

2012 – RESTATED QUARTERLY RESULT SERIES

Paris, 18 April 2013

So as to be comparable with 2013, the 2012 quarterly result series have been restated of the following three main effects as if these had occurred on 1 January 2012.

- 1. The increases in taxes and social security contributions arising from French legislation adopted in 2012 systemic tax (EUR 122 million), corporate social contribution ("forfait social") (EUR 33 million) and tax on wages (EUR 19 million) had temporarily been allocated to the Corporate Centre's operating expenses. They have now been allocated between the divisions and business lines.
- 2. The USD 2.2 billion capital increase made by BancWest in 2012, by converting an intra-group liability, had the effect of reducing 2012 revenues by EUR -51 million. This amount corresponds to the additional cost of capital compared with the previous funding structure, based on Group standards for calculating business line income on a normative capital basis. The impact had temporarily been allocated to the Corporate Centre.

The above changes do not affect Group results as a whole but only their analytical breakdown.

3. As indicated in note 1.a to the consolidated financial statements at 31 December 2012, the amendment to IAS 19 "Employee Benefits" has the effect of increasing the Group's 2012 pre-tax income by EUR 7 million. This adjustment has been re-allocated to the relevant division and business line operating expenses.

The attached unaudited appendices disclose 2012 results following this new presentation:

- Appendix 1: restated quarterly results for 2012 for the Group and all divisions and business lines:
- Appendix 2: effects of the increased taxes and social security contributions and the amendment to IAS 19 on division and business line operating expenses.



APPENDIX 1: RESTATED QUARTERLY RESULTS FOR 2012 FOR THE GROUP AND ALL DIVISIONS AND BUSINESS LINES

€m	2012	4Q12	3Q12	2Q12	1Q12
GROUP					
Revenues	39,072	9,395	9,693	10,098	9,886
Operating Expenses and Dep.	-26,543	-6,801	-6,562	-6,335	-6,845
Gross Operating Income	12,529	2,594	3,131	3,763	3,041
Cost of Risk	-3,941	-1,199	-944	-853	-945
Operating Income	8,588	1,395	2,187	2,910	2,096
Share of Earnings of Associates	489	128	88	119	154
Other Non Operating Items	1,302	-377	31	-42	1,690
Pre-Tax Income	10,379	1,146	2,306	2,987	3,940
Corporate Income Tax	-3,061	-481	-737	-915	-928
Net Income Attributable to Minority Interests	-754	-146	-243	-222	-143
Net Income Attributable to Equity Holders	6,564	519	1,326	1,850	2,869
Cost/Income	67.9%	72.4%	67.7%	62.7%	69.2%



€m	2012	4Q12	3Q12	2Q12	1Q12
RETAIL BANKING (including 100% of Private Bankin	g in France, Italy, Belgi	um and Luxembo	ourg)* Excluding F	PEL/CEL Effects	
Revenues	24,860	6,154	6,212	6,246	6,248
Operating Expenses and Dep.	-15,201	-3,865	-3,801	-3,763	-3,772
Gross Operating Income	9,659	2,289	2,411	2,483	2,476
Cost of Risk	-3,505	-1,024	-822	-832	-827
Operating Income	6,154	1,265	1,589	1,651	1,649
Non Operating Items	290	103	76	51	60
Pre-Tax Income	6,444	1,368	1,665	1,702	1,709
Income Attributable to Investment Solutions	-208	-51	-48	-53	-56
Pre-Tax Income of Retail Banking	6,236	1,317	1,617	1,649	1,653
Allocated Equity (€bn, year to date)	33.7	33.7	33.7	33.7	34.0
€m	2012	4Q12	3Q12	2Q12	1Q12
RETAIL BANKING (including 2/3 of Private Banking i	in France, Italy, Belgium	and Luxembour	rg)		
Revenues	24,521	6,160	6,162	6,084	6,115
Operating Expenses and Dep.	-14,978	-3,807	-3,746	-3,707	-3,718
Gross Operating Income	9,543	2,353	2,416	2,377	2,397
Cost of Risk	-3,505	-1,025	-820	-833	-827
Operating Income	6,038	1,328	1,596	1,544	1,570
Non Operating Items	289	102	76	51	60
Pre-Tax Income	6,327	1,430	1,672	1,595	1,630
Allocated Equity (€bn, year to date)	33.7	33.7	33.7	33.7	34.0
€m	2012	4Q12	3Q12	2Q12	1Q12
DOMESTIC MARKETS (including 100% of Private Ba	-	=	-	-	cts
Revenues	15,730	3,845	3,901	3,961	4,023
Operating Expenses and Dep.	-10,087	-2,593	-2,532	-2,494	-2,468
Gross Operating Income	5,643	1,252	1,369	1,467	1,555
Cost of Risk	-1,573	-470	-358	-381	-364
Operating Income	4,070	782	1,011	1,086	1,191
Associated Companies	40	8	11	10	11
Other Non Operating Items	-1	-5	1	0	3
Pre-Tax Income	4,109	785	1,023	1,096	1,205
Income Attributable to Investment Solutions	-208	-51	-48	-53	-56
Pre-Tax Income of Domestic Markets	3,901	734	975	1,043	1,149
Allocated Equity (€bn, year to date)	21.2	21.2	21.2	21.3	21.5
€m	2012	4Q12	3Q12	2Q12	1Q12
DOMESTIC MARKETS (including 2/3 of Private Bank	-	-	-		
Revenues	15,391	3,851	3,851	3,799	3,890
Operating Expenses and Dep.	-9,864	-2,535	-2,477	-2,438	-2,414
Gross Operating Income	5,527	1,316	1,374	1,361	1,476
Cost of Risk	-1,573	-471	-356	-382	-364
Operating Income	3,954	845	1,018	979	1,112
Associated Companies	39	7	11	10	11
Other Non Operating Items	-1	-5	1	0	3
Pre-Tax Income	3,992	847	1,030	989	1,126
Allocated Equity (€bn, year to date)	21.2	21.2	21.2	21.3	21.5

^{*}Including 100% of Private Banking for Revenues down to Pre-tax income line items

€m	2012	4Q12	3Q12	2Q12	1Q12
FRENCH RETAIL BANKING (including 100% of Private	-				
Revenues	7,030	1,757	1,767	1,716	1,790
Incl. Net Interest Income	4,219	1,065	1,063	1,020	1,071
Incl. Commissions	2,811	692	704	696	719
Operating Expenses and Dep.	-4,537	-1,170	-1,158	-1,108	-1,101
Gross Operating Income	2,493	587	609	608	689
Cost of Risk	-315	-80	-66	-85	-84
Operating Income	2,178	507	543	523	605
Non Operating Items	4	2	1	1	0
Pre-Tax Income	2,182	509	544	524	605
Income Attributable to Investment Solutions	-121	-29	-29	-30	-33
Pre-Tax Income of French Retail Banking	2,061	480	515	494	572
Allocated Equity (€bn, year to date)	7.7	7.7	7.8	7.8	7.9
€m	2012	4Q12	3Q12	2Q12	1Q12
FRENCH RETAIL BANKING (including 100% of Private	•	cluding PEL/CEL	Effects		
Revenues	6,939	1,644	1,712	1,770	1,813
Incl. Net Interest Income	4, 128	952	1,008	1,074	1,094
Incl. Commissions	2,811	692	704	696	719
Operating Expenses and Dep.	-4,537	-1,170	-1,158	-1,108	-1,101
Gross Operating Income	2,402	474	554	662	712
Cost of Risk	-315	-80	-66	-85	-84
Operating Income	2,087	394	488	577	628
Non Operating Items	4	2	1	1	0
Pre-Tax Income	2,091	396	489	578	628
Income Attributable to Investment Solutions	-121	-29	-29	-30	-33
Pre-Tax Income of French Retail Banking	1,970	367	460	548	595
Allocated Equity (€bn, year to date)	7.7	7.7	7.8	7.8	7.9
€m	2012	4Q12	3Q12	2Q12	1Q12
FRENCH RETAIL BANKING (including 2/3 of Private B	anking in France)				
Revenues	6,797	1,700	1,709	1,658	1,730
Operating Expenses and Dep.	-4,424	-1,141	-1,130	-1,079	-1,074
Gross Operating Income	2,373	559	579	579	656
Cost of Risk	-315	-80	-65	-86	-84
Operating Income	2,058	479	514	493	572
Non Operating Items	3	1	1	1	0
Pre-Tax Income	2,061	480	515	494	572
Allocated Equity (€bn, year to date)	7.7	7.7	7.8	7.8	7.9

^{*}Including 100% of Private Banking for Revenues down to Pre-tax income line items



€m	2012	4Q12	3Q12	2Q12	1Q12
BNL banca commerciale (Including 100% of Private Ba					
Revenues	3,273	834	810	813	816
Operating Expenses and Dep.	-1,818	-485	-440	-448	-445
Gross Operating Income	1,455	349	370	365	371
Cost of Risk	-961	-283	-229	-230	-219
Operating Income	494	66	141	135	152
Non Operating Items	1	1	0	0	0
Pre-Tax Income	495	67	141	135	152
Income Attributable to Investment Solutions	-18	-3	-3	-7	-5
Pre-Tax Income of BNL bc	477	64	138	128	147
Allocated Equity (€bn, year to date)	6.4	6.4	6.4	6.3	6.4
€m	2012	4Q12	3Q12	2Q12	1Q12
BNL banca commerciale (Including 2/3 of Private Bank	ing in Italy)				
Revenues	3,230	824	800	801	805
Operating Expenses and Dep.	-1,793	-478	-433	-443	-439
Gross Operating Income	1,437	346	367	358	366
Cost of Risk	-961	-283	-229	-230	-219
Operating Income	476	63	138	128	147
Non Operating Items	1	1	0	0	0
Pre-Tax Income	477	64	138	128	147
Allocated Equity (€bn, year to date)	6.4	6.4	6.4	6.3	6.4
€m	2012	4Q12	3Q12	2Q12	1Q12
BELGIAN RETAIL BANKING (Including 100% of Private	Banking in Belgium)*				
Revenues	3,328	817	833	837	841
Operating Expenses and Dep.	-2,450	-613	-612	-621	-604
Gross Operating Income	878	204	221	216	237
Cost of Risk	-157	-51	-28	-41	-37
Operating Income	721	153	193	175	200
Associated Companies	17	4	4	4	5
Other Non Operating Items	1	-5	1	2	3
Pre-Tax Income	739	152	198	181	208
Income Attributable to Investment Solutions	-66	-18	-15	-16	-17
Pre-Tax Income of Belgian Retail Banking	673	134	183	165	191
Allocated Equity (€bn, year to date)	3.7	3.7	3.6	3.6	3.6
€m	2012	4Q12	3Q12	2Q12	1Q12
BELGIAN RETAIL BANKING (Including 2/3 of Private B	Sanking in Belgium)				
Revenues	3,183	780	798	801	804
Operating Expenses and Dep.	-2,371	-593	-593	-601	-584
Gross Operating Income	812	187	205	200	220
Cost of Risk	-157	-52	-27	-41	-37
Operating Income	655	135	178	159	183
Associated Companies	17	4	4	4	5
Other Non Operating Items	1	-5	1	2	3
Pre-Tax Income	673	134	183	165	191
Allocated Equity (€bn, year to date)	3.7	3.7	3.6	3.6	3.6

^{*}Including 100% of Private Banking for Revenues down to Pre-tax income line items



€m	2012	4Q12	3Q12	2Q12	1Q12
PERSONAL FINANCE	2012	4012	3012	2012	1012
Revenues	4,982	1,267	1,240	1,244	1,231
Operating Expenses and Dep.	4,702 -2,400	-571	-589	-595	-645
Gross Operating Income	-2,400 2,582	-571 696	-507 651	-549	-045 586
Cost of Risk	-1,497	-432	-364	-374	-327
Operating Income	1,085	-432 264	-304 287	-374 27 5	-327 259
Associated Companies	1,063	18	20 <i>1</i> 21	24	239
•	95	67	21		
Other Non Operating Items Pre-Tax Income			24 332	4 303	0 283
Pre-1 ax income	1,267	349	332	303	283
Allocated Equity (€bn, year to date)	5.0	5.0	5.0	5.0	5.1
€m	2012	4Q12	3Q12	2Q12	1Q12
EUROPE-MEDITERRANEAN					
Revenues	1,796	481	454	448	413
Operating Expenses and Dep.	-1,319	-345	-323	-333	-318
Gross Operating Income	477	136	131	115	9 5
Cost of Risk	-290	-89	-66	-45	-90
Operating Income	187	47	65	70	5
Associated Companies	65	17	15	13	20
Other Non Operating Items	2	1	1	-1	1
Pre-Tax Income	254	65	81	82	26
Allocated Equity (€bn, year to date)	3.5	3.5	3.5	3.4	3.3
€m	2012	4Q12	3Q12	2Q12	1Q12
BANCWEST					
Revenues	2,352	561	617	593	581
Operating Expenses and Dep.	-1,395	-356	-357	-341	-341
Gross Operating Income	957	205	260	252	240
Cost of Risk	-145	-33	-34	-32	-46
Operating Income	812	172	226	220	194
Non Operating Items	2	-3	3	1	1
Pre-Tax Income	814	169	229	221	195
Allocated Equity (€bn, year to date)	4.1	4.1	4.1	4.0	4.0

€m	2012	4Q12	3Q12	2Q12	1Q12
INVESTMENT SOLUTIONS					
Revenues	6,204	1,601	1,516	1,566	1,521
Operating Expenses and Dep.	-4,328	-1,136	-1,077	-1,069	-1,046
Gross Operating Income	1,876	465	439	497	475
Cost of Risk	54	64	4	-3	-11
Operating Income	1,930	529	443	494	464
Associated Companies	136	51	41	35	9
Other Non Operating Items	23	1	14	1	7
Pre-Tax Income	2,089	581	498	530	480
Allocated Equity (€bn, year to date)	8.1	8.1	8.0	7.9	7.9
€m	2012	4Q12	3Q12	2Q12	1Q12
WEALTH AND ASSET MANAGEMENT					
Revenues	2,836	738	682	710	706
Operating Expenses and Dep.	-2,135	-561	-523	-529	-522
Gross Operating Income	701	177	159	181	184
Cost of Risk	52	54	3	1	-6
Operating Income	753	231	162	182	178
Associated Companies	32	7	6	12	7
Other Non Operating Items	16	0	10	1	5
Pre-Tax Income	801	238	178	195	190
Allocated Equity (€bn, year to date)	1.8	1.8	1.8	1.8	1.9
€m	2012	4Q12	3Q12	2Q12	1Q12
INSURANCE					
Revenues	1,970	525	495	475	475
Operating Expenses and Dep.	-1,002	-274	-253	-241	-234
Gross Operating Income	968	251	242	234	241
Cost of Risk	-6	2	1	-4	-5
Operating Income	962	253	243	230	236
Associated Companies	100	41	35	23	1
Other Non Operating Items	0	0	-2	1	1
Pre-Tax Income	1,062	294	276	254	238
Allocated Equity (€bn, year to date)	5.7	5.7	5.6	5.6	5.5
€m	2012	4Q12	3Q12	2Q12	1Q12
SECURITIES SERVICES					
Revenues	1,398	338	339	381	340
Operating Expenses and Dep.	-1,191	-301	-301	-299	-290
Gross Operating Income	207	37	38	82	50
Cost of Risk	8	8	0	0	0
Operating Income	215	45	38	82	50
Non Operating Items	11	4	6	-1	2
Pre-Tax Income	226	49	44	81	52
Allocated Equity (€bn, year to date)	0.5	0.5	0.6	0.6	0.5



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<i>€</i> m	2012	4Q12	3Q12	2Q12	1Q12
CORPORATE AND INVESTMENT BANKING					
Revenues	9,715	1,983	2,381	2,230	3,121
Operating Expenses and Dep.	-6,309	-1,525	-1,476	-1,407	-1,901
Gross Operating Income	3,406	458	905	823	1,220
Cost of Risk	-493	-206	-190	-19	-78
Operating Income	2,913	252	715	804	1,142
Associated Companies	39	4	15	6	14
Other Non Operating Items	-3	1	-7 7 00	1	2
Pre-Tax Income	2,949	257	723	811	1,158
Allocated Equity (€bn, year to date)	16.3	16.3	16.7	17.2	18.1
€m	2012	4Q12	3Q12	2Q12	1Q12
ADVISORY AND CAPITAL MARKETS					
Revenues	6,182	1,150	1,576	1,207	2,249
Operating Expenses and Dep.	-4,587	-1,083	-1,068	-962	-1,474
Gross Operating Income	1,595	67	508	245	775
C ost of Risk	-61	13	-17	-94	37
Operating Income	1,534	80	491	151	812
Associated Companies	12	-1	2	2	9
Other Non Operating Items	-6	-2	-7	1	2
Pre-Tax Income	1,540	77	486	154	823
Allocated Equity (€bn, year to date)	7.9	7.9	8.1	8.3	8.8
€m	2012	4Q12	3Q12	2Q12	1Q12
CORPORATE BANKING					
Revenues	3,533	833	805	1,023	872
Operating Expenses and Dep.	-1,722	-442	-408	-445	-427
Gross Operating Income	1,811	391	397	578	445
C ost of Risk	-432	-219	-173	75	-115
Operating Income	1,379	172	224	653	330
Non Operating Items	30	8	13	4	5
Pre-Tax Income	1,409	180	237	657	335
Allocated Equity (€bn, year to date)	8.4	8.4	8.6	8.9	9.3
€m	2012	4Q12	3Q12	2Q12	1Q12
CORPORATE CENTRE (Including Klépierre)					
Revenues	-1,368	-349	-366	218	-871
Operating Expenses and Dep.	-928	-333	-263	-152	-180
Incl. Restructuring Costs	-409	-174	-66	-104	-65
Gross Operating Income	-2,296	-682	-629	66	-1,051
Cost of Risk	3	-32	62	2	-29
Operating Income	-2,293	-714	-567	68	-1,080
Associated Companies	123	31	-15	31	76
Other Non Operating Items	1,184	-439	-5	-48	1,676
Pre-Tax Income	-986	-1,122	-587	51	672

APPENDIX 2: EFFECTS OF THE INCREASED TAXES AND SOCIAL SECURITY CONTRIBUTIONS AND THE AMENDMENT TO IAS 19 ON DIVISION AND BUSINESS LINE OPERATING EXPENSES.

Operating Expenses (in €m)	2012 historical	Allocation of the increased taxes and social securities contributions	Effects of the amendment to IAS 19	2012 restated
Retail Banking (2/3 PB)	-14,866	-109	-3	-14,978
Domestic Markets (2/3 PB)	-9,759	-80	-25	-9,864
o/w FRB (2/3 FPB)	-4,384	-48	8	-4,424
o/w BNL bc (2/3 ItPB)	-1,779	-14	1	-1,793
o/w BRB (2/3 BPB)	-2,333	-8	-30	-2,371
Personal Finance	-2,387	-13	0	-2,400
Europe Mediterranean	-1,319	-7	7	-1,319
BancWest	-1,401	-9	15	-1,395
CIB	-6,272	-46	9	-6,309
Investment Solutions	-4,319	-11	1	-4,328
Corporate Centre	-1,093	165*	0	-928
Total Group	-26,550	0	7	-26,543

^{*} EUR 9 million remains allocated to the Corporate Centre