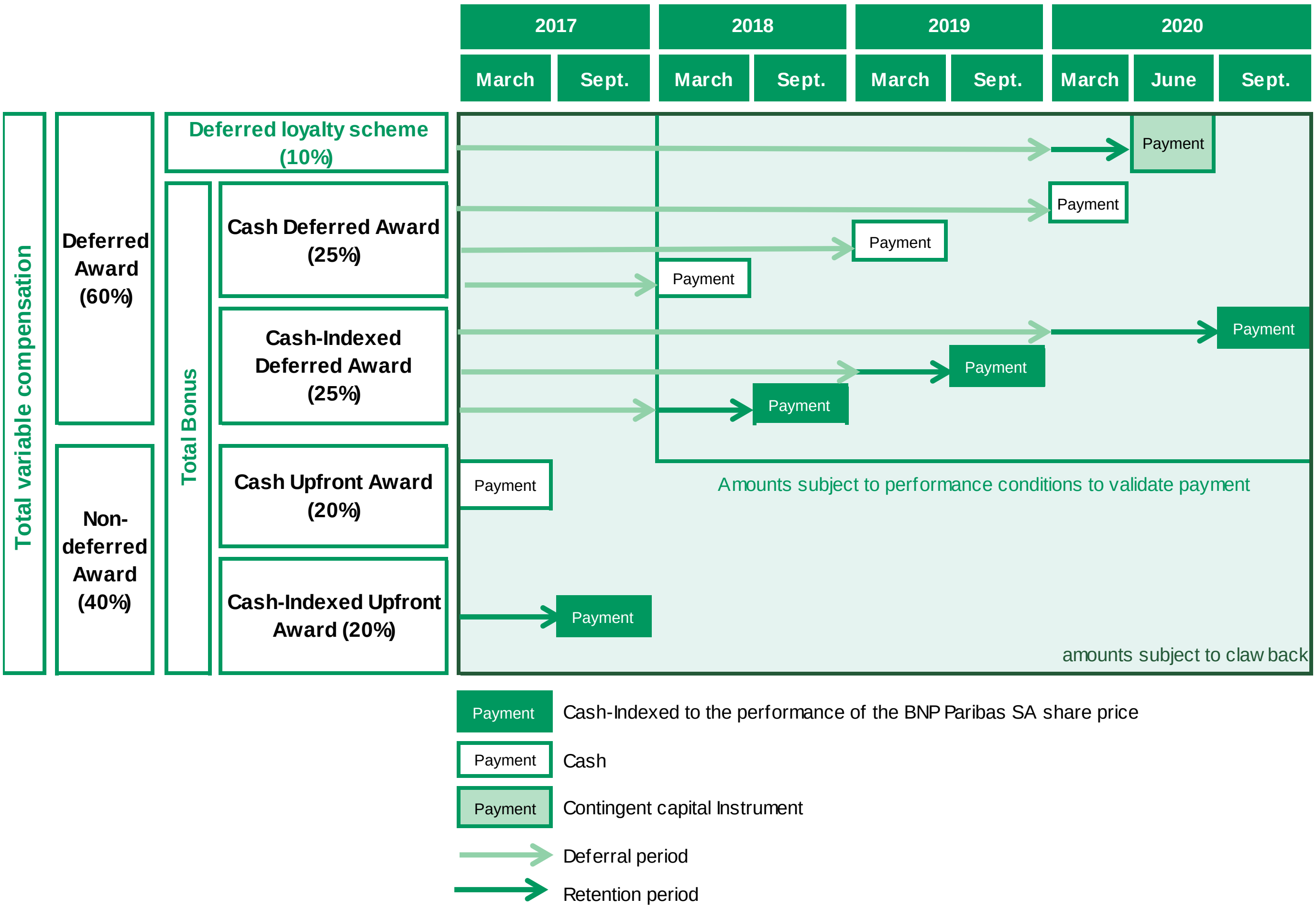
For directors and corporate officers, and members of the Group Executive Committee, variable compensation is deferred by fifth, over 5 years following the award date.

Vesting of each annual portion is thus conditional upon the fulfillment of the conditions defined initially at the award date on each annual vesting date, based on the profitability level of the business line and/or activity, and/or the Group as a whole. These conditions are designed to promote an awareness of the impact that activities in a given year could have on results in subsequent years and to align individual conduct with the institution's strategy and interests. If these conditions are not met during the course of a financial year, the annual deferred portion is lost (“Malus”).

Some MRT are also beneficiaries of a fully deferred 3 to 5-year loyalty scheme in the form of a contingent capital instrument whose payment is subject to the absence of regulatory resolution measures and keeping the Group’s CET1[1] ratio above 7%.

The figure below shows an example of variable compensation payment rules applicable to a MRT employee subject to a deferred rate of 60% over 3-year and benefiting from an allocation of 10% of its total variable compensation under the group loyalty scheme:

[1] The Group’s Common Equity Tier 1 stood at 11.5% on 31/12/2016




According to the application of the proportionality principle and for administrative purposes, any deferred instalment inferior to € 5,000 is paid by anticipation at the award date.

In case of dismissal for misconduct (or for employees who left the Group, the misconduct that would have led to his/her dismissal if it have been revealed while she/he was an employee), particularly when the employee's action involves the breach of risk control rules, compliance or the respect of the Code of Conduct, or also a dissimulation or an action that resulted in a distortion of the conditions under which bonuses previously allocated were set, all or part of the rights to the deferred portions of the previously allocated bonuses shall be lost ("Malus") and potentially any elements of variable compensation already paid shall be recovered ("Clawback") (subject to respect for local labour law).

In addition, in the event of the implementation of a resolution plan, as defined in Article L. 613-50 and following of the Monetary and Financial Code, the deferred variable compensation plan regulations will provide for the conditions under which parts of variable remuneration may be reduced or canceled.

Finally, the variable remuneration of employees working in capital market activities, not included in the category of MRT, continues to be strictly controlled and subject to payment rules including deferral, indexation and payment conditions arrangements.

## RATIO BETWEEN VARIABLE AND FIXED COMPENSATION

Variable compensation awarded to an employee including in the MRT category, considered at its notional value at the award date, cannot exceed his or her fixed compensation for the same year multiplied by a ratio.

The CRIF Committee proposes to increase the ratio from 100% to 200% to the compensation committee of the Board of Directors. This proposal is then submitted for approval to the General Meeting of Shareholders. The General Meeting of May 13, 2015 approved to more than 80% the increase of the ratio to 200% for a 3-year period. For the purpose of calculating the ratio, a discount rate may be applied to the portion of variable compensation deferred to 5 years and paid in the form of instruments, up to a limit of 25% of total variable compensation.

The increase of the ratio benefited, for 2016 performance, to 42% of employees identified as MRT in 2016.

## SCOPE OF APPLICATION AND LOCAL RULES

The provisions described above are generally applicable to the Group’s MRT. Special provisions, sometimes more restrictive in particular concerning payment conditions of variable compensation or the ratio, may apply to MRT in some countries, due in part to the local transposition of CRD4 rules.

Moreover, according to the Order of 3rd November, 2014, the Group's activities subject to certain regulatory provisions (e.g. AIFMD and UCITS for Asset Management and Solvency for insurance) or entities not subject to CDR4 whose total assets are below € 10 billion and whose activities have no impact on the solvency and liquidity of the Group (in particular Real Estate activity) are not affected by CRD4 provisions.

## DIRECTORS AND CORPORATE OFFICERS

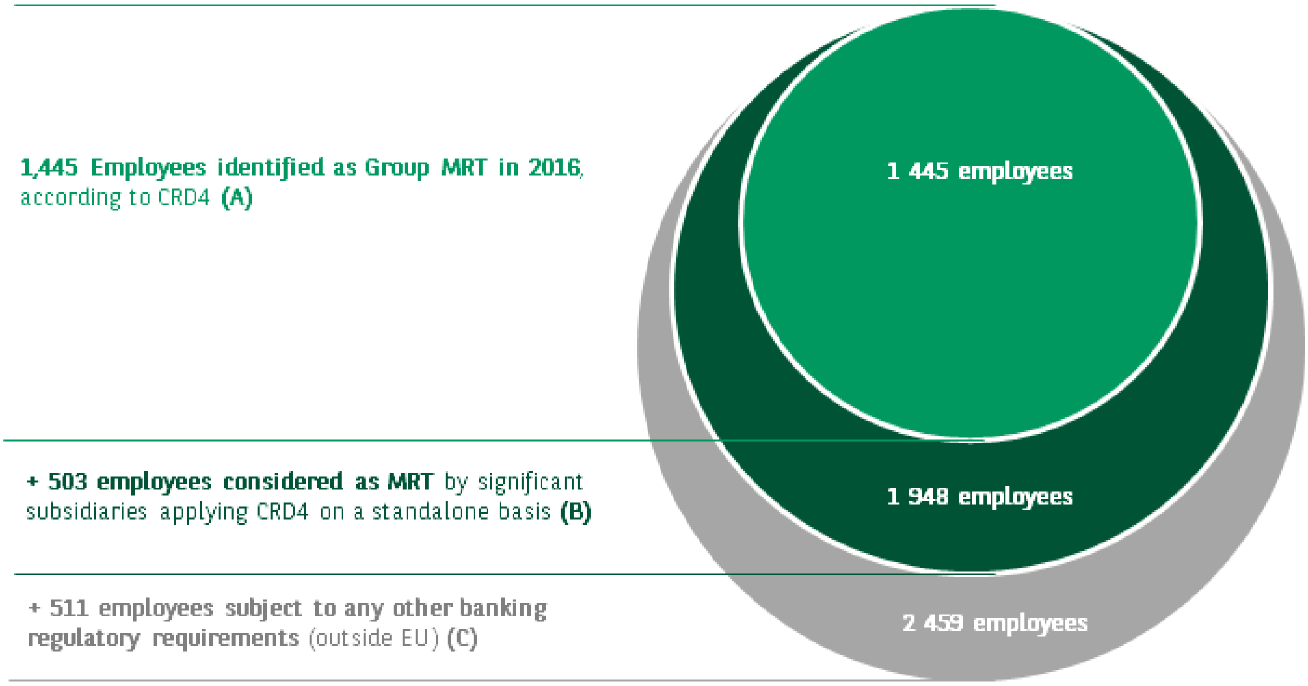
Finally, the variable compensation of the Group’s directors and corporate officers is determined in compliance with the principles set out above applicable to all Group MRT and in accordance with the terms and conditions proposed by the Compensation Committee and adopted by BNP Paribas’ Board of Directors. Specific compensation principles and policy applicable to the Group’s directors and corporate officers are detailed in chapter 2 of the 2016 Registration Document and Annual Financial Report.

## 3. Quantitative information on compensation awarded to MRT for the 2016 financial year

### *AGGREGATE DATA*

**GROUP EMPLOYEES WHOSE 2016 COMPENSATION IS SUBJECT TO OVERSIGHT RULES**

The figure below shows the number of employees whose 2016 compensation is subject to oversight rules on the basis of regulatory provisions applicable worldwide and of internal rules such as described in the introduction.




Thus, the increase of that 262 employees that have been added in 2016 to the Group MRT perimeter compared to 2015, is mainly due to the exchange rate effect (euro / local currency parity of the country in which the MRTs are exercised) between the two reference date (31.12.2014 and 31.12.2015), which applies to the remuneration used as a reference for the identification of employees according to the compensation criteria.

## COMPENSATION OF GROUP MRT EMPLOYEES IN 2016

The quantitative information set out below concerns compensation awarded for the year 2016 to employees identified as MRT at Group level under CRD4 rules, but does not concern compensation awarded to other Group employees whose compensation is also subject to oversight.

Compensation awarded to Group MRT for the financial year 2016 breaks down as follows:

| | Number of employees concerned | Amount of total compensation | Amount of fixed compensation | Amount of variable compensation awarded |
|---|---|---|---|---|
| Directors – Executive corporate officers | 2 | 6 601 | 2 620 | 3 980 |
| CIB | 879 | 679 672 | 321 687 | 357 985 |
| Retail banking | 234 | 118 196 | 65 897 | 52 300 |
| Central functions | 266 | 111 902 | 63 879 | 48 023 |
| Other MRT | 64 | 42 994 | 23 307 | 19 687 |
| Total MRT | 1 445 | 959 365 | 477 390 | 481 975 |

*Amounts awarded in thousands of euros and excluding employer contributions*

The amount of variable compensation paid in cash in March 2017 for financial year 2016 to employees identified as MRT in 2016 totaled € 130 million. The balance of variable compensation (i.e. a theoretical amount of € 352 million), is spread out over 7 to 11 conditional payments between September 2017 and September 2022. Total variable compensation awarded for the year 2016 to employees worldwide amounted to € 482 million.

On this basis, average total compensation by employee has decreased by 5% in 2016 compared to 2015.

### OTHER DATA ON THE 2016 GROUP MRT PERIMETER (IN THOUSANDS OF EUROS EXCLUDING EMPLOYER CONTRIBUTIONS)

## STRUCTURE OF THE VARIABLE COMPONENT OF COMPENSATION

| | Vested amount paid or delivered | Conditional deferred amount* |
|---|---|---|
| Executive corporate officers | 542 | 3 439 |
| Other MRT | 129 875 | 348 120 |
| Total | 130 417 | 351 559 |

**Spread out for deferred bonus over 7 to 11 payments between September 2017 and September 2022, including € 106 million in September 2017.*

| | Payment in cash | Payment in shares or equivalent instruments |
|---|---|---|
| Executive corporate officers | 1 354 | 2 626 |
| Other MRT | 231 109 | 246 886 |
| Total | 232 463 | 249 512 |

## UNVESTED VARIABLE COMPENSATION

| | Amount of unvested deferred compensation for the year | Amount of unvested deferred compensation for previous years |
|---|---|---|
| Executive corporate officers | 3 439 | 14 902 |
| Other MRT | 348 120 | 443 199 |
| Total | 351 559 | 458 101 |

## DEFERRED COMPENSATION PAID OR REDUCED AS A RESULT OF THE YEAR'S PERFORMANCE

| | Amount of deferred compensation paid | Amount of reductions to deferred compensation |
|---|---|---|
| Executive corporate officers | 1 969 | 0 |
| Other MRT | 274 103 | 0 |
| Total | 276 072 | 0 |

## SUMS PAID TO NEW HIRES AND TERMINATIONS DURING THE YEAR

| | Severance benefits paid and number of beneficiaries | | Sums paid to new hires and number of beneficiaries | |
|---|---|---|---|---|
| | Sums paid | number of beneficiaries | Sums paid | number of beneficiaries |
| Executive corporate officers | 0 | 0 | 0 | 0 |
| Other MRT | 3 993 | 19 | 302 | 6 |

## SEVERANCE BENEFIT GUARANTEES

| | Severance benefit guarantees granted during the year | |
|---|---|---|
| | Total amount | Number of beneficiaries |
| Executive corporate officers | 0 | 0 |
| Other MRT | 0 | 0 |

| | Highest guarantee |
|---|---|
| Executive corporate officers | 0 |
| Other MRT | 0 |

## NUMBER OF MRT EMPLOYEES WHOSE TOTAL COMPENSATION FOR 2016 EXCEEDS €1 MILLION

| Total compensation | Number of MRT |
|---|---|
| Between €1 and €1.5 million | 129 |
| Between €1.5 and €2 million | 54 |
| Between €2 and €2.5 million | 18 |
| Between €2.5 and €3 million | 9 |
| Between €3 and €3.5 million | 5 |
| Between €3.5 and €4 million | 3 |
| Between €4 and €4.5 million | 1 |
| Between €4.5 and €5 million | 0 |
| Between €5 and €6 million | 1 |

Among the 220 employees listed in the table above, 68 work in the United Kingdom, 61 in the United States, 39 in Asia, 38 in France and the other employees listed are spread over 7 other countries.

## 4. Quantitative information on compensation paid to MRT in 2016

In accordance with article L511-73 of the Monetary and Financial Code, the BNP Paribas Annual Shareholders' Meeting of 23 May 2017 will vote on a consultative basis in its fourteenth resolution, on the global amount of compensation paid in 2016 to employees identified as MRT in 2016. These remunerations are, by definition, different from that presented in paragraph 3. above, which reflect the compensations awarded in 2017 for financial year 2016.
Compensations actually paid out in 2016 refer to partial payments of variable compensation awarded between 2013 (for financial year 2012) and 2016 (for financial year 2015), for the portion payable in 2016 in accordance with applicable provisions.

The amount paid for these variable compensation awarded in previous years may be affected by a failure to achieve performance conditions and by fluctuations in the BNP Paribas share price between the award date and the payment date.

The amount of fixed compensation reflects the amount actually paid out in the year, taking into account any potential salary increases awarded during the year. Fixed compensation, awarded as set out above in section 3., reflects fixed compensation at 31/12/2016 considered on an annual basis.

Therefore, the total compensation paid out in 2016, subject of the consultation of General Shareholders meeting, amounted to €903 million.

| Number of employees concerned | 2016 | |
|---|---|---|
| | Amount of fixed compensation paid | Amount of variable compensation paid |
| 1 445 | 462 388 | 440 491 |

Variable compensation paid includes:

| Amount in thousands of euros | 2016 | |
|---|---|---|
| | Award value | Payment value** |
| 2015 bonus paid in the year | 250 166 | 255 802 |
| 2014 deferred bonus | 39 083 | 38 129 |
| 2013 deferred bonus | 36 907 | 33 978 |
| 2012 deferred bonus | 53 506 | 54 671 |
| 2013 LTIP | 26 332 | 27 693 |
| Free shares | 8 457 | 12 908 |
| Other components of variable compensation* | 16 583 | 17 310 |
| Total | 431 034 | 440 491 |

* sign-on bonuses, buyout awards, collective profit sharing schemes, etc…
** the difference between the award value and the payment value results from the partial indexation of variable compensation to the BNP Paribas share price and from performance conditions.

## 3.2 Contingent liabilities: legal proceedings and arbitration

Two of the legal proceedings and arbitration described in the note 7b of the 2016 Registration document and annual financial report have been updated.

The Bank and certain of its subsidiaries are defendants in several actions pending before the United States Bankruptcy Court Southern District of New York brought by the Trustee appointed for the liquidation of Bernard L. Madoff Investment Securities LLC ("BLMIS"). These actions, known generally as "clawback claims", are similar to those brought by the BLMIS Trustee against numerous institutions, and seek recovery of amounts allegedly received by the BNP Paribas entities from BLMIS or indirectly through BLMIS-related "feeder funds" in which BNP Paribas entities held interests. The BLMIS Trustee claims in these actions that the amounts which BNP Paribas entities received are avoidable and recoverable under the US Bankruptcy Code and New York state law. In the aggregate, the amount sought to be recovered in these actions approximates USD 1.3 billion. BNP Paribas has substantial and credible defenses to these actions and is defending against them vigorously. On 22 November 2016, the Bankruptcy Court issued a decision on the ability of the BLMIS Trustee to recover foreign transfers from foreign defendants in these actions. The decision resulted in the dismissals of the majority of the BLMIS Trustee's claims against BNP Paribas entities, which constitute most of the total amount sought to be recovered in these actions. These dismissals are subject to appeal.

Regulatory and law enforcement authorities in multiple jurisdictions are conducting investigations or making inquiries of a number of financial institutions regarding trading on the foreign exchange markets, including, among other things, possible collusion among financial institutions to manipulate certain benchmark currency exchange rates. The Bank has to date received requests for information in this respect from regulatory and law enforcement authorities in the United Kingdom, the United States and several countries in the Asia-Pacific region as well as from the European Competition Commission. The Bank has cooperated with the investigations and inquiries and has responded to the information requests. In November 2014 the Financial Conduct Authority in the United Kingdom, in December 2014 the Hong Kong Monetary Authority, in October 2015, the Financial Services Agency in Japan, on 17 November 2016 the US Commodity and Futures Trading Commission, and on 22 March 2017 the US Department of Justice Fraud Section, informed the Bank that they had discontinued their investigation as to BNP Paribas. Regarding the United States, the Bank has now completed its internal review and has presented the findings to the relevant U.S. authorities (the Department of Justice Antitrust Division, the Federal Reserve Bank of New York and the New York Department of Financial Services). It should be noted that similar reviews regarding foreign exchange trading have been conducted by numerous financial institutions and have often led to settlements including in particular the payment of fines or penalties in substantial amounts depending on the circumstances specific to each financial institution.

## 3.3 Documents on display

This document is freely available at BNP Paribas' head office:
16, boulevard des Italiens, 75009 Paris.

The French version of this document is also available on:
- The *Autorité des Marchés Financiers* (AMF) website at www.amf-france.org
- The BNP Paribas website at www.invest.bnpparibas.com.

## 3.4 Significant changes

Save as disclosed in this document, there has been no significant change in the financial position of the BNP Paribas Group since the end of the last financial period for which audited financial statements have been published.

## 3.5 Dependance on external parties

In April 2004, BNP Paribas SA began outsourcing IT Infrastructure Management Services to the BNP Paribas Partners for Innovation (BP²I) joint venture set up with IBM France at the end of 2003. BP²I provides IT Infrastructure Management Services for BNP Paribas SA and several BNP Paribas subsidiaries in France (including BNP Paribas Personal Finance, BP2S, and BNP Paribas Cardif), Switzerland, and Italy. In mid-December 2011 BNP Paribas renewed its agreement with IBM France for a period lasting until end-2017. At the end of 2012, the parties entered into an agreement to gradually extend this arrangement to BNP Paribas Fortis as from 2013. The Swiss subsidiary was closed at 31 December 2016.

BP²I is under the operational control of IBM France. BNP Paribas has a strong influence over this entity, which is 50/50 owned with IBM France. The BNP Paribas staff made available to BP²I make up half of that entity's permanent staff, its buildings and processing centres are the property of the Group, and the governance in place provides BNP Paribas with the contractual right to monitor the entity and bring it back into the Group if necessary.

ISFS, a fully-owned IBM subsidiary, has changed its name to IBM Luxembourg, and handles IT Infrastructure Management for part of BNP Paribas Luxembourg's entities.

BancWest's data processing operations are outsourced to Fidelity Information Services (FIS) for its core banking. The hosting and production's operations are also located at FIS in Honolulu.

Cofinoga France's data processing is outsourced to SDDC, a fully-owned IBM subsidiary.

# 4. Statutory Auditors

| **Deloitte & Associés** | **PricewaterhouseCoopers Audit** | **Mazars** |
|---|---|---|
| 185, avenue Charles de Gaulle | 63, rue de Villiers | 61, rue Henri Regnault |
| 92524 Neuilly-sur-Seine Cedex | 92208 Neuilly-sur-Seine Cedex | 92400 Courbevoie |

- Deloitte & Associés was re-appointed as Statutory Auditor at the Annual General Meeting of 23 May 2012 for a six-year period expiring at the close of the Annual General Meeting called in 2018 to approve the financial statements for the year ending 31 December 2017. The firm was first appointed at the Annual General Meeting of 23 May 2006.
  Deloitte & Associés is represented by Damien Leurent.

  *Deputy:*
  Société BEAS, 195, avenue Charles de Gaulle, Neuilly-sur-Seine (92), France, SIREN No. 315 172 445, Nanterre trade and companies register.

- PricewaterhouseCoopers audit was re-appointed as Statutory Auditor at the Annual General Meeting of 23 May 2012 for a six-year period expiring at the close of the Annual General Meeting called in 2018 to approve the financial statements for the year ending 31 December 2017. The firm was first appointed at the Annual General Meeting of 26 May 1994.
  PricewaterhouseCoopers Audit is represented by Etienne Boris.

  *Deputy:*
  Anik Chaumartin, 63, rue de Villiers, Neuilly-sur-Seine (92), France.

- Mazars was re-appointed as Statutory Auditor at the Annual General Meeting of 23 May 2012 for a six-year period expiring at the close of the Annual General Meeting called in 2018 to approve the financial statements for the year ending 31 December 2017. The firm was first appointed at the Annual General Meeting of 23 May 2000.
  Mazars is represented by Hervé Hélias.

  *Deputy:*
  Michel Barbet-Massin, 61, rue Henri Regnault, Courbevoie (92), France.

Deloitte & Associés, PricewaterhouseCoopers, and Mazars are registered as Statutory Auditors with the Versailles Regional Association of Statutory Auditors, under the authority of the French National Accounting Oversight Board (*Haut Conseil du Commissariat aux comptes*).

# 5. Person responsible for the update to the Registration Document

#### PERSON RESPONSIBLE FOR THE REGISTRATION DOCUMENT AND ITS UPDATES

Jean-Laurent BONNAFÉ, Chief Executive Officer of BNP Paribas

#### STATEMENT BY THE PERSON RESPONSIBLE FOR THE REGISTRATION DOCUMENT AND ITS UPDATES

I hereby declare to the best of my knowledge, and after having taken all reasonable precautions, that the information contained in the present update of the Registration Document is in accordance with the facts and contains no omission likely to affect its import.

I obtained a completion letter from the Statutory Auditors, Deloitte & Associés, PricewaterhouseCoopers Audit, and Mazars, in which they state that they have verified the information contained in the present update about the Group's financial position and accounts and that they have read the Registration document and its update in their entirety.

Paris, 3 May 2017,

Chief Executive Officer

Jean-Laurent BONNAFÉ

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