BNP PARIBAS
Strong Solvency & Funding

November 2022

BNP PARIBAS

The bank for a changing world

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Unless otherwise mentioned, the financial information and items contained in this announcement include the activity related to BancWest reflecting an operational view. Such financial information and items therefore do not reflect the effects produced by applying IFRS 5, which pertains to non-current assets and liabilities held for sale. The press release pertaining to the 2Q22 and 1H22 results includes in appendix a reconciliation between the operational view presented without applying IFRS 5 and the consolidated financial statements based on an application of IFRS 5.

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3Q22 HIGHLIGHTS

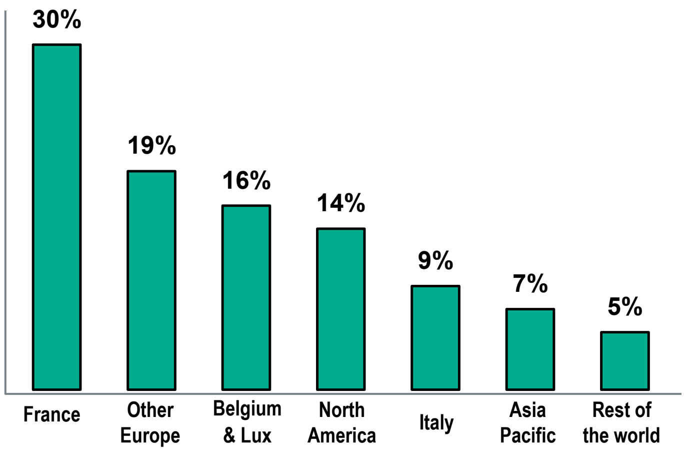
APPENDIX

A Business Model Well Diversified by Country and Business

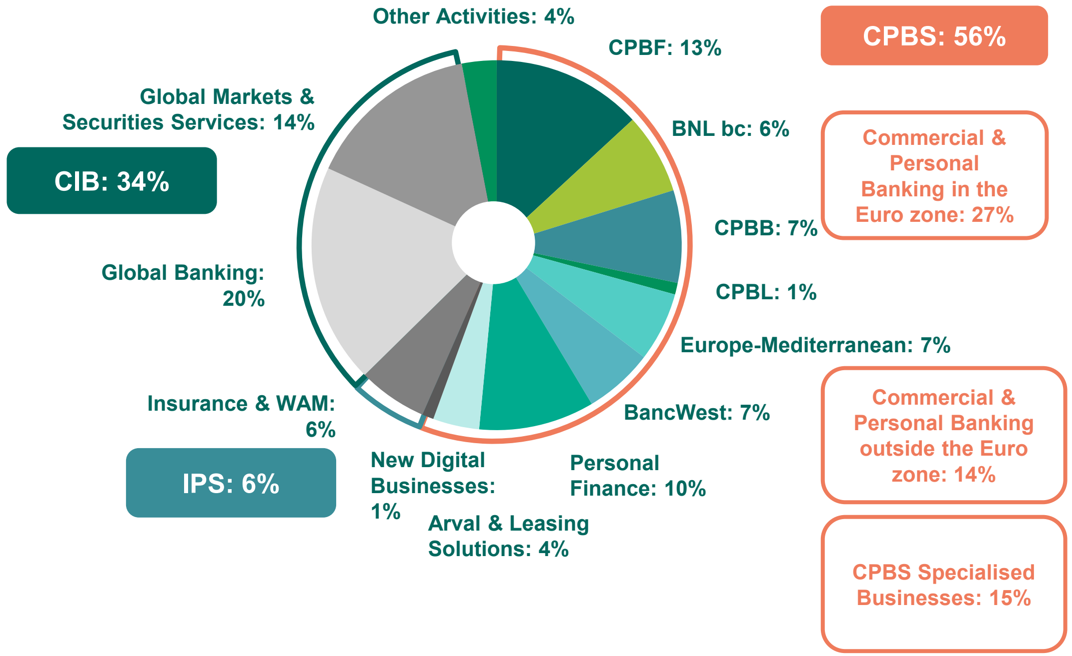
No country, business or industry concentration

Gross Commitments[1] by region as at 30.06.22

>90% in wealthy markets



Basel 3 risk-weighted assets[2] by business as at 30.09.22



A balanced business model: a clear competitive advantage in terms of revenues and risk diversification
An integrated business model fueled by cooperation between Group Businesses
Strong resilience in changing environment

1. Total gross commitments, on and off balance sheet, unweighted of €1,999bn as at 30.06.22; 2. CRD 4

A very solid financial structure

CET1 ratio: 12.1%[1] as at 30.09.22 (-10 bps since 30.06.22)

- 3Q22 results after taking into account a 60% pay-out ratio net of organic growth in risk-weighted assets: +10 bps
- Foreign-exchange effect: -10 bps
- Impact on Other Comprehensive Income (OCI) of market prices as at 30.09.22: -10 bps
- Overall limited impact of other effects on the ratio

Reminder: impacts since 31.12.21

- Effect of the acceleration in growth: -20 bps
- Impact on Other Comprehensive Income (OCI) of market prices: -30 bps
- Impacts from the updating of models and regulations[2]: -30 bps

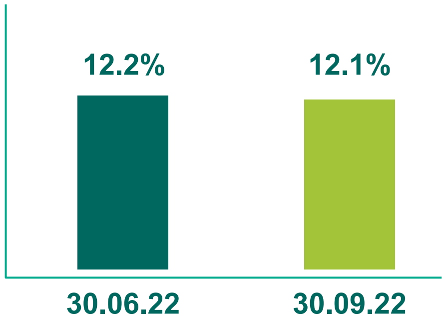
Leverage ratio[3]: 3.9% as at 30.09.22

Immediately available liquidity reserve: €441bn[4] as at 30.09.22

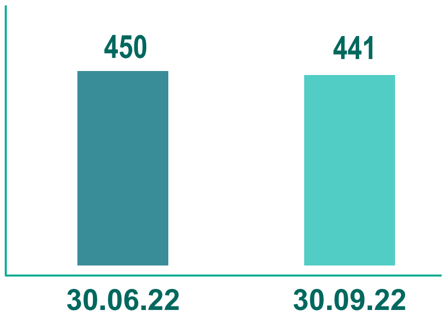
(€450bn as at 30.06.22): Room to manoeuvre > 1 year in terms of wholesale funding

Liquidity Coverage Ratio: 131% as at 30.09.22

CET1 ratio



Liquidity reserve (€bn)[4]



1. CRD4; including IFRS9 transitional arrangements; see slide 83; 2. In particular IRB Repair and application of the new regulation on currency risk in structural positions and including the effects of the hyperinflation situation in Turkey; 3. Calculated in accordance with Regulation (EU) 2019/876; 4. Liquid market assets or eligible assets in central banks (counterbalancing capacity), taking into account prudential standards, notably US standards, minus intra-day payment system needs.

2021 Supervisory Review and Evaluation Process (SREP)

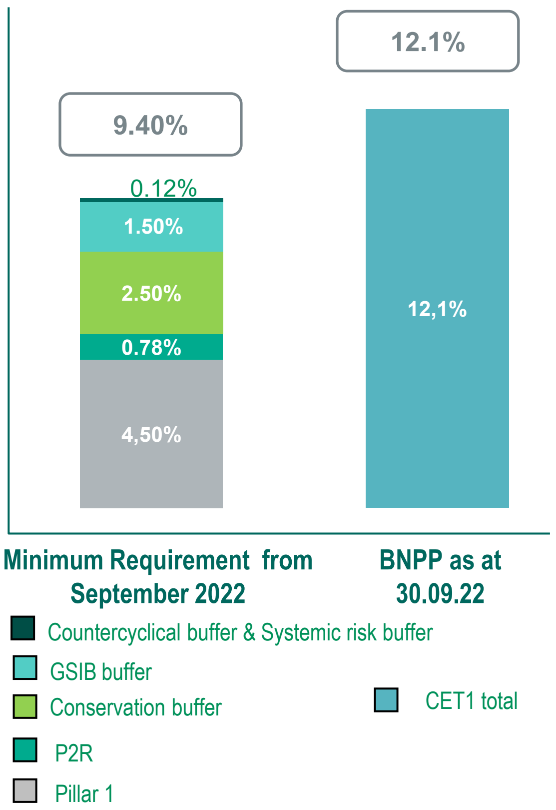
CET1 ratio well above requirement

CET1 ratio requirement[1] as of 30 September 2022: 9.40% of RWA

- Of which Pillar 2 requirement (P2R) of 0.78%[2]
- Of which Conservation buffer of 2.50% and G-SIB buffer of 1.50%
- Of which Countercyclical capital buffer of 0.04%[3]
- Of which Systemic risk buffer of 0.08%[4]
- Excluding Pillar 2 guidance (P2G), non public

CET1 ratio of 12.1% as at 30.09.22, 270 bps above September 2022 regulatory requirement

CET1 Ratio



1. See Press Release on the notification by the ECB of 2021 SREP, issued on 4 February 2022, increase of P2R on 31 March 2022 corresponding to the option not to deduct from common equity an amount equivalent to 7 bps to cover part of the difference between provisioning and supervisory expectations; 2. P2R: In accordance with 2021 SREP letter, P2R can partially be met with AT1 and T2 capital from 1Q20. This results in a decrease of -61 bps of CET1 requirement (1.39% x 44%); 3. Countercyclical capital buffer: 4 bps in 3Q22; 4. Systemic risk buffer at Group level resulting from additional capital requirement for mortgage portfolios in Belgium, replacing former add-on on RWA, with an overall neutral impact.

2021 Supervisory Review and Evaluation Process (SREP)

Total Capital ratio well above requirement

Total capital ratio requirement[1] : 13.51% of RWA as of 30 September 2022

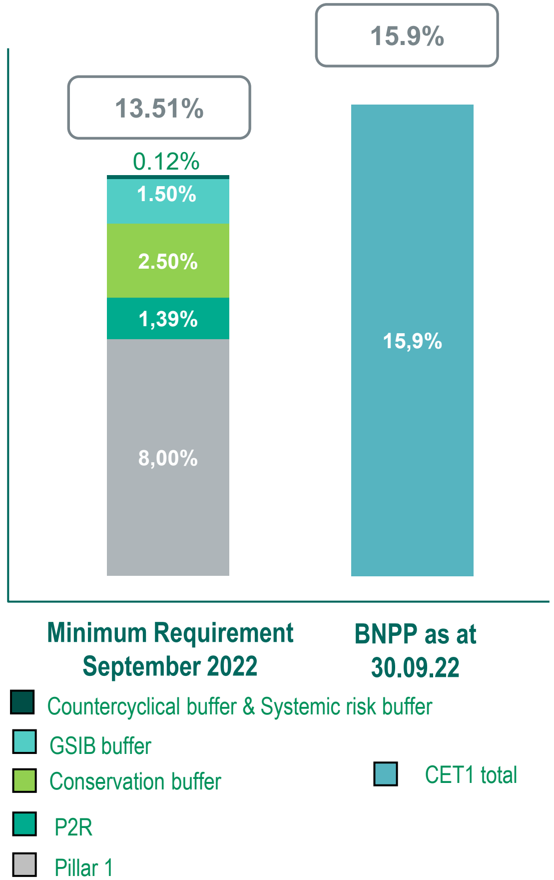
- Of which Pillar 2 requirement (P2R) of 1.39%
- Of which Conservation buffer of 2.50% and G-SIB buffer of 1.50%
- Of which Countercyclical capital buffer of 0.04%[2]
- Of which Systemic risk buffer of 0.08%[3]
- Excluding Pillar 2 guidance (P2G), non public

Total capital ratio of 15.9% as at 30.09.22, ~240bps above September 2022 regulatory requirement

AT1 and Tier 2 at 3.8% of RWA

- Of which Tier 1 layer at 1.4%
- Of which Tier 2 layer at 2.4%

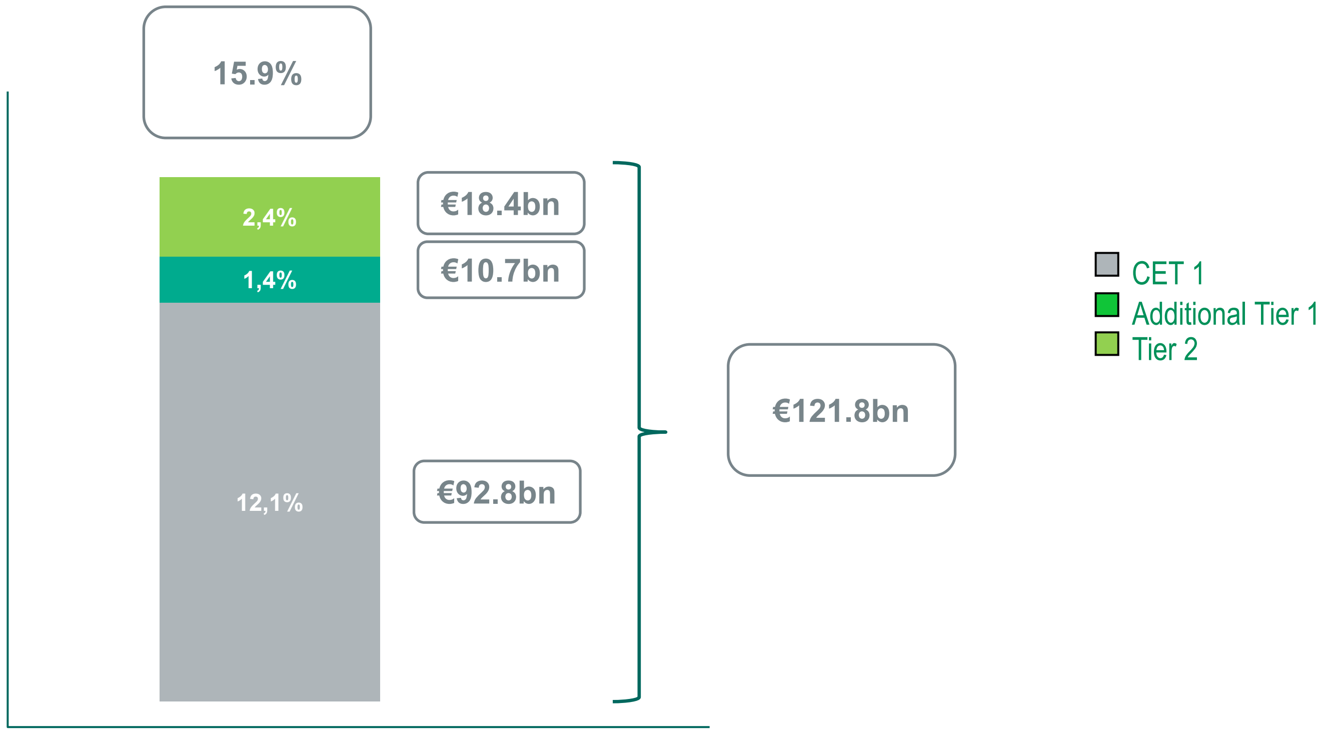
Total Capital Ratio



1. See Press Release on the notification by the ECB of 2021 SREP, issued on 4 February 2022, increase of P2R on 31 March 2022 corresponding to the option not to deduct from common equity an amount equivalent to 7bps to cover part of the difference between provisioning and supervisory expectations; 2. Countercyclical buffer: 4bps for 3Q22; 3. Systemic risk buffer of 8bps at Group level resulting from additional capital requirement for mortgage portfolios in Belgium, replacing former add-on on RWA, with an overall neutral impact.

Prudential Total Capital

Prudential Total Capital as at 30.09.22



~€122bn of prudential Total Capital as at 30.09.22

Medium/Long Term Regulatory Funding
Continued presence in debt markets

2022 MLT regulatory issuance plan[1]: ~€ 20.5bn

Capital instruments: ~€5.5bn; €6.6bn already issued[2] of which the following main benchmark trades:

- **AT1**:
  - $1.25bn priced on 05.01.22, PerpNC5[3], at 4.625% (sa, 30/360); equiv. 5Y US Treasuries+320 bps
  - $2bn priced on 08.08.22, PerpNC7[4], at 7.75% (sa, 30/360); equiv. 5Y US Treasuries+490 bps
  - €1bn priced on 30.08.22, PerpNC7.25[5], at 6.875% (sa, Act/Act); equiv. mid-swap€+464 bps
- **Tier 2**:
  - SGD350m priced on 15.02.22, 10NC5[6], at 3.125% (sa, Act/365); equiv. 5Y mid-swap SORA-OIS+140 bps
  - €1.5bn priced on 25.03.22, 10NC5[6], 2.5% (a, Act/Act), equiv. mid-swap€+160 bps
  - SGD300m priced on 04.07.22, 10NC5[6], at 5.25% (sa, Act/365); equiv. 5Y mid-swap SORA-OIS+275 bps

Non Preferred Senior debt: ~ €15bn; €12.8bn already issued[2] of which the following main benchmark trades:

- €1.5bn priced on 04.01.22, 8.5NC7.5[7], at mid-swap€+83 bps
- CHF220m priced on 06.01.22, 6NC5[8], at CHF mid-swap+68 bps
- Dual tranche priced on 12.01.22:
  - $1.75bn, 6NC5[8], at US Treasuries+110 bps
  - $1.25bn, 11NC10[9], at US Treasuries+140 bps
- A$525m priced on 17.02.22, dual tranche fixed rate and floating rate notes, 6NC5[8], at 3M BBSW+150 bps
- £450m priced on 17.02.22, 7Y bullet, at UK Gilt+155 bps
- €1.5bn priced on 31.03.22, 10Y bullet, at mid-swap€+90 bps
- €1.5bn priced on 18.05.22, 6.2NC5.2[10], at mid-swap€+137 bps
- €1.5bn priced on 25.08.22, 7Y bullet, at mid-swap€+160 bps
- CHF200m priced on 30.08.22, 7Y bullet, at CHF mid-swap+140bps

Around 95%[11] of the regulatory issuance plan realised as of 8 November 2022

1. Subject to market conditions, indicative amounts; 2. As of 8 November 2022, € valuation based on historical FX rates for cross-currency swapped issuances and on 30 September 2022 for other issuances; 3. Perpetual, callable on year 5, and every 5 year thereafter; 4. Perpetual, callable on year 7, and every 5 year thereafter; 5. Perpetual, callable on year 7.25, and every 5 year thereafter; 6. 10-year maturity callable on year 5 only; 7. 8.5-year maturity callable on year 7.5 only; 8. 6-year maturity callable on year 5 only; 9. 11-year maturity callable on year 10 only; 10. 6.2-year maturity callable on year 5.2 only; 11. NB: correction of the percentage published in 3Q22 results

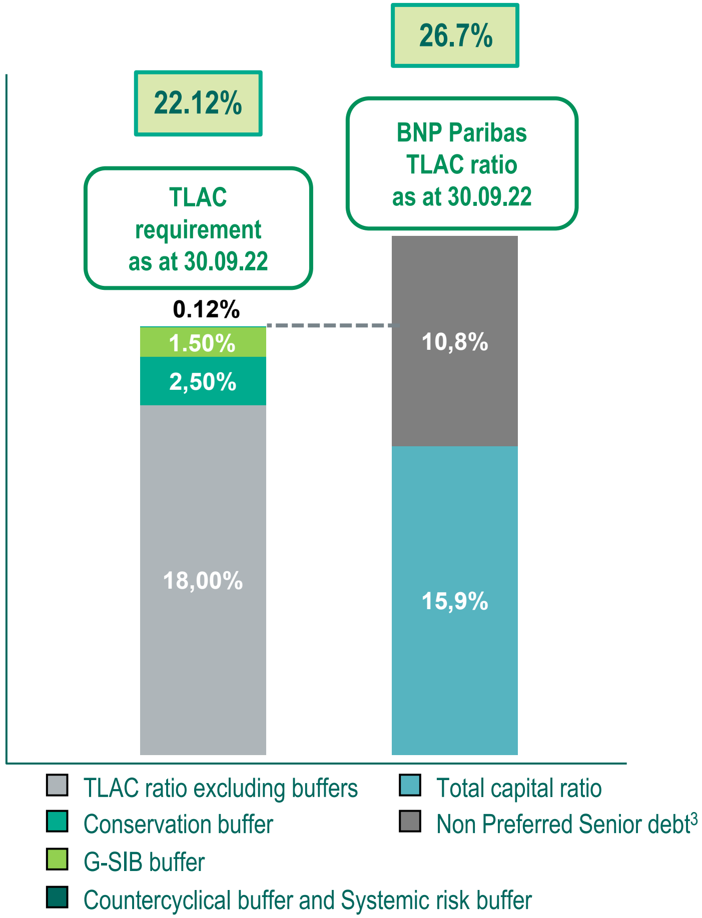
TLAC ratio: ~460 bps above the requirement without calling on the Preferred Senior debt allowance

- **TLAC requirement as at 30.09.22: 22.12% of RWA**
  - Including capital conservation buffer, G-SIB buffer, countercyclical capital buffer (4 bps as of 3Q22) and systemic risk buffer[1] (8 bps as of 3Q22)
- **TLAC requirement as at 30.09.22: 6.75% of leverage ratio exposure**

- **BNP Paribas TLAC ratio as at 30.09.22[2]**

✓ **26.7% of RWA**:
  - ✓ 15.9% total capital as at 30 September 2022
  - ✓ 10.8% of Non Preferred Senior debt[3]
  - ✓ Without calling on the Preferred Senior debt allowance

✓ **7.7% of leverage ratio exposure**



1. Systemic risk buffer at Group level resulting from additional capital requirement for mortgage portfolios in Belgium, replacing former add-on on RWA, with an overall neutral impact; 2. In accordance with Regulation (EU) No.575/2013 as amended by Regulation (EU) No. 2019/876, Article 72b paragraphs 3 and 4, some Preferred Senior debt instruments (amounting to 7,144 million euros as at 30 September 2022) are eligible within the limit of 3.5% of risk-weighted assets; BNP Paribas did not use this option as at 30 September 2022; 3. Principal amount outstanding and other regulatory adjustments, including amortised portion of Tier 2 instruments with residual maturity over 1 year.

Distance to MDA restrictions

Reminder: Pillar 2 is composed of:

- "Pillar 2 Requirement" (public), applicable to CET1, Tier 1 and Total Capital ratios
- "Pillar 2 Guidance" (not public), not applicable for distributable amount restrictions (MDA – Maximum Distributable Amount)

Capital requirements as at 30.09.22[1]:

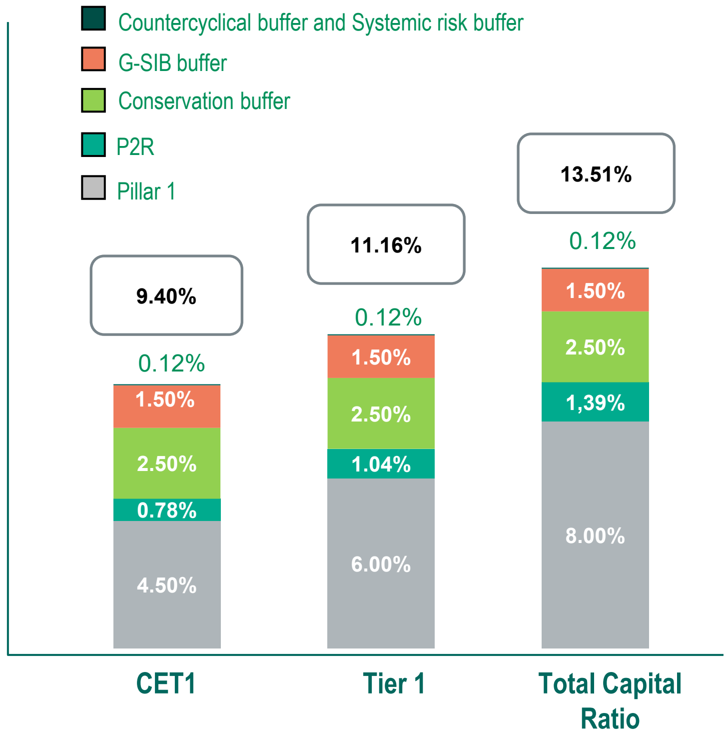
- CET1: 9.40%
- Tier 1: 11.16%
- Total Capital: 13.51%

MREL requirement as at 30.09.22 :

- Distance[3] to possible M-MDA restrictions: in force since 01.01.22 but not constraining, as higher than the distance to MDA restrictions

Distance[3] as at 30.09.22 to Maximum Distributable Amount restrictions[2] equal to the lowest of the calculated amounts: €17.9bn

Capital requirements as at 30.09.22[1]



	CET1	Tier 1	Total Capital Ratio
BNP Paribas Capital ratios as of 30 September 2022	12.1%	13.5%	15.9%
Distance[3] as of 30 September 2022 to Maximum Distributable Amount restrictions[2]	270 bps €20.7bn	235 bps €17.9bn	240 bps €18.3bn

1. Including a countercyclical capital buffer of 4 bps and a systemic risk buffer of 8 bps; 2. As defined by the Article 141 of CRD4; 3. Calculated on the basis of €766bn RWA as of 30.09.22

BNP Paribas Long-Term Debt Ratings by Debt Category

As of 8 November 2022	Standard & Poor's	Moody's	Fitch Ratings	DBRS
Senior Preferred	A+	Aa3	AA-	AA (Low)
Senior Non Preferred	A-	Baa1	A+	A (High)
Tier 2	BBB+	Baa2	A-	A
Additional Tier 1	BBB-	Ba1	BBB	NA
Outlook	Stable	Stable	Stable	Stable

Any rating action may occur at any time

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3Q22 HIGHLIGHTS

APPENDIX

3Q22: A solid performance

Revenue growth, positive jaws effect and prudent risk management

Strong growth in revenues, supported by all divisions

- Strong increase in **Corporate & Institutional Banking** (+5.9%)
- Solid growth in **Commercial, Personal Banking & Services**[1] (+9.6%)
- Strong rise in **Investment & Protection Services** (+8.9%)

Positive jaws effect (+2.0 points)

Prudent, proactive and long-term risk management reflected in low cost of risk

Very good level of net income[5]

Robust balance sheet
Increase in profitability (ROTE[2]: 11.4%)

Revenues: +8.0% vs. 3Q21
Operating expenses: +6.0% vs. 3Q21

(at constant scope and exchange rates)
Revenues: +4.9% vs. 3Q21
Operating expenses: +2.8% vs. 3Q21

Underlying cost of risk[3]
31 bps[4]

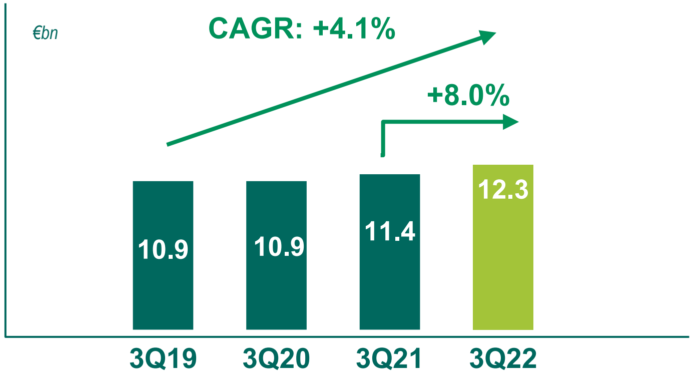
Net income[5]
3Q22: €2,761m (+10.3% vs. 3Q21)

CET1 ratio: 12.1%[6]

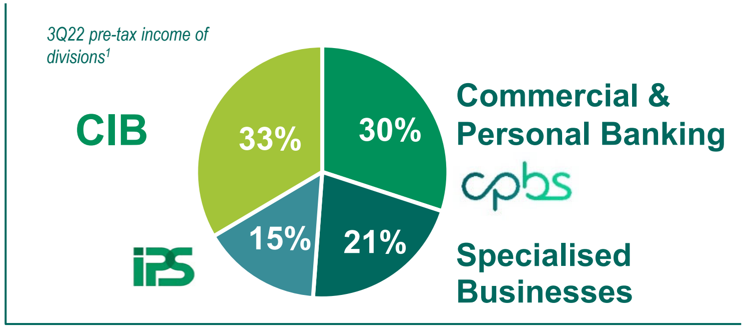
1. Including 100% of Private Banking in Commercial & Personal Banking (including PEL/CEL effects in France); 2. Return on tangible equity non revaluated; 3. Excl. the exceptional impact of the "Act on assistance to borrowers" in Poland accounted in cost of risk, 39 bps including this impact; 4. Cost of risk / customer loans outstanding at the beginning of the period; 5. Group share; 6. See slide 5

Solid 3Q22 results driven by the strength of BNP Paribas' model

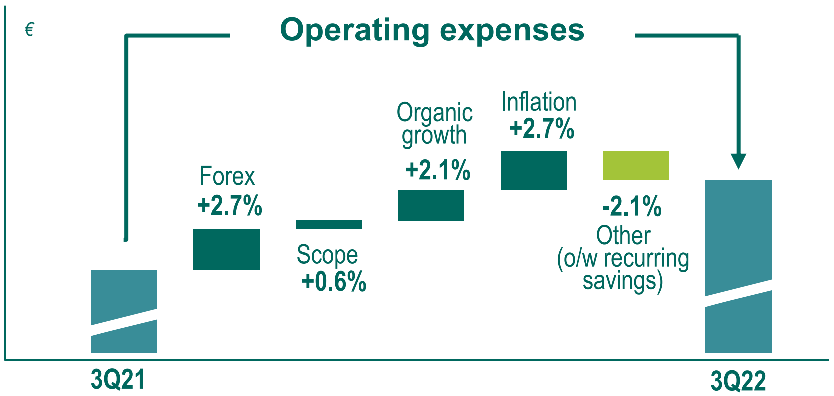
Strong growth in results



Balanced and diversified performance



Strong operational performance



Jaws effect (3Q22): +2.0 pts

- CIB: +1.4 pts
- CPBS[2]: +2.6 pts
- IPS: +4.2 pts

1. As a % of pre-tax income of operating divisions, including 2/3 of Private Banking in Commercial & Personal Banking; 2. Including 100% of Private Banking (including PEL/CEL effects in France)

A potential for growth strengthened within BNP Paribas' diversified and integrated model

Acceleration in organic growth

Targeted investments (technologies & innovative business models)

Bolt-on acquisitions in value-added businesses

Achievements as soon as 2022 consolidating the integrated and diversified model

Equities (*prime brokerage* and *Exane* - **CIB**), Buy Now Pay Later and e-commerce (*Floa* – **CPBS**), automated currency risk management (*Kantox* - **CPBS** and **CIB**)

Private debt (*Dynamic Credit Group* - **Asset Management**), long-term leasing (*Terberg Business Lease Group* in the Netherlands - **Arval**), auto loans (partnerships with *Stellantis* and *Jaguar Land Rover* - **Personal Finance**)

Consolidation of *bpost bank* and addition of a distribution channel (**CPBB**)

Objective of >€1.4bn in annual revenues generated in 2022 by these acquisitions and partnerships
Objective of ~€2.0bn on a full year basis with their ramp up

Supported by the capital to be released with the sale of Bank of the West (~€11bn / ~170bps)[1]

Redeployment of **~€7bn (~110bps)[1]** within the diversified and integrated model

Extraordinary distribution in the form of share buybacks to neutralise the expected dilution **(~€4bn)[1]**

Accompanied by the positive impact of higher interest rates

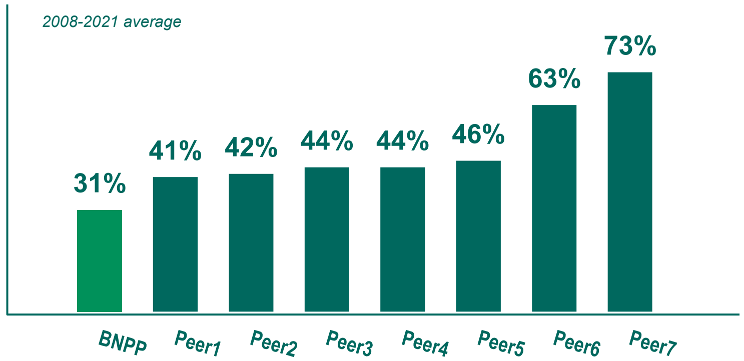
>€+2.0bn
Increase on the interest income by 2025 vs. the assumptions of the GTS 2025 plan

1. Upon customary conditions precedent; preliminary estimates; see press release of 20 December 2021

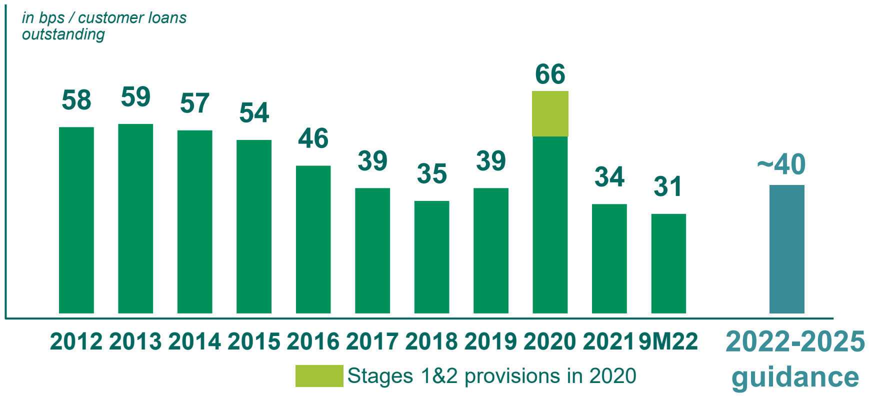
A high-quality risk profile

Long-term, prudent and proactive risk management

Prudent approach: CoR / GOI ratio among the lowest in Europe[1]



Proactive and long-term management reflected in a low cost of risk



High level of coverage and prudence

- **+€710m in ex-ante provisioning of expected losses (stages 1 & 2) in 9M22[2]** in relation to the indirect effects of the invasion of Ukraine and higher inflation and interest rates
- **73.1%** coverage ratio on non-performing loans (stage 3)

1. Sources: publications of euro zone banks: BBVA, Crédit Agricole SA, Deutsche Bank, Intesa SP, Santander, Société Générale, UniCredit; 2. +€511m in 2Q22 and +€199m in 3Q22

3Q22 – Main exceptional items
Negative total exceptional items this quarter

Exceptional items

	3Q22	3Q21
Operating expenses		
• Restructuring costs and adaptation costs (*Corporate Centre*)	-€32m	-€20m
• IT reinforcement costs *(Corporate Centre)*	-€97m	-€42m
Total exceptional operating expenses	***-€129m***	***-€62m***
Cost of risk		
• Impact of the "Act on assistance to borrowers" in Poland (*Corporate Centre)*	-€204m	
Total exceptional cost of risk	***-€204m***	
Other non-operating items		
• Capital gain on the sale of Allfunds shares[1] (*Corporate Centre*)		+€144m
• Goodwill impairments (*Corporate Centre*)		-€149m
Total exceptional other non-operating items		***-€5m***
Total exceptional items (pre-tax)	**-€333m**	**-€67m**
Total exceptional items (after tax)[2]	**-€259m**	**-€92m**

1. Disposal of 1.97% stake in Allfunds; 2. Group share

3Q22 – Consolidated Group

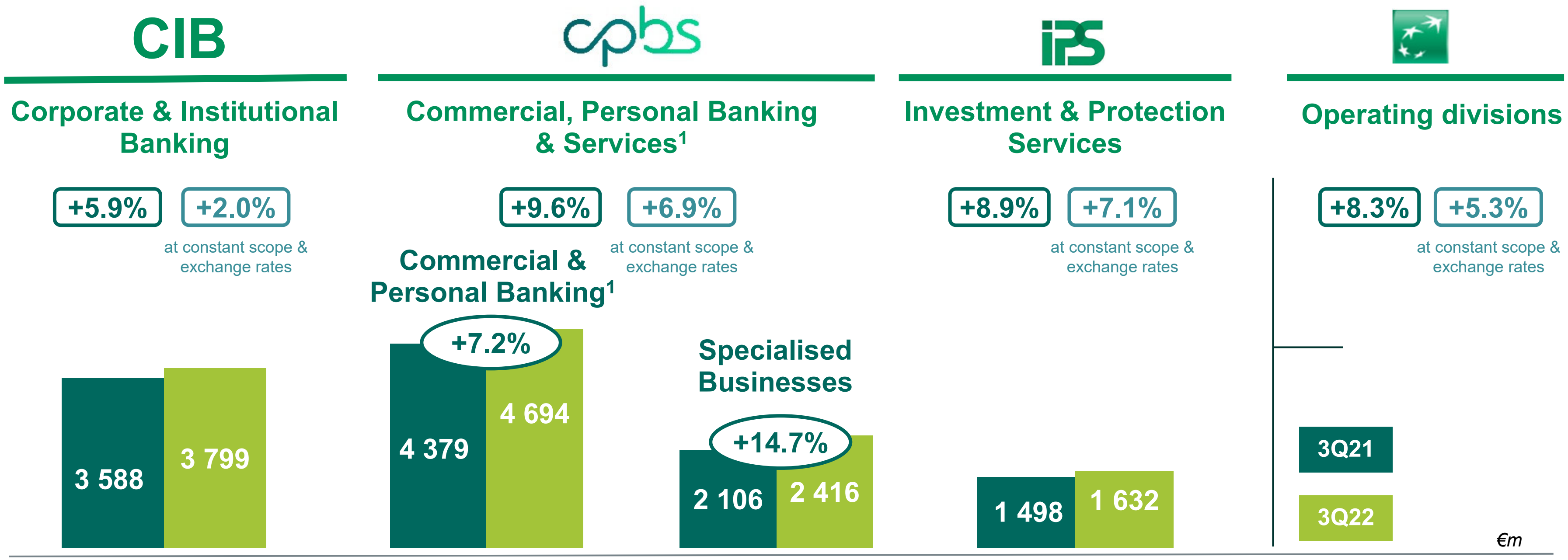
	3Q22	3Q21	3Q22 vs. 3Q21	3Q22 vs. 3Q21 At constant scope & exchange rates	3Q22 vs. 3Q21 Operating divisions
Revenues	**€12,311m**	**€11,398m**	**+8.0%**	**+4.9%**	**+8.3%**
Operating expenses	-€7,857m	-€7,412m	+6.0%	+2.8%	+5.9%
Gross operating income	**€4,454m**	**€3,986m**	**+11.7%**	**+8.9%**	**+12.6%**
Cost of risk	-€947m	-€706m	+34.1%	+30.4%	+22.6%
Operating income	**€3,507m**	**€3,280m**	**+6.9%**	**+4.5%**	**+10.7%**
Non-operating items	€227m	€170m	+33.5%	na	-4.4%
Pre-tax income	**€3,734m**	**€3,450m**	**+8.2%**	**+10.0%**	**+9.8%**
Net income, Group share	**€2,761m**	**€2,503m**	**+10.3%**		
Net income, Group share excluding exceptional items[1]	**€3,020m**	**€2,595m**	**+16.4%**		

Return on tangible equity (ROTE): 11.4%

Earnings Per Share (EPS): €6.19 (+12.8% vs. 9M21)

1. See slide 18

3Q22 – Revenues
Growth in revenues in all divisions



- **CIB:** strong increase driven by the very good performance at Global Markets and Securities Services – good resilience of Global Banking in an unfavourable market
- **CPBS:** solid growth in Commercial & Personal Banking with marked increases in France (+6.0%[1]), Luxembourg (+8.4%[1]) and outside the euro zone (+21.9%[1]) – very solid growth in Specialised Businesses
- **IPS:** strong rise in a very unfavourable market context, driven mainly by the increase in Insurance (+7.2%) and Wealth Management (+9.1%)

1. Including 100% of Private Banking in Commercial & Personal Banking (including PEL/CEL effects in France)

3Q22 – Operating expenses
Positive jaws effect in all divisions

CIB – **Corporate & Institutional Banking**

+4.5% | -0.2% (at constant scope & exchange rates)

CPBS – **Commercial, Personal Banking & Services[1]**

+7.0% | +4.5% (at constant scope & exchange rates)

IPS – **Investment & Protection Services**

+4.8% | +2.9% (at constant scope & exchange rates)

Operating divisions

+5.9% | +2.8% (at constant scope & exchange rates)

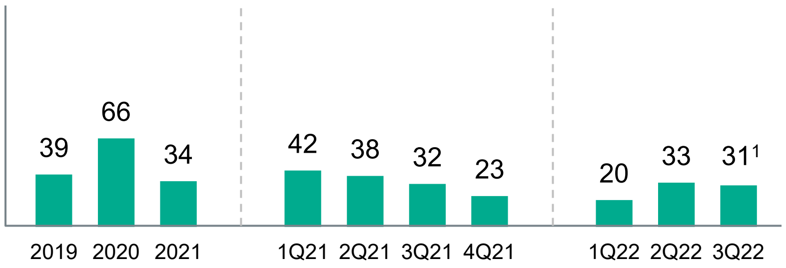
- **CIB:** stability of operating expenses excluding exchange rates impact – positive jaws effect (+1.4 pts)
- **CPBS:** increase in operating expenses with the growth in business activity and scope impacts in Commercial & Personal Banking and Specialised Businesses – positive jaws effect (+2.6 pts[1])
- **IPS:** increase in operating expenses supporting business development and targeted initiatives – very positive jaws effect (+4.2 pts)

1. Including 100% of Private Banking in Commercial & Personal Banking

Cost of risk (1/3)

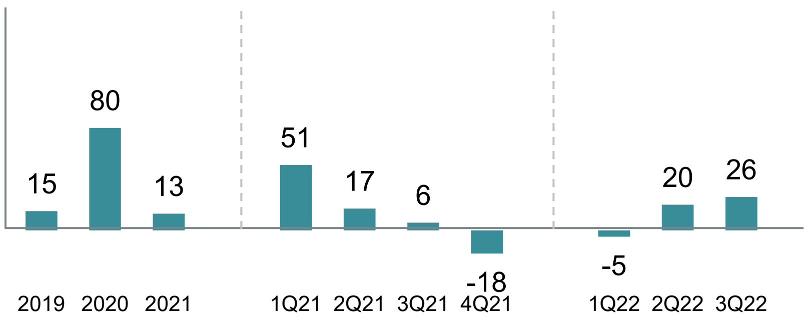
Cost of risk / Customer loans outstanding at the beginning of the period (in annualised bps)

Group



- Cost of risk: €947m (+€158m vs. 2Q22; +€241m vs. 3Q21)
- €743m (-€46m vs. 2Q22; +€37m vs. 3Q21) excluding the exceptional impact due to the "Act on assistance to borrowers" in Poland (€204m) in 3Q22
- Cost of risk at a low level
- Driven by low provisions on non-performing loans (stage 3) as well as provisions on performing loans[2]
- 3Q21 reminder: moderate releases of provisions on performing loans[2]

CIB – Global Banking



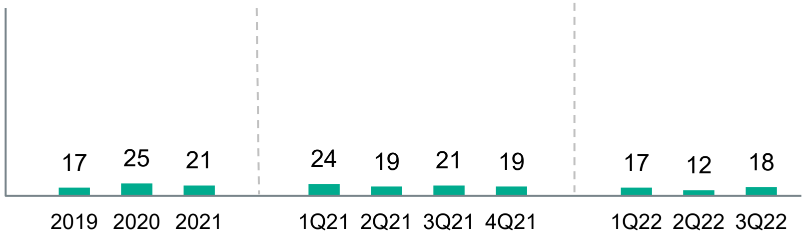
- Cost of risk: €116m (+€31m vs. 2Q22; +€92m vs. 3Q21)
- Cost of risk at a low level
- Release of provisions on non-performing loans (stage 3) offset by provisions on performing loans[2]
- 1Q22 reminder: release of provisions on performing loans[2]

1. Excluding the exceptional impact of the "Act on assistance to borrowers" in Poland, 39 bps including this impact; 2. Stages 1 & 2

Cost of risk (2/3)

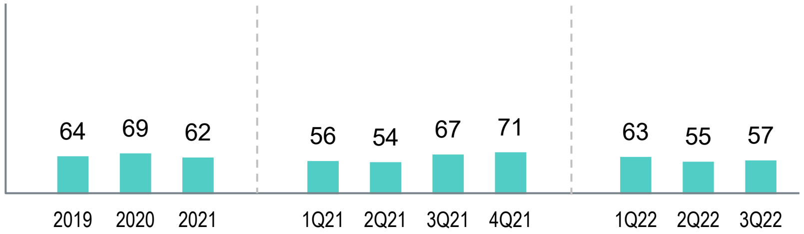
Cost of risk / Customer loans outstanding at the beginning of the period (in annualised bps)

CPBF[1]



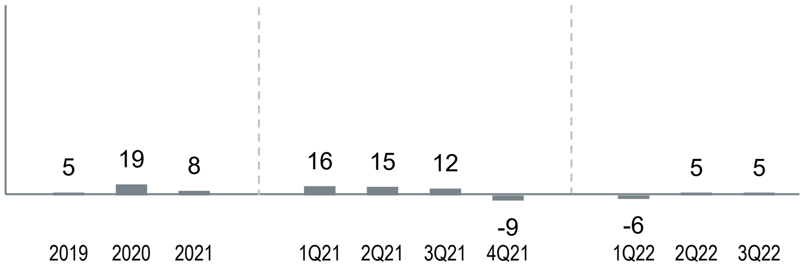
- Cost of risk: €102m (+€38m vs. 2Q22; -€14m vs. 3Q21)
- Cost of risk at a low level

BNL bc[1]



- Cost of risk: €114m (+€4m vs. 2Q22; -€16m vs. 3Q21)
- Low cost of risk and lower provisions on non-performing loans (stage 3)

CPBB[1]



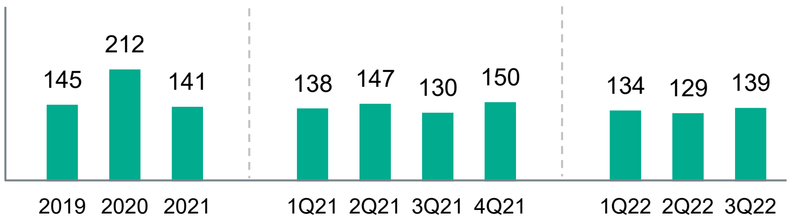
- Cost of risk: €17m (stable vs. 2Q22; -€19m vs. 3Q21)
- Cost of risk at a very low level

1. Including 100% of Private Banking

Cost of risk (3/3)

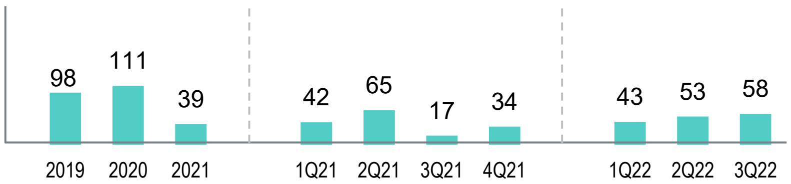
Cost of risk / Customer loans outstanding at the beginning of the period (in annualised bps)

Personal Finance



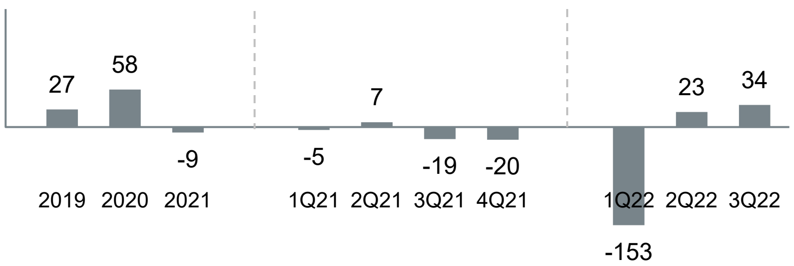
- Cost of risk: €336m (+€27m vs. 2Q22; +€33m vs. 3Q21)
- Low cost of risk

Europe-Mediterranean[1]



- Cost of risk: €55m (+€7m vs. 2Q22; +€40m vs. 3Q21)
- Low cost of risk and lower provisions on non-performing loans (stage 3)
- 3Q21 reminder: releases of provisions on performing loans[2]

BancWest[1]



- Cost of risk: €49m (+€19m vs. 2Q22; +€72m vs. 3Q21)
- Cost of risk at a low level
- 3Q21 and 1Q22 reminder: release of provisions[2] related to the public-health crisis

1. Including 100% of Private Banking; 2. Stages 1 & 2

An ambitious policy of engaging with society
Engaging with our clients to support them in their transition

Award for the best net-zero progression of the year in EMEA (Europe, Middle East, Africa)

Environmental Finance
COMPANY Awards 2022
Winner
Net zero progression of the year – EMEA

- This award recognises the commitment made by the Group and its businesses to **support their clients in their transition towards carbon neutrality**
- As part of NZBA[1], the Group in May 2022 released **objectives for reducing the intensity of financed carbon emissions by 2025** in the three most heavily emitting sectors: electricity generation, oil & gas (upstream production activities and refining), and car manufacturers

Scaling up our engagements around five priority pillars

Sustainable Savings, Investments and Financing

- Announcement of **carbon footprint reduction objective** and allocation target of **€800m in investments in environmental themes** by BNP Paribas Cardif, as a member of NZAOA[2]
- **A new bank offering by the joint-venture Dreams Sustainable**: optimisation of savings and reduction of greenhouse gas emissions via everyday spending choices

Transition towards carbon neutrality

- **First bond tokenisation**[3] for an **EDF ENR solar energy project**
- **First green bond issued** by **General Motors** to develop its electric vehicles platform
- Global coordinator of **Neoen's green convertible bond** for the purpose of financing projects for the production and storage of renewable energy (solar and wind)
- **Partnership of BNP Paribas Leasing Solutions with TSG**: solutions for electric vehicle charging stations and production of electricity based on solar power

1. Net Zero Banking Alliance; 2. Net Zero Asset Owner Alliance; 3. Issuance of securities in the form of a digital asset issued on the public blockchain

An ambitious policy of engaging with society

Mobilising around five priority pillars

Natural capital & Biodiversity

- Signing by BNP Paribas Asset Management of the Business Coalition for a Global Plastics Treaty, alongside, among others, the **Ellen MacArthur Foundation**, which aims to put an end to **plastic pollution**
- A €5m investment in **Le Printemps des Terres**, which supports ecosystems via responsible agriculture
- Investment by the BNP Paribas Solar Impulse Venture Fund in the €15m fundraising by **NatureMetrics** (**which measures biodiversity based on DNA analysis**)

Social inclusion

- **Making services accessible to the hearing-impaired** with a sign-language translation tool available online or at branches, with the option of setting up a meeting in sign-language via the app Booksy (BNP Paribas Polska)
- **Nickel being rolled out into Belgium and Portugal**

Circular economy

- Participation in the €15m fundraising by **Phenix, which combats food waste** by the BNP Paribas Solar Impulse Venture and BNP Paribas Social Business Impact funds
- CPBF has partnered with **REUSE.LAB**, a new incubator of reuse and repair start-ups
- New BNP Paribas Personal Finance partnerships with **Cyclable (bike rentals in France), Swappie and Rehappy (refurbishing model phones in Italy)**
- Launch of **two Apollo Circular Economy funds** (in January and August 2022), indexed on the performance of **circular economy** companies and totalling €43.5m in assets under management as of the end of September 2022

LABEL DIVERSITÉ AFNOR CERTIFICATION www.afnor.org | LABEL ÉGALITÉ AFNOR CERTIFICATION www.afnor.org

- Renewal of the Group's distinction as the only bank holding the **AFNOR Alliance label**, which combines the **Diversity** and **Professional Equality** labels.

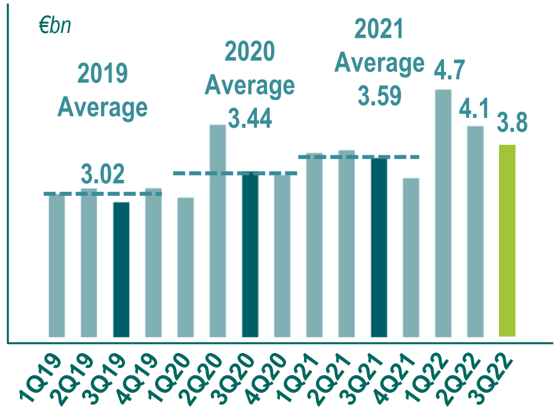
Corporate & Institutional Banking – 3Q22
Very good level of results sustained by strong client activity

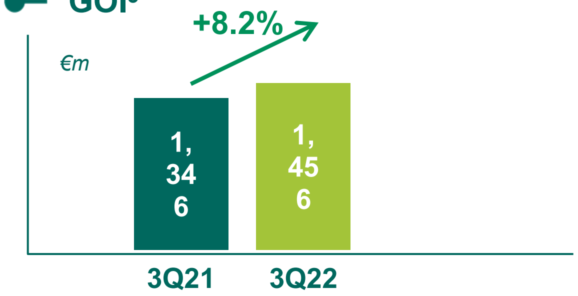
Good business drive, leveraging a diversified and integrated model
- **Financing:** good resilience amid decreasing primary markets (syndicated loans, bonds and equities)
- **Markets:** strong client demand for derivatives on commodities, and on rates and foreign exchange markets; good level of demand in equities
- **Securities Services:** strong business drive and continued high level of transactions

Further market share gains
- Increased market shares and consolidation of **European leadership** in **financing**[1] and **transaction banking**[2]
- Consolidation of **leadership on multi-dealer electronic platforms**

Revenues: €3,799m (+5.9% vs. 3Q21)
- +2.0% at constant scope and exchange rates
- Good resilience of Global Banking in an unfavourable context (-7.9%)
- Very strong rise at Global Markets (+14.7%)
- Solid increase at Securities Services (+9.9%)

Operating expenses: €2,343m (+4.5% vs. 3Q21)
- -0.2% at constant scope and exchange rates
- Increase mainly driven by exchange rate effects
- Positive jaws effect (+1.4 pt)

Growth in CIB revenues (1Q19-3Q22)


GOI[3]


Pre-tax income: €1,369m (+2.9% vs. 3Q21)

1. Source: Dealogic as at 30.09.22, EMEA, bookrunner in volume; 2. Source: 2022 Greenwich Leaders European Large Corporate Cash Management and Trade Finance; 3. Gross operating income

Commercial, Personal Banking & Services – 3Q22

Strong increase in results and positive jaws effect

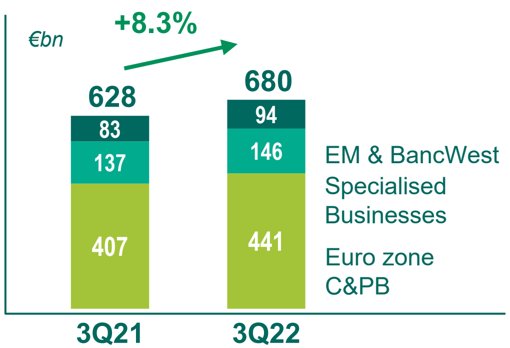
Good business drive

- **Loans:** +8.3% vs. 3Q21, good growth in all businesses, increase in loans to individual and corporates
- **Deposits:** +7.1% vs. 3Q21, strong increase across all customer segments
- **Private banking:** very strong net asset inflows (+€3.2bn) particularly in France
- **New Digital Businesses:** Fast pace of account openings at Nickel (~54,000 per month[1]) and ongoing roll-out in Europe with launches in Belgium and Portugal

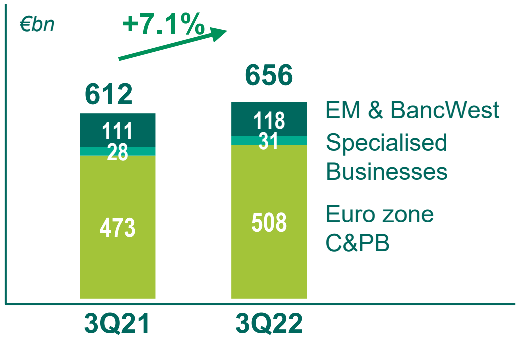
Ongoing digitalisation of uses and processes

- ~279 million monthly connexions to the mobile apps[2] (+24.3% vs. 3Q21)
- **New technologies:** agreement to acquire the fintech **Kantox[3]** (automation of foreign exchange currency risk platform for corporates) in partnership with **Global Markets**

Loans



Deposits



Revenues[4]: €7,110m (+9.6% vs. 3Q21)

- Good performance of Commercial & Personal Banking (+7.2%)
- Very strong growth at Specialised Businesses (+14.7%)

Operating expenses[4]: €4,330m (+7.0% vs. 3Q21)

- +4.5% at constant scope and exchange rates
- Positive jaws effect (+2.6 pts)

Pre-tax income[5]: €2,092m (+8.6% vs. 3Q21)

1. On average in 3Q22 in France and Spain; 2. Perimeter: individuals, professional and private banking customers of commercial and digital banks, Nickel and Personal Finance; 3. Acquisition subject to regulatory approval; 4. Including 100% of Private Banking including PEL/CEL effects; 5. Including 2/3 of Private Banking including PEL/CEL effects

Investment & Protection Services – 3Q22

Strong results growth in an unfavourable environment

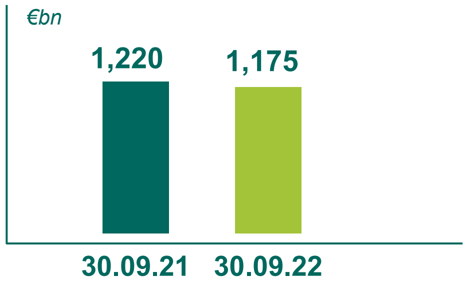
Good sales and business drive

- **Resiliency in net asset inflows (+€5.4bn in 3Q22):** strong net asset inflows at Wealth Management, particularly in France; slightly positive net asset inflows at Asset Management, driven by medium- and long-term vehicles
- **Good underlying business** at Insurance, driven by Savings, and at Real Estate, particularly in Property Management

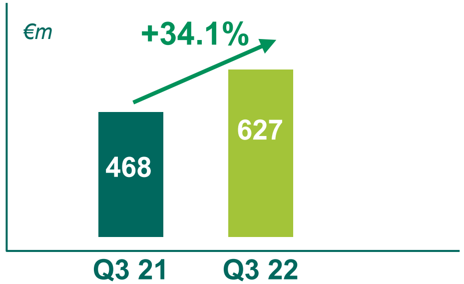
Continued anchoring of ESG within the various businesses

- **Leading positions in sustainable finance** at Asset Management: ongoing and gradual increase in the percentage of open funds classified Article 8 or Article 9[2], reaching 87% as at 30.09.22
- **Announcement of BNP Paribas Cardif commitments,** as part of the Net Zero Asset Owner Alliance, to align its investment portfolios with a carbon-neutral trajectory
- **Real Estate: launch of Pierre Impact,** a property fund with a social dimension (classified Article 9)

Assets under management[1]



Pre-tax income



Revenues: €1,632m (+8.9% vs. 3Q21)

- Increased revenues in Insurance
- Good growth in revenues at Wealth Management and Real Estate
- Impact of the market environment on Asset Management revenues

Operating expenses: €1,087m (+4.8% vs. 3Q21)

- Driven by business development and targeted initiatives
- Positive jaws effect (+4.2 pts)

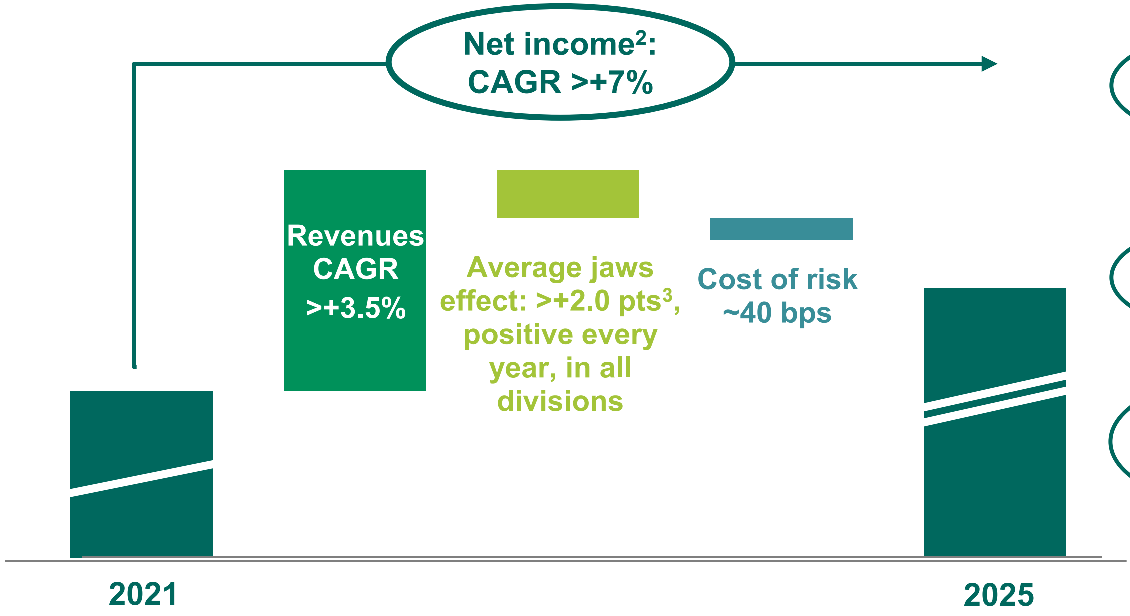
Pre-tax income: €627m (+34.1% vs. 3Q21)

- Positive impact of a capital gain on sale (by Wealth Management) in 3Q22
- Good contribution by associates

1. Including distributed assets; 2. Percentage of open funds distributed in Europe classified SFDR "Article 8" or "Article 9" as a percentage of assets under management

GTS 2025 strategic plan

Reminder: 2022-2025 Group objectives[1]



CET1

2024: 12.9%
Basel 3 (CRR2) fully loaded
2025: 12.0%
Basel 3 finalised (CRR3) fully loaded

ROTE

2024: ~11%
2025: >11%

Pay-out ratio

60%
With a minimum 50% paid in cash[4]

1. Scope excluding Bank of the West; 2. Group share; 3. 21-25 CAGR of Revenues minus 21-25 CAGR of Operating Expenses; 4. Subject to General Meeting approval

Conclusion

A solid performance
Revenue growth, positive jaws effect, and prudent risk management

Strength of BNP Paribas' model
Revenues: €12,311m (+8.0 % vs. 3Q21)

Positive jaws effect
+2.0 points

Low cost of risk
31 bps[1]

Very good level of results
Net income[2]: €2,761m (+10.3% vs. 3Q21)

A solid, diversified and integrated model generating growth higher than its underlying economy

1. Cost of risk / customer loans outstanding at the beginning of the period, excl. the exceptional impact of the "Act on assistance to borrowers" in Poland accounted in cost of risk, 39 bps including this impact; 2. Group share

STRONG SOLVENCY & FUNDING

2Q22 HIGHLIGHTS

APPENDIX

Main exceptional items – 9M22

Exceptional items

	9M22	9M21
Operating expenses		
• Restructuring costs and adaptation costs (*Corporate Centre*)	-€85m	-€103m
• IT reinforcement costs *(Corporate Centre)*	-€229m	-€107m
Total exceptional operating expenses	***-€314m***	***-€210m***
Cost of risk		
• Impact of "Act on assistance to borrowers" in Poland (Corporate Centre)	-€204m	
Total exceptional cost of risk	***-€204m***	
Other non-operating items		
• Badwill (bpost bank) *(Corporate Centre)*	+€244m	
• Capital gain on the sale of a stake (*Corporate Centre*)	+€204m	
• Impairment (Ukrsibbank) (Corporate Centre*)*	-€159m	
• Reclassification to profit and loss of exchange differences[1] (Ukrsibbank) (*Corporate Centre*)	-€274m	
• Goodwill impairments (*Corporate Centre*)		-€149m
• Capital gain on the sale of a BNP Paribas Asset Management stake in a JV (*Wealth and Asset Management*)		+€96m
• Capital gain on the sale of buildings (*Corporate Centre*)		+€302m
• Capital gain on the sale of Allfunds shares[2] (*Corporate Centre*)		+€444m
Total exceptional other non-operating items	***+€15m***	***+€693m***
Total exceptional items (pre-tax)	**-€504m**	**+€483m**
Total exceptional items (after tax)[3]	**-€383m**	**+€307m**

1. Previously recorded in Consolidated Equity; 2. Disposal of 8.69% stake in Allfunds; 3. Group share

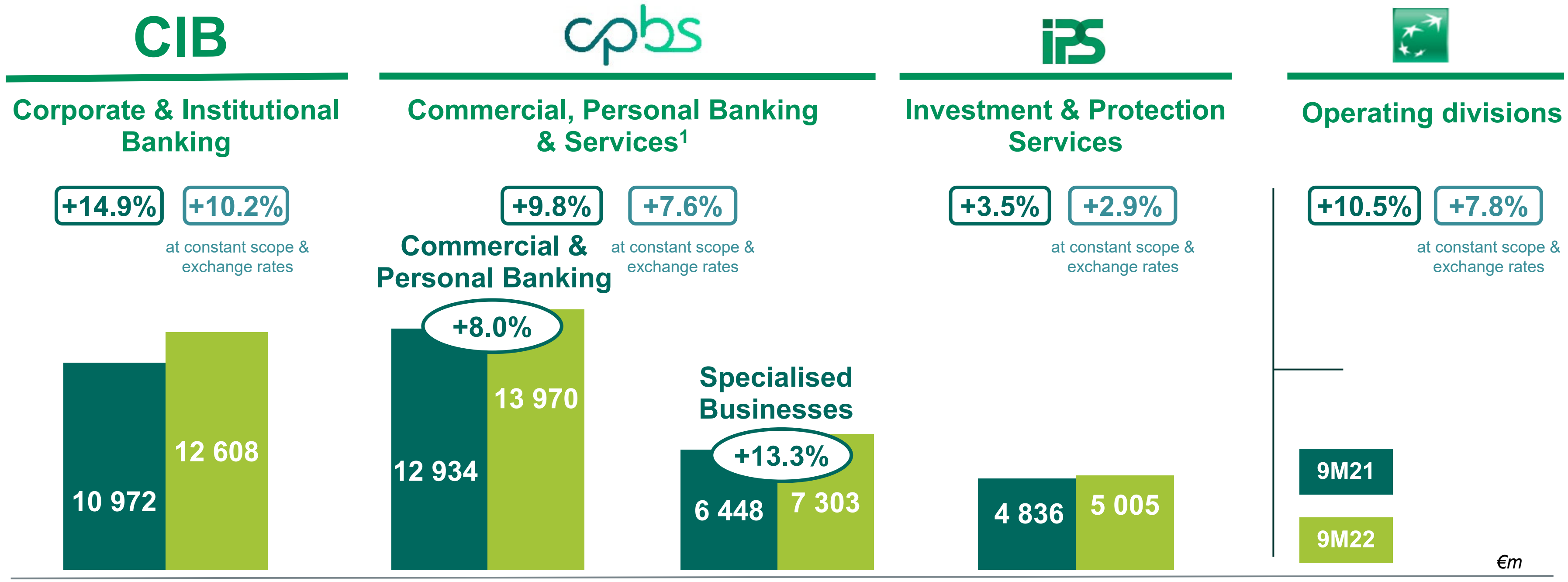
9M22 – Consolidated Group

	9M22	9M21	9M22 vs. 9M21	9M22 vs. 9M21 At constant scope &exchange rates
Revenues	**€38,310m**	**€35,003m**	**+9.4%**	**+6.9%**
Operating expenses	-€25,229m	-€23,181m	+8.8%	+5.6%
Gross operating income	**€13,081m**	**€11,822m**	**+10.6%**	**+9.2%**
Cost of risk	-€2,192m	-€2,415m	-9.2%	-16.1%
Operating income	**€10,889m**	**€9,407m**	**+15.8%**	**+15.7%**
Non-operating items	€624m	€1,060m	-41.1%	-9.2%
Pre-tax income	**€11,513m**	**€10,467m**	**+10.0%**	**+14.3%**
Net income, Group share	**€8,046m**	**€7,182m**	**+12.0%**	
Net income, Group share excluding exceptional items[1]	**€8,429m**	**€6,875m**	**+22.6%**	

1. See slide 33

9M22 – Revenues

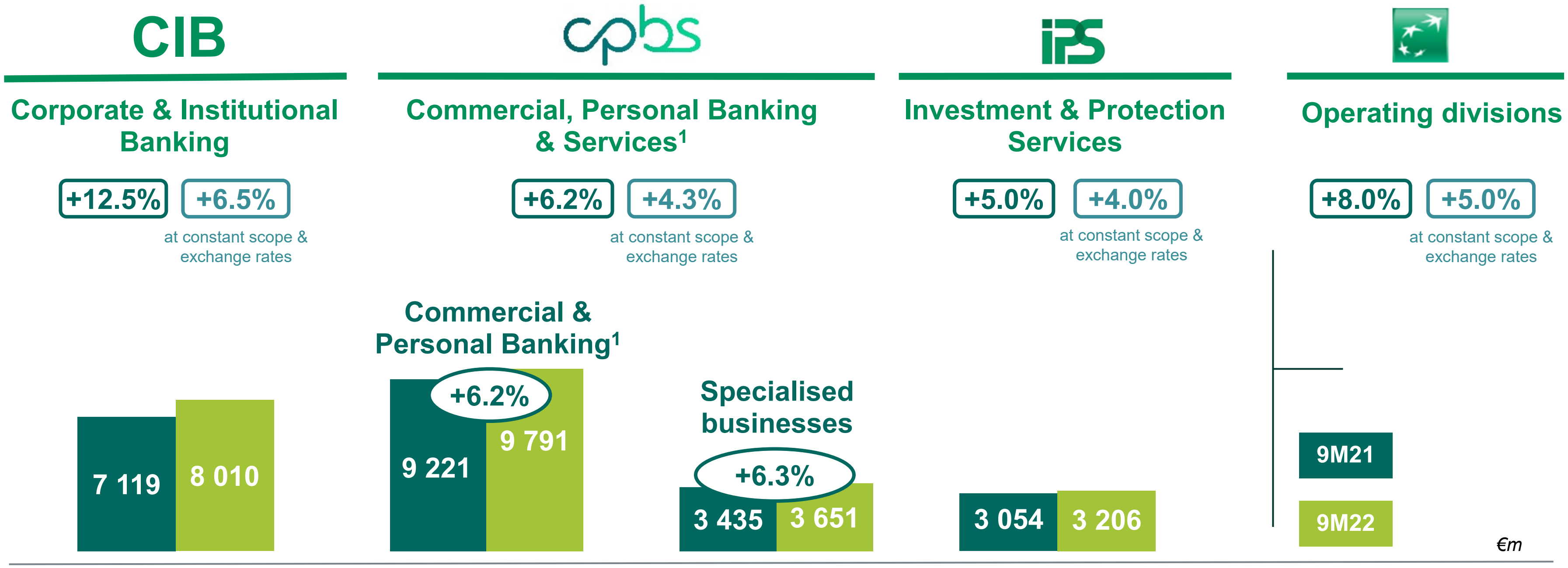
Growth in revenues in all divisions



- **CIB**: very strong increase driven by the very good performances of Global Markets and Securities Services – good resilience of Global Banking in an unfavourable market
- **CPBS:** very strong growth in Commercial & Personal Banking, due to higher net interest income and fees – very solid growth in revenues at Specialised Businesses
- **IPS:** increase in a very unfavourable market context, driven mainly by the growth in Private Banking (+7.2%) and the good resilience in Insurance

1. Including 100% of Private Banking in Commercial & Personal Banking (including PEL/CEL effects in France)

9M22 – Operating expenses
Positive jaws effect



- **CIB**: accompanying business growth and impact of change of scope – a positive jaws effect (+2.4 pts)
- **CPBS:** increase in operating expenses with the growth in business activity and scope impacts in Commercial & Personal Banking and Specialised Businesses – a positive jaws effect (+3.6 pts)
- **IPS**: increase in operating expenses supporting business development and targeted initiatives

1. Including 100% of Private Banking in Commercial & Personal Banking

CIB – Global Banking – 3Q22

Good business drive in an unfavourable context

Good resilience of activity sustained by the diversified model

- **Decrease in primary markets:** global syndicated loan, bond and equity markets down on the whole by 22%[1] vs. 3Q21
- **Loans** (€187bn, +12.1% vs. 3Q21[2]): further increase (+3.1% vs. 2Q22[2])
- **Deposits** (€209bn, +5.8% vs. 3Q21[2]): continued growth (+2.7% vs. 2Q22[2])
- **Cash management and trade finance**: very strong increase in activity in all three regions

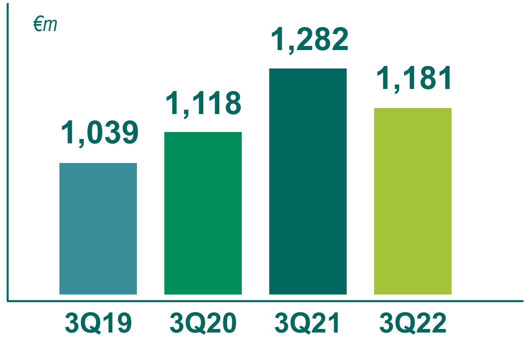
Continued market share gains

- Prudent management and further market share gains, particularly in EMEA financing[3] with consolidated leadership positions
- Market share gains in cash management[4] and trade finance[4] in Europe with large corporate clients

Revenues: €1,181m
(-7.9% vs. a high base in 3Q21)

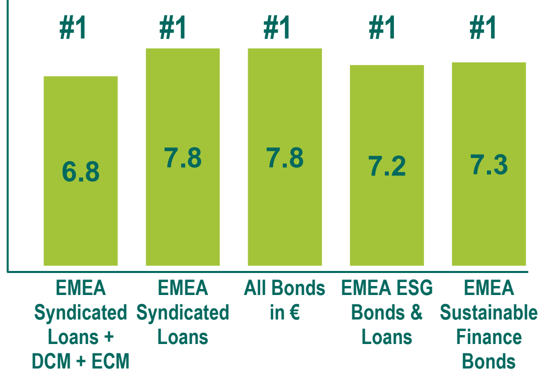
- -13.1% at constant scope and exchange rates
- Impact of markdowns of unsold positions in leveraged financing syndication
- Resilient performance by Capital Markets in EMEA (-20.5%) on a very unfavourable market
- Strong increase in trade finance and cash management (+27.0%)
- Strong growth in the Asia-Pacific region

Revenues sustained at a high level on a receding market



Acknowledged European leader

Rankings and market shares in volume terms in 9M22[5] (%)



1. Source: Dealogic as at 30.09.22, bookrunner in volume; 2. Average outstandings, change at constant scope and exchange rates; 3. Bookrunner market share in volume on the syndicated loan, bond and equity markets; source: Dealogic as at 30.09.22; 4. Source: 2022 Greenwich Leaders European Large Corporate (cash management in February 2022 and trade finance in September 2022); 5. Bookrunner market share in volume in 9M22, source: Dealogic as at 30.09.22

CIB – Global Markets – 3Q22

Very strong increase in revenues sustained by solid demand

Very robust client activity on the whole

- **Fixed income, currencies & commodities:** continued very strong client demand for derivatives, driven in particular by reallocation and hedging needs
- **Equity markets:** sustained level of activity business in derivatives this quarter; a good level of activity on the whole in prime services, but a less active primary market
- **Primary markets:** #1 in euro-denominated bond issuance led globally on a decreasing market[1]; #1 in sustainable bonds and green bonds issuance in EMEA[1]

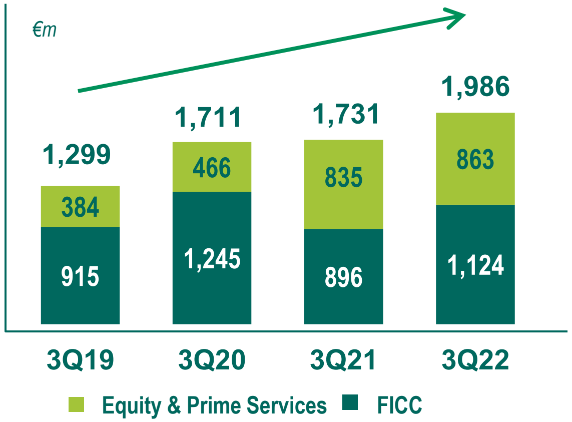
Ongoing digitalisation

- Consolidation of leadership positions in **multi-dealer electronic platforms**
- Agreement to acquire[2] the fintech **Kantox**, a plateform for automation of currency risk management for corporates

Revenues: €1,986m
(+14.7% vs. 3Q21)

- +11.6% at constant scope and exchange rates
- FICC (+25.5%): very good performance in commodity derivatives, rates, foreign exchange and emerging markets; context less favourable on the primary and credit markets
- Equity & Prime Services (+3.3%[7]): good level of client activity, particularly in equity derivatives, and good level of contribution from prime services

Strong increase in revenues



Ranking on multi-dealer electronic platforms

Forex market	#1 in NDFs and swaps[3]
Rates market	#1 on € Government bonds[4]
Credit market	#1 in € bonds issued by financial institutions[5] #2 on the whole on € bonds[5]
Equity derivatives	#1 on listed warrants and securities in Europe[6]

1. Source: Dealogic as at 30.09.22; bookrunner in volume; 2. In partnership with CPBS; subject to regulatory approvals; 3. Source: Bloomberg in 9M22; 4. Bloomberg and Tradeweb in 9M22; 5. Source: Bloomberg in 3Q22; 6. In market share in 3Q22; source: aggregated volumes (i) reported by the exchanges and (ii) traded on OTC platforms; 7. Reminder: consolidation of Exane effective 01.07.21

CIB – Securities Services – 3Q22
Strong increase in revenues

Very good business drive supported by the diversified model

- Sustained sales & marketing development, in particular with new mandates in Europe
- Increase in transaction volumes: +8.2% vs. 3Q21

Good resilience of assets in an unfavourable market context

- Impact of market decreases on assets as at 30.09.22 partly offset by the implementation of new mandates
- Average assets down by 8.1% vs. 3Q21

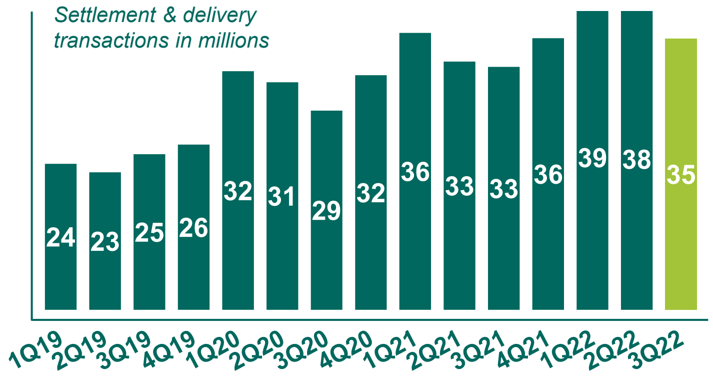
Continued transformation of the operating model

- Finalisation of the merger with BNP Paribas SA effective on 01.10.22: strengthened operational integration and enhanced client experience

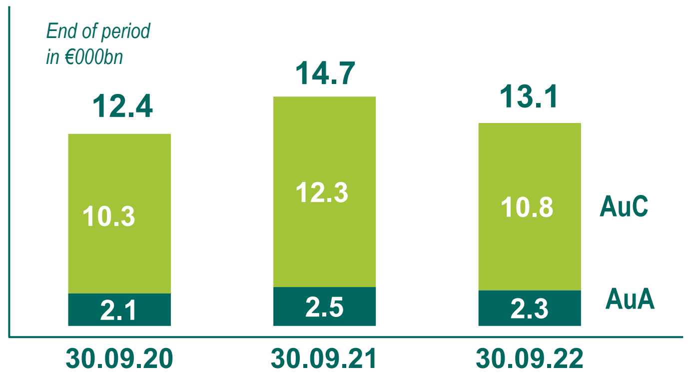
Revenues: €632m
(+9.9% vs. 3Q21)

- +7.7% at constant scope and exchange rates
- Sharp increase in transaction fees and favourable impact of the interest-rate environment

Transaction volumes



Assets under custody (AuC) **and under administration** (AuA)



CPBS – Commercial & Personal Banking in France – 3Q22

Strong increase in results and very positive jaws effect

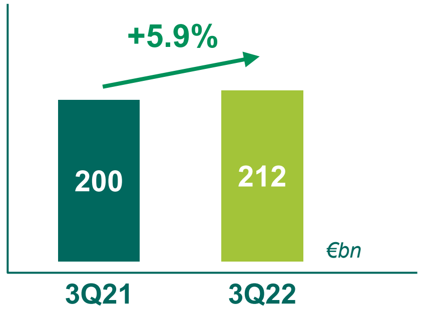
Good business drive

- **Loans:** +5.9% vs. 3Q21, good increase in working capital loans to corporates, increase in mortgage loans and consumer loans
- **Deposits:** +5.1% vs. 3Q21, increase in deposits across all customer segments
- **Off-balance sheet savings:** -5.9% vs. 30.09.21, stable gross life insurance inflows (-0.1% vs. 3Q21) – unfavourable market context
- **Private banking:** very strong net asset inflows (+€1.7bn), driven mainly by client acquisitions and by extension of relationships with entrepreneurs
- **Hello bank!:** further increase in number of customers (~740k, +12% vs. 30.09.21)

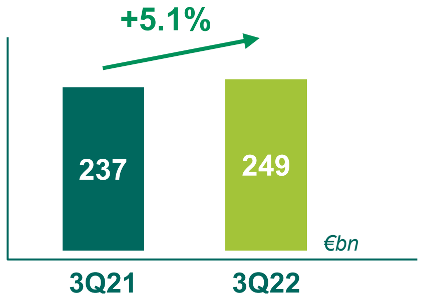
Strong growth in fees

- **Steep increase in banking fees** (+8.4% vs. 3Q21), thanks particularly to cash management, payment means, hedging, trade and insurance fees
- **Higher financial fees** (+6.1% vs. 3Q21), driven by a broad product offering and a favourable positioning in customer segments

Loans



Deposits



Revenues[1]: €1,669m (+6.0% vs. 3Q21)

- Net interest income: +4.7%, driven by the increase in volumes and the impact of the interest-rate and market environments
- Fees: +7.7%, with an increase across all customer segments, particularly in corporates

Operating expenses[1]: €1,133m (+0.3% vs. 3Q21)

- Ongoing impact of cost-savings measures
- Very positive jaws effect (+5.7 pts)

Pre-tax income[2]: €398m (+14.2% vs. 3Q21)

- Cost of risk at a low level
- 3Q21 Reminder: positive impact of a non-recurring item

1. . Including 100% of Private Banking in France, including PEL/CEL effects (+€13m in 3Q22, +€3m in 3Q21); 2. Including 2/3 of Private Banking in France, including PEL/CEL effects

CPBS – BNL banca commerciale – 3Q22

Ongoing impact of the transformation of the operating model

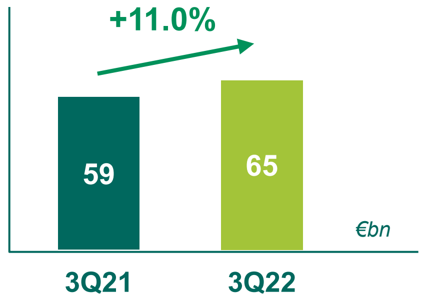
Good business drive

- **Loans:** +3.2% vs. 3Q21, 5.3% rise on the perimeter excluding non-performing loans, good increase in corporate and mortgage loans
- **Deposits:** +11.0% vs. 3Q21, steep increase in all customer segments, particularly corporates
- **Off-balance sheet savings:** -6.7% vs. 30.09.21, good increase in life insurance outstandings (+3.0% vs. 30.09.21) in an unfavourable market context

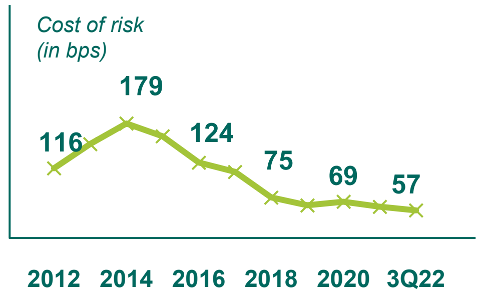
Optimising the operating model by outsourcing certain IT and back-office activities in 1H22

- Acceleration in the digital transformation and enhanced quality of service
- Cost variability: total transfer of 803 FTEs

Deposits



Constant improvement in cost of risk



Revenues[1]: €652m (-2.2% vs. 3Q21)

- -0.5% at constant scope[2]
- Net interest income: -0.8%, positive impact of the interest-rate environment on deposits offset by the gradual adjustment in loan margins
- Fees: -4.1%; stable at constant scope[2], increase in banking fees offset by the decrease in financial fees

Operating expenses[1]: €440m (-2.1% vs. 3Q21)

- -3.6% excluding taxes subject to IFRIC 21; positive jaws effect (+1.5 pt)
- Impact of the transformation of the operating model and adaptation measures (“*Quota 100*” retirement plan)

Pre-tax income[3]: €95m (+18.3% vs. 3Q21)

- +22.3% at constant scope[2]
- Decrease in the cost of risk

1. Including 100% of Italian Private Banking; 2. Business divestment effective 02.01.22; 3. Including 2/3 of Italian Private Banking

CPBS – Commercial & Personal Banking in Belgium – 3Q22

Growth in activity in support of the economy

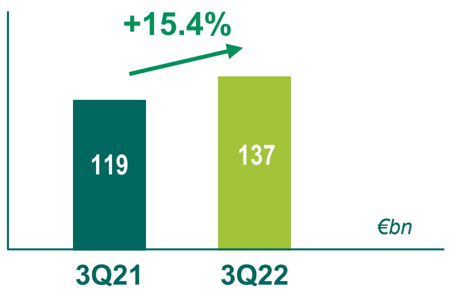
Significant increase in loans[1] (+15.4% vs. 3Q21)

- +8.1% at constant scope and exchange rates[2]
- Very strong growth in individual loans (+16.3%), mortgage loans in particular (+18.2%), significant contribution from bpost bank (+€8.5bn)
- Strong increase in corporate loans: +11.7% with a high level of factoring activity (+41.9%)

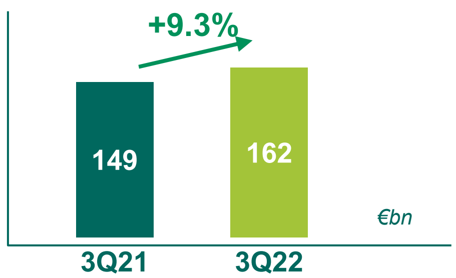
Accelerated growth in deposits with the integration of bpost bank

- **Deposits[1]:** +9.3% vs. 3Q21 (+1.3% at constant scope and exchange rates[2]), significant contribution from bpost bank (+€11.3bn)
- **Off-balance sheet savings:** -5.7% vs. 30.09.21, driven mainly by market performances

Loans[1]



Deposits[1]



Revenues[3]: €917m (-1.7% vs. 3Q21)

- Net interest income: -2.0%, up at constant scope[2] and excluding the impact of non-recurring items in 3Q21
- Fees: -1.1%, impact of the decrease in financial fees

Operating expenses[3]: €558m (+9.2% vs. 3Q21)

- +3.0% at constant scope[2]
- Increase driven mainly by inflation and despite the impact of cost-savings and optimisation measures

Pre-tax income[4]: €326m (-13.7% vs. 3Q21)

- Very high basis of comparison in 3Q21

1. See slide 58; 2. Consolidation of bpost bank since 01.01.2022; 3. Including 100% of Private Banking in Belgium; 4. Including 2/3 of Private Banking in Belgium

CPBS – Europe Mediterranean – 3Q22

Good business drive and strong increase in results

Commercial activity

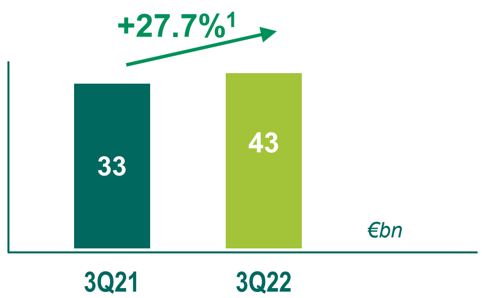
- **Loans:** +20.3%[1] vs. 3Q21, increased volumes in Poland and Turkey
- **Deposits:** +27.7%[1] vs. 3Q21, up in Poland and Turkey

Ongoing digitalisation

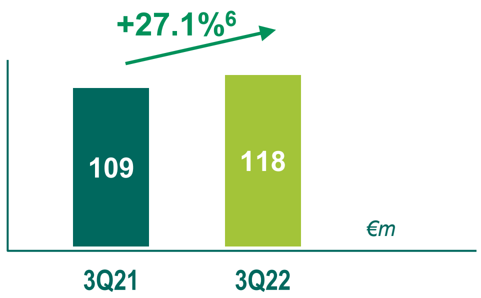
- 3.9 million active digital customers[2] (+18.2% vs. 30.09.21)
- TEB's expertise recognised as "Best SME Mobile Banking App"[3] and "Best User Experience Design"[3]

Limited overall impact from the implementation of IAS 29 and efficiency of the hedging : +€1m on pre-tax income in 3Q22

Deposits[1]



Fees trend



Revenues[4]: €607m (+30.5%[6] vs. 3Q21)

- Strong increase in net interest income[6], driven by the growth in activity and the interest rate environment
- Continued strong growth in fees (+27.1%[6] vs. 3Q21)

Operating expenses[4]: €393m (+11.5%[6] vs. 3Q21)

- Increase driven particularly by high wage inflation
- Very positive jaws effect (+19.0 pts[6])

Pre-tax income[5]: €250m (+33.5%[6] vs. 3Q21)

1. At constant scope and exchange rates; 2. Perimeter including Turkey, Poland, Morocco and Algeria; 3. 2022 Global Retail Banking Innovation Awards by The Digital Banker 2022 and World's Best Digital Banks Awards 2022 by Global Finance; 4. Including 100% of Private Banking in Turkey and Poland; 5. Including 2/3 of Private Banking in Turkey and Poland; 6. At constant scope and exchanges rates, excluding Turkey at historical exchange rates in accordance with IAS29

CPBS – BancWest – 3Q22

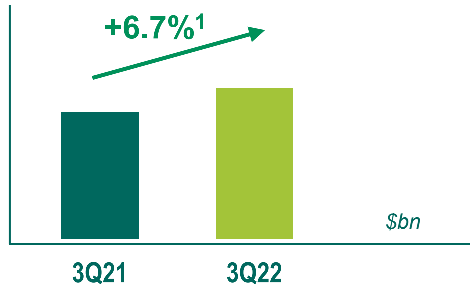
Continued strong business activity

Sustained business drive

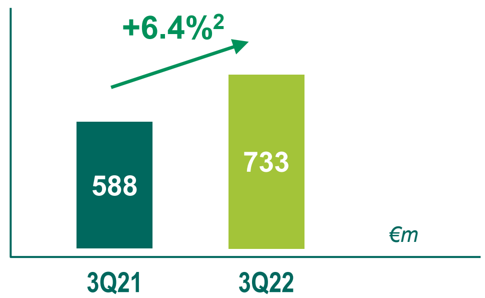
- **Loans:** +3.0%[1] vs. 3Q21, increase in mortgage and corporate loans
- **Increase in loan production** (+6.7%[2] vs. 3Q21) with a very good business drive in corporate loans (+31.4%[2] vs. 3Q21)
- **Deposits:** -8.8%[2] vs. 3Q21, decrease in customer deposits[3] (-8.5%[2]), decrease notably linked to money-market deposits
- **Private Banking**: $18.5bn in assets under management as at 30.09.22 (+0.8%[2] vs. 30.09.21)

Reminder: announcement on 20 December 2021 of the sale of Bank of the West to BMO Financial Group (closing of the transaction expected late 2022)[4]

Loan production



Revenues



Revenues[5]: €733m (+6.4%[2] vs. 3Q21)

- Increase in net interest income due to margin improvement and increase in loan volumes
- Good performance in banking fees

Operating expenses[5]: €566m (+14.2%[2] vs. 3Q21)

- Increase notably due to targeted projects (+7.2% excluding direct costs related to the sale)

Pre-tax income[6]: €103m (-54.1%[2] vs. 3Q21)

- Increase in the cost of risk (reminder: release of provisions in 3Q21)

1. At constant scope and exchange rates excluding Paycheck Protection Program loans; 2. At constant scope and exchange rates; 3. Deposits excluding treasury activities; 4. Upon customary condition precedents; see press release of 20 December 2021; 5. Including 100% of Private Banking in the United States; 6. Including 2/3 of Private Banking in the United States

CPBS – Specialised Businesses – Personal Finance – 3Q22

Growth in revenues and improvement in the risk profile

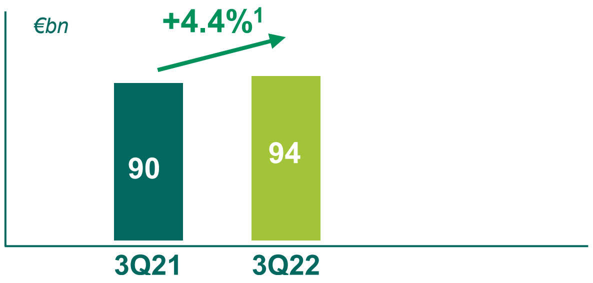
Good level of activity

- **Loans outstanding:** +4.4%[1] vs. 3Q21 at a higher level than in 2019, consolidation of 50% of Floa's loans outstanding (€1.1bn)[2]
- **Increase in production** (+8.2%[3] in 9M22 vs. 9M21) despite a lacklustre environment in the automotive industry

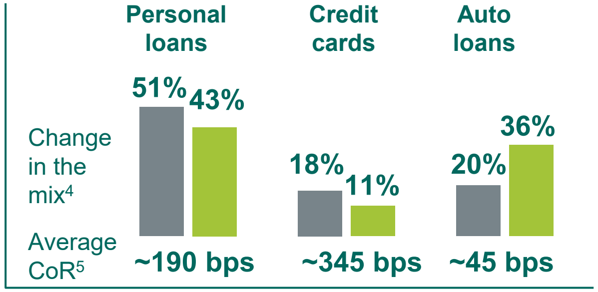
Structural improvement in the risk profile throughout the cycle

- Constant portfolio review with long-term, prudent and proactive risk management
- Decrease in cost of risk throughout the cycle with change in the product mix: increase in the share of auto loans[4] with a more favourable risk profile (2019-3Q22 average cost of risk: ~40 bps[5])

Loans outstanding



Improvement of cost of risk with the product mix



Revenues: €1,345m (+5.8% vs. 3Q21)

- +2.6% at constant scope[2] and exchange rates
- Increase driven by stronger volumes and the increase in production

Operating expenses: €689m (+7.0% vs. 3Q21)

- +3.7% at constant scope[2] and exchange rates
- Support to business development and targeted projects

Pre-tax income[2]: €340m (-9.5% vs. 3Q21)

- 3Q21 reminder: a high basis in other non-operating items

1. +3.2% excluding Floa; 2. Consolidation of 50% of Floa's contribution, effective 01.02.22; 3. +5.3% excluding Floa; 4. Between 31.12.2016 and 30.09.2022; 5. 2019-3Q22 average calculated on the basis of management figures and average outstandings

CPBS – Specialised Businesses – Arval & Leasing Solutions – 3Q22

Very strong performance and positive jaws effect

Arval

- **Good organic growth in the financed fleet** (+5.5%[1] vs. 3Q21) and continued very high used car prices
- **Signing of an agreement[2] on the acquisition in the Netherlands of Terberg Business Lease Group**, a long-term vehicle leasing specialist with a fleet of 38,000 vehicles
- **Very strong growth in flexible mobility solutions**: 50,000 vehicles (+53.6% vs. 30.09.21)

Leasing Solutions

- **Increase in outstandings** (+2.9%[3] vs. 3Q21) and **good resilience of business activity**
- **Development of an economy-of-use offering** with the signing of a **partnership with Zuora**, supplier of the main cloud-based subscription management platform

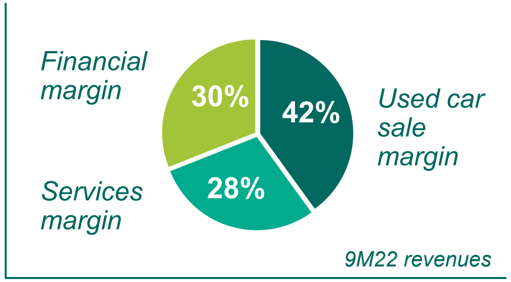
Revenues: €874m (+32.9% vs. 3Q21)

- Very good performance at Arval (with very high used car prices)
- Good growth at Leasing Solutions with the increase in outstandings

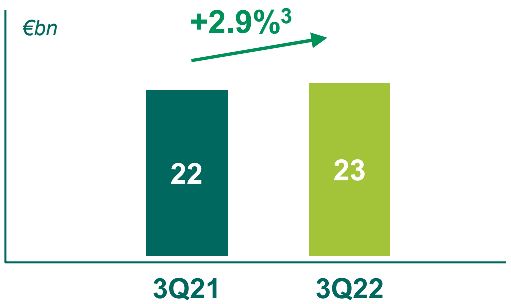
Operating expenses: €341m (+8.6% vs. 3Q21)

- Growth at marginal cost with the improvement in productivity
- Very positive jaws effect (+24.2 pts)

Arval: a balanced distribution in revenues



Leasing Solutions: further increase in outstandings



Pre-tax income: €502m (x1.7 vs. 3Q21)

1. Increase of the average fleet in thousands of vehicles; 2. Subject to regulatory approval; closing of the deal expected by the end of 2022; 3. At constant scope and exchange rates

CPBS – Specialised Businesses – 3Q22

New Digital Businesses (Nickel, Floa, Lyf) and Personal Investors

NiCKEL, a new-generation payment offering

- Continued expansion in Europe with the offering being launched in Belgium and Portugal and a faster pace of account openings since the start of the year (almost 54,000 per month[1])
- 2.9m accounts opened[2] as at 30.09.22 (+26.9% vs. 30.09.21); 8,150 points of sale[2] (+18.7% vs. 30.09.21)

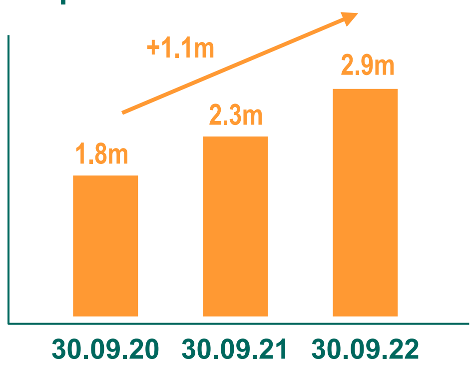
FLOA, the French leader in Buy Now Pay Later

- 4m customers as at 30.09.22 (+14.8% vs. 30.09.21)
- Good level of production maintained with a tightening in credit standards

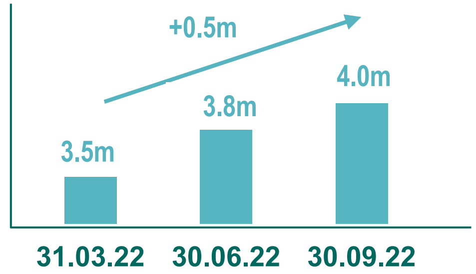
BNP PARIBAS PERSONAL INVESTORS, a specialist in digital banking and investment services

- Ongoing increase in the number of customers (+6.0% vs. 3Q21)
- Normalisation at a high level of order numbers in an unfavourable market context

Nickel: number of accounts opened[2]



Floa: number of customers



Revenues[3]: €197m (+11.4% vs. 3Q21)

- Steep increase in New Digital Businesses, driven by business development
- Personal Investors revenues down in an unfavourable market context
- Reminder: consolidation of 50% Floa's contribution, effective 01.02.22

Operating expenses[3]: €149m (+14.9% vs. 3Q21)

- Driven by the development strategy in New Digital Businesses

Pre-tax income[4]: €22m (-47.8% vs. 3Q21)

- Effect of the integration of Floa on the cost of risk, effective 01.02.22

1. On average in 3Q22 in France and Spain; 2. Since inception in France and Spain; 3. Including 100% of Private Banking in Germany; 4. Including 2/3 of Private Banking in Germany

IPS – Asset inflows and AuM – 9M22
Unfavourable market environment

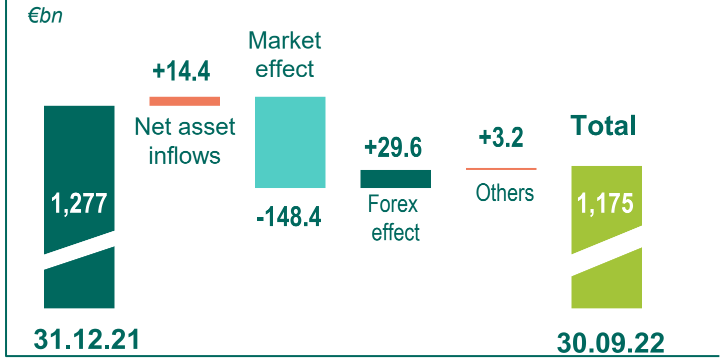
Assets under management: €1,175bn at 30.09.22

- -3.7% vs. 30.09.21
- Very unfavourable **market performance effect** : -€148.4bn
- Favourable **foreign exchange effect:** +€29.6bn
- **Others:** +€3.2bn, positive scope impact at Asset Management due mainly to the acquisition of Dynamic Credit Group in the Netherlands and a new partnership in India, offset by the impact of Wealth Management's sale of a portfolio in Spain

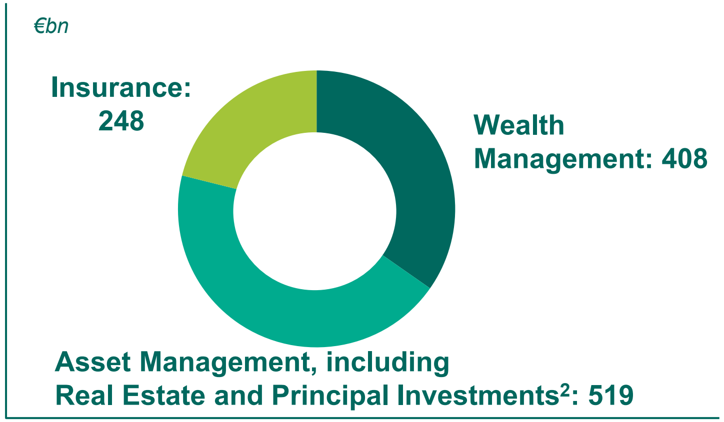
Net asset inflows: +€14.4bn in 9M22

- **Wealth Management**: very good net asset inflows, driven by activity in Europe, in particular in France and Germany
- **Asset Management**: net outflows on the back of strong outflows from money-market funds, offset partly by net inflows into medium- and long-term vehicles
- **Insurance**: good net asset inflows particularly in unit-linked products and continued very good gross inflows, particularly in France

Change in assets under management [1]



Assets under management[1] as at 30.09.22



1. Including distributed assets; 2. Assets under management of Real Estate Investment Management: €31bn; assets under management of Principal Investments: €1bn

IPS – Insurance – 3Q22
Strong increase in results

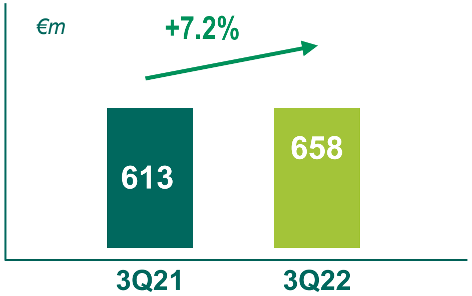
Business activity

- **Savings:** gross asset inflows of €18.1bn in 9M22, driven by an increase (+6.5%) of gross inflows in France, with unit-linked policies accounting for the vast majority of net inflows
- **Protection:** further growth in France with a good performance in credit insurance; internationally, growth driven mainly by Latin America, due to recently formed partnerships

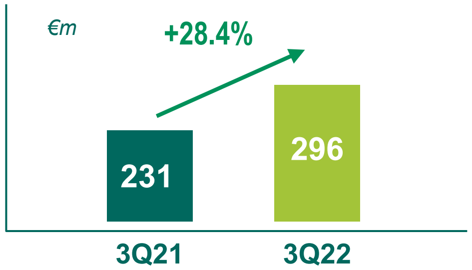
Extension of partnerships in Latin America

- **Partnership with Banco de Brasilia** for 20-year exclusive distribution of BNP Paribas Cardif's protection products in **Brazil**
- New partnership in **Chile**

Revenues



Pre-tax income



Revenues: €658m (+7.2% vs. 3Q21)

- Increase driven by good business momentum in Savings and Protection, partly offset by a lower financial result
- Decrease in financial result with the more pronounced market decrease in 3Q22

Operating expenses: €391m (+4.0% vs. 3Q21)

- Support of business development and targeted projects

Pre-tax income: €296m (+28.4% vs. 3Q22)

- Normalisation of the contribution by associates

IPS – Wealth & Asset Management[1] – 3Q22

Good resilience of business activity on the whole

Wealth Management

- Good net asset inflows, especially in Commercial & Personal Banking (particularly in France) and with high-net-worth clients
- Good increase in loans outstanding: +7.5% vs. 30.09.2021

Asset Management

- Positive net asset inflows this quarter in a challenging environment, driven by net asset inflows into medium- and long-term vehicles, offsetting the outflows from money-market funds
- Development and widening of the responsible and sustainable investment range (87% of assets under management are classified Art. 8 or 9[2] as at 30.09.22)

Real Estate

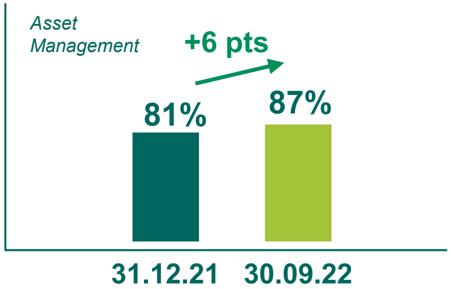
- Good performance, particularly by Property Management

Acknowledged leadership

Outstanding Private Bank in Europe[3]

Best Private Equity offering[4]

Open funds classified Art. 8 or 9[2]



Revenues: €974m (+10.1% vs. 3Q21)

- Wealth Management: increase driven by growth in net interest income
- Asset Management: highly unfavourable impact of the market environment
- Principal Investments: strong growth
- Real Estate: increase driven by Property Management

Operating expenses: €696m (+5.2% vs. 3Q21)

- Positive jaws effect (+4.9 pts)
- Driven by business development at Wealth Management and Real Estate
- Positive jaws effect on the whole at Asset Management and Principal Investments

Pre-tax income: €331m (+39.5% vs. 3Q21)

- Positive impact of a capital gain on a sale by Wealth Management in 3Q22

1. Asset Management, Wealth Management, Real Estate and Principal Investments; 2. Assets under management of open funds in Europe classified Article 8 or Article 9 (SFRD); 3. Private Banker International Global Wealth Awards 2022; 4. Global Private Banking Innovation Awards 2022

A Solid Financial Structure

Doubtful loans/gross outstandings

	30-Sep-22	30-Sep-21
Doubtful loans (a) / Loans (b)	1.7%	2.0%

(a) Impaired loans (stage 3) to customers and credit institutions, not netted of guarantees, including on-balance sheet and off-balance sheet and debt securities measured at amortized costs or at fair value through shareholders' equity; (b) Gross loans outstanding to customers and credit institutions, on-balance sheet and off-balance sheet and including debt securities measured at amortized costs or at fair value through shareholders' equity (excluding insurance)

Coverage ratio

€bn	30-Sep-22	30-Sep-21
Allowance for loan losses (a)	14.7	17.0
Doubtful loans (b)	20.1	23.1
Stage 3 coverage ratio	73.1%	73.6%

(a) Stage 3 provisions; (b) Impaired loans (stage 3) to customers and credit institutions, on-balance sheet and off-balance sheet, netted of guarantees received, including debt securities measured at amortized costs or at fair value through shareholders' equity (excluding insurance)

Risk-Weighted Assets

Basel 3 Risk-Weighted Assets[1]: €766bn as at 30.09.22 (€756bn as at 30.06.22)

The +€10bn change is mainly explained by:

- +€9bn increase in credit risk
- +€3bn increase in counterparty risk
- -2€bn decrease in market risk

bn€	30.09.22	30.06.22
Credit risk	591	581
Operational Risk	61	62
Counterparty Risk	52	48
Market vs. Foreign exchange Risk	27	29
Securitisation positions in the banking book	15	16
Others[2]	20	20
Basel 3 RWA[1]	**766**	**756**

1. CRD4; 2. Including the DTAs and significant investments in entities in the financial sector subject to 250% weighting