

SUSTAINABLE DEVELOPMENT DYNAMICS

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BNP PARIBAS | The bank for a changing world

Dear reader,

We are delighted to present you with this 16th issue of "Sustainable Development Dynamics", a periodic information tool regarding the achievements of BNP Paribas in the field of Corporate Social and Environmental Responsibility/Socially Responsible Investment (CESR/SRI).

Our ambition in this process is to keep you posted of all the facts and events occurring in the everyday life of our Company (whether they are related to corporate governance, sponsoring, quality, environment, human rights, ethics and compliance, ...), because we think it is particularly relevant for you to be really aware of how CESR/SRI is integrated in the way BNP Paribas is conducting its business in the best interest of all its stakeholders.

Of course, we are interested in your opinion: please therefore tell us, simply by returning back this email, how you consider "BNP Paribas Sustainable Development Dynamics":

- is it useful for you?
- does it provide you with relevant information,
-news you haven't been aware of so far?
- would you like other themes to be dealt with?
- is the format convenient?
- any further suggestion or comment?
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We wish you a good reading of this 16th issue of SUSTAINABLE DEVELOPMENT DYNAMICS.

PS: Should you not (or no more) be dealing with CESR/SRI matters within your firm, please be kind enough to pass this publication to the persons involved, as well as to keep us informed of such changes, so that the next messages could be correctly routed.

BMCI SUPPORTS SMEs

BMCI, the Moroccan bank of the BNP Paribas Group, has signed a framework agreement to step up the support and financing of SMEs (Small and Medium Enterprises). This agreement allows BMCI's SME clients to present their financing projects for eligibility for the Imtiaz and Moussanada programmes launched by Morocco's National Agency for the Promotion of SMEs. The Imtiaz programme aims at supporting companies with strong growth potential that have development plans but low financing capacity. The objective of the Moussanada programme is to help companies to improve productivity while encouraging them to use information technology. BMCI, which strives to improve credit conditions for SMEs, is now in a better position to help clients prepare their applications for the two programmes.

BNP PARIBAS FINANCES A WIND FARM IN SOUTH KOREA

BNP Paribas acted as Structuring Bank and Mandated Lead Arranger in the €46.9 million financing for the construction and operation of the 61.5MW Yeong Yang Wind Farm Project in South Korea. The project was sponsored by Acciona Energia, one of BNP Paribas' key clients in Spain. The transaction represents the third wind farm deal arranged by BNP Paribas in South Korea where it is the outright leader in wind energy, having structured, coordinated and lead-arranged three wind farms which together represent 64% of South Korea's total current wind capacity.

MIXCITY HOLDS A SUCCESSFUL EVENT IN THE GULF REGION

MixCity in the Gulf countries and South Africa organised an event in Bahrain to address gender equality within the BNP Paribas Group. Attended by top managers, the event invited members to exchange ideas, share experiences, and reflect on the role of women within the Group. The debate focused on initiatives carried out by the Bank aiming at facilitating career development and favouring a healthy balance between women's private and professional lives. Thanks to the initiative of MixCity launched in France in 2004, many sub-groups of the association have been created worldwide, the latest being MixCity PF within Personal Finance.

BGL BNP PARIBAS INAUGURATES VEL'OH! IN LUXEMBOURG

BGL BNP Paribas and the city of Luxembourg have inaugurated Vel'oh! a new rent-a-bike station dubbed "BGL BNP Paribas Kirchberg", bringing the number of self-service bicycle stations to 54. When the idea of setting up a Vel'oh! station on BGL BNP Paribas premises was mentioned about a year ago, management did not hesitate to offer its backing. It was an innovative project which fitted perfectly into the Bank's policy of promoting sustainable development and strengthening its corporate and social responsibility commitments.

The establishment of a Vel'oh! station for use by employees of a private company is a world first. Among all European capital cities, Luxembourg is the first one to cooperate with private companies in this way.

BNP PARIBAS LAUNCHES THE RISK ACADEMY

Every BNP Paribas employee must have a basic knowledge of risk management. To this end, BNP Paribas is innovating through its launch of the Risk Academy, which aims at promoting and developing a strong risk culture throughout the Group.

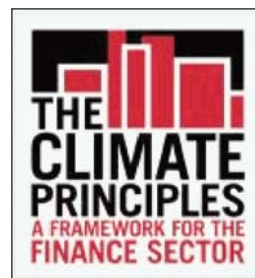
The Risk Academy offers six Core Risk Practices to be shared by all and a Risk Awareness e-Training module. It also offers a Risk Training Catalogue and an online library of risk-related documents. Other products and services will be progressively added to the Risk Academy's resources. Designed for the benefit of all staff and organised around a participative and flexible framework, the Risk Academy addresses all business lines and functions.



BNP PARIBAS TAKES A PROACTIVE APPROACH TO CLIMATE CHANGE

As part of its Corporate Social Responsibility (CSR) strategy, BNP Paribas has announced its commitment to addressing climate change through three initiatives:

- creating a Climate Change Steering Committee to identify the risks and opportunities related to climate change and the ways to support the transition to a low carbon economy;
- adopting the Climate Principles: BNP Paribas has joined a group of leading financial institutions which are committed to playing a proactive role in the fight against climate change in their capacity as advisors, lenders, investors or insurers;
- raising employee awareness of the impact of climate change: BNP Paribas has organised an 'interactive chat' with Jean Jouzel, winner of the Nobel Peace Prize, during which staff has been given the opportunity to ask questions on climate change.



CORTAL CONSORS AND B* CAPITAL FIGHT CLIMATE CHANGE

To coincide with the World Environment Day, Cortal Consors (the BNP Paribas Group specialist in savings and online broking) and B* Capital (an entity of BNP Paribas specialising in equities research) have launched Investir Utile 6, a responsible investment programme. This product enables private individuals to invest in a selection of shares or funds at reduced entry fees. All brokerage fees collected by B* Capital and the entry fees collected by Cortal Consors (in addition to a contribution from Cortal Consors and partner fund management firms) will be donated to the charity GoodPlanet to finance a community forest management programme in Africa. This year, for the first time, the Investir Utile programme will raise funds in three countries: Germany, France and Luxembourg. Cortal Consors and B* Capital are also committed to the "10:10" programme, which aims at reducing CO2 emissions by 10% in 2010.

BNP PARIBAS FORTIS FOUNDATION

BNP Paribas Fortis has announced the creation of the BNP Paribas Fortis Foundation in Belgium. This foundation follows the spirit of the BNP Paribas Foundation, which pursues the Group's corporate philanthropy policy.

The BNP Paribas Fortis Foundation will focus on two main areas:

- the social integration of disadvantaged people by providing them with an education;
- the encouragement of solidarity projects supported by Group employees.

The aim is to make the Foundation a major player in corporate philanthropy and also a place of debate and a point of contact between the Bank, its clients and charity organisations.

THE BNP PARIBAS EUROPEAN COMMITTEE TAKES ON A NEW DIMENSION

Following the integration of BNL and Fortis, the BNP Paribas Group today employs around 140,000 people in Europe. In this context, it was deemed necessary to review the composition of the European Committee and to appoint new country representatives. Furthermore, the way in which the committee operates also had to be reconsidered.

A new agreement was signed in mid-June. It stipulates, among other things, that there will be two full committee meetings per year: the first will review the Group's financial results and strategy, and the second will examine the activity of certain European business lines or subsidiaries. The BNP Paribas European Committee is responsible for relaying information and establishing a dialogue with employee representatives in EU countries on cross-border issues that concern employees.

INVESTMENT SOLUTIONS STEPS UP ITS CSR COMMITMENTS

As part of the Group's CSR (Corporate Social Responsibility) policy, and in partnership with its six business lines, Investment Solutions has identified three CSR priorities.

- Environmental Management: measure the carbon footprint and set reduction targets for the six business lines;
- Socially Responsible Investment (SRI): develop the offer and promote products and services;
- Communication and enhancement of employee awareness.

BP2S IN THE UK SUPPORTS A POVERTY ACTION IN ETHIOPIA

This year the Community and Charity Programme of BNP Paribas Securities Services UK (BP2S UK) is supporting the "Honey & Pepper Project" launched in Ethiopia by the charity IDE-UK (International Development Enterprises UK), which is also backed by the Comic Relief charity.

The objective of this project is to support 3,600 needy farmers by providing them with easy access to new opportunities on their respective markets. In particular, the project seeks to improve cultivation and irrigation techniques, specifically for bee-keeping and growing red peppers, and to help farmers set up their own producer cooperatives. These initiatives are intended to help farmers enhance the quality of their production, pool their expertise and command higher prices by combining their negotiating power.

Besides the financial aid they give to this project, BP2S employees have been invited to get involved in this project by raising money for the charity and offering their technical skills to IDE-UK, particularly in marketing and IT.

CORTAL CONSORS PUBLISHES ITS SECOND "GREEN RATING" OF FUNDS

Cortal Consors, the European leader in savings and online broking for private individuals, has published its second "Green Rating" of funds. This year, more than 400 European equity funds were rated according to their environmental impact. The aim was to identify the best French funds by their carbon emissions levels. To measure the carbon emissions of companies in the funds, Cortal Consors sourced its data from Trucost, a UK rating agency specialised in the environmental research of top global companies, and from BNP Paribas Investment Partners.

TEB TURNS TO SOLAR ENERGY

TEB, the strategic partner of BNP Paribas in Turkey, has opened the first banking branch equipped with solar cell panels and the first mobile cash machine powered by solar energy in Istanbul.

TEB, which has achieved ISO 14001 certification for its quality environmental management, is strongly committed to respecting the environment. The bank also offers 'green' financial solutions, such as loans to buy hybrid cars and to install insulation in houses. In the years to come, TEB plans to ramp up the number of branches equipped with solar cell panels.

As a reminder, BNL, the Group's Italian bank, opened its first solar-powered branch last January.



BNP PARIBAS HOLDS ITS INNOVATION AWARDS 2010



Innovation is one of BNP Paribas' brand values, and every year the Group celebrates this through its Innovation Awards. The winners of the BNP Paribas Group's Innovation Awards this year were chosen from more than 217 entries. In total, 24 Innovation Awards have been presented to recipients in 6 countries.

BNP Paribas promotes Responsible Innovation -innovation which results in real progress in the medium and long term, both within the Group and in the wider environment-. Accordingly, in this year's Innovation Awards, BNP Paribas has placed more emphasis on innovations with a bearing on CSR (Corporate Social Responsibility).

BNP Paribas recognises two main categories of innovation:

- Corporate Innovation, stemming from initiatives taken by employees or teams whose responsibility is to innovate in their field;
- Innov@ction, based on suggestions made by an employee or group of employees - regardless of their position - that lead to improvements in products, services or processes and contribute to customer satisfaction.

BNP PARIBAS UK IS RECOGNISED FOR ITS CHARITY WORK

At the prestigious Charity Times Awards 2010 ceremony, BNP Paribas UK was short-listed for its partnership with the charity Vital Regeneration, in the "Corporate Social Responsibility Project of the Year" category. Vital Regeneration is working to transform London's most disadvantaged neighbourhoods. It supports the development of social, environmental and economic programmes to allow individuals and local communities to fulfil their potential through learning, employment and enterprise. Over the summer, a team of 30 London-based CIB (Corporate & Investment Bank) interns dedicated more than 300 hours of their time to help organise the second annual 'Vital 500' fundraising event which supports Vital Regeneration.

According to the judges "BNP Paribas has displayed extraordinary commitment to improving the lives of local residents in Westminster. BNP Paribas and Vital Regeneration have, over the years, formed a strong and sustainable partnership to address the needs of the local community". Locally sponsored programmes reinforce the Bank's commitment to Philanthropy.

BNP Paribas has created BNP Paribas Corporate Philanthropy to integrate the Group's expansion and consolidate its many philanthropic commitments. BNP Paribas Corporate Philanthropy is managed by the BNP Paribas Foundation, the cornerstone of the Group's philanthropy initiatives for the past 25 years.

AFRICA: DISTRIBUTION OF MOSQUITO NETS IMPREGNATED WITH INSECTICIDE

BNP Paribas Europe Mediterranean has decided to give mosquito nets impregnated with insecticide to employees of its subsidiaries in African countries where malaria is present. In total, more than 5,000 nets (two per family), will be distributed in Senegal, Mali, Gabon, Burkina Faso, Ivory Coast and Guinea. This initiative was developed jointly by teams in Paris and local African banks. Malaria is a parasitic infection transmitted by mosquitoes that kills more than a million people each year (90% of whom live in Africa) and especially young children. Because prophylactic medicines cannot be taken for long periods, other prevention methods remain the only efficient way of fighting the disease, and use of insecticide-impregnated nets is one of the most effective measures, cutting the mortality rate by 20%.

BNP PARIBAS EXTENDS ITS SPONSORSHIP WITH THE ITF

BNP Paribas has agreed to renew its partnership with the ITF (International Tennis Federation) for an additional five-year period (2012-2016), extending in its entirety the agreement signed with the ITF in 2001. This decision confirms the Group's commitment to supporting international tennis, as title sponsor of both the Davis Cup by BNP Paribas and the Fed Cup by BNP Paribas, plus the two associated junior competitions. BNP Paribas also confirms its involvement in sport for the disabled, as it will continue to be one of the global partners of wheelchair tennis. Finally, the Group is to maintain its support for the ITF Worldwide Coaches Conference, held every two years, and the ITF regional coaching workshops.



MICROCREDIT: A NEW MOBILE UNIT IN A PARISIAN SUBURB

The BNP Paribas Foundation and ADIE (a French business development association) have inaugurated a new mobile unit in Asnières-sur-Seine (Paris region) as part of the *Projet Banlieues* (suburbs project). This project builds on the initiative already begun by ADIE's local set-up and aims to reach out to people living in deprived districts. Moreover, the project will enable ADIE to develop microcredit and favour job creation in a number of districts situated in the north of the Hauts-de-Seine, a district north of Paris. In 2009, some 2,300 micro credit loans were granted in the Paris region and indeed, microcredit has become a good way of encouraging the social integration of underprivileged individuals. Sponsored by the BNP Paribas Foundation and set up by employees from French Retail Banking, the *Projet Banlieues* supports initiatives that favour social integration and the fight against exclusion and discrimination. Moreover, it favours job creation and knowledge-sharing and also supports many associations based in rough neighbourhoods. This year's budget for all the *Projet Banlieues* initiatives is €15 million: €4 million is distributed in the form of subsidies and partnerships and €11 million in the financing of capital and credit.

11 BNP PARIBAS INVESTMENT PARTNERS FUNDS RECEIVE THE NOVETHIC SRI LABEL

The Novethic SRI label has been awarded to 11 of BNP Paribas Investment Partners' SRI (Socially Responsible Investment) funds distributed in France. The Novethic label favours transparency in both the management approach and the portfolio composition of the SRI funds, while the label's logo is a good benchmark for individual investors. The label is awarded to funds which are based on a systematic analysis of ESG (Environment Social Governance) criteria and which disclose the portfolio's extra-financial characteristics. Six of the funds have also won an award for their reporting of 'ESG Indicators'.

Novethic is a French centre of research for corporate social responsibility and socially responsible investment, and a subsidiary of the *Caisse des Dépôts*, a French bank.



THE CARBON DISCLOSURE PROJECT APPLAUDS THE GROUP'S ENVIRONMENTAL POLICY

The Carbon Disclosure Project 2010 (CDP 2010), which evaluates each year the commitment of companies to taking into account climate issues in their investment decisions and reducing greenhouse gas emissions, has attributed the score of 81/100 to BNP Paribas. This is a vast improvement on last year's rating (52/100). BNP Paribas is the highest-rated company in the French financial sector and the only French bank to rank among the Top 10 global financial institutions. The Group owes this success to its CSR (Corporate Social Responsibility) policy, and above all its climate change commitments.

The CDP, launched in 2000, is an international organisation representing a group of 534 leading investors committed to taking into account climate issues in their investment policies.

FRB HITS THE TARGET FOR ITS '5 BILLION EUROS' CAMPAIGN

In order to meet demand from SMEs (Small and Medium Enterprises), tradesmen, craftsmen and shopkeepers, French Retail Banking (FRB) put in place in September 2009 a mechanism aiming at financing 40,000 projects for at least 5 billion euros over 15 months. Under this mechanism dubbed "5 billion euros for 40,000 projects", the Bank pledged to grant at least 1 billion euros in new capital investment loans in each quarter until the end of 2010. By the end of September 2010, FRB had already financed 41,000 projects amounting to 5 billion euros, and by doing so, reached the target amount one quarter ahead of schedule. Naturally, the operation goes on during the fourth quarter of 2010. This result underlines the Bank's strong commitment to help its customers realise their projects despite the difficult economic context. In Belgium, BNP Paribas Fortis also runs a similar operation by lending 1 billion euros to Belgian entrepreneurs.

BNP PARIBAS GRANTS ITS FIRST LOAN TO A MICRO-FINANCE INSTITUTION IN BRAZIL

BNP Paribas has granted its first micro-finance loan in Brazil to Banco da Família, an NGO (and a member of the Women's World Banking network) whose vocation is to lend to small businesses essentially in the 'informal' economy. In June, there were 7,800 borrowers (60% women), mainly living in urban areas. It is estimated that 20 million Brazilians live on less than 2 dollars a day, and 25% of the Brazilian population do not have a bank account. Through the intermediary of Banco da Família, these entrepreneurs can obtain credit and receive financial training on managing their family budget and running their business. This \$700k loan is in line with BNP Paribas' proactive micro-finance strategy, an important pillar of the Group's Corporate Social Responsibility policy.



CORTAL CONSORS AWARDED FOR HOPEE.FR, ITS STOCK MARKET SOCIAL NETWORKING SITE

Cortal Consors has received for the second year in a row the "Innovation Award from the Investment Forum"*. This year Cortal Consors was awarded for *hopee.fr*, the first stock market social networking site in France to rate the performance of market recommendations given by its members. Moreover, *hopee.fr* is a unique network in France because, unlike other stock market forums, it rates in real time the performance and the credibility of recommendations given by its members, thereby offering active market investors a new source of reliable information. Only four months after its launch, *hopee.fr* has already reached 19,000 members.

* In 2009, Cortal Consors was awarded for its 'Online gold' project.

CITROËN, KONE AND ARVAL JOIN FORCES TO PROMOTE SUSTAINABLE MOBILITY

During the *Mondial de l'Automobile* (Paris Motor Show), at the Citroën stand showcasing electric cars, the first order was placed for a Citroën C-ZERO 100% electric city car by Arval, the BNP Paribas entity n°2 in long-term vehicle leasing with services in Europe, and KONE Group. This deal demonstrates the commitment of partners to provide concrete sustainable mobility solutions.

To be the first full service leasing company to place an order for the Citroën C-ZERO electric car is the result of a pioneering approach that has deep roots at Arval. This first order once again gives concrete expression to Arval's commitment to sustainable development in professional mobility.

CIB BACKS ENERGY 21 IN ITS SOLAR ENERGY PROGRAMME

BNP Paribas has acted as Mandated Lead Arranger, alongside Erste Group Bank, for Energy 21, the No.1 player in solar energy in the Czech Republic, in a €77 million credit facilities agreement. Energy 21 has earmarked this credit to finance the construction, operation and maintenance of up to 11 photovoltaic solar energy plants (with a total capacity of up to 29.5 MW) across the country. This is the largest transaction that BNP Paribas has arranged in solar energy.



BNL HOLDS ITS FIRST "RECRUITING DAY"

BNL, the Italian bank of the BNP Paribas Group, has organised its first "Recruiting Day" in Rome. The goal was to give young Italian graduates the opportunity to show off their talent with a view to rapidly joining the bank. This event, which is particularly innovative in Italy, is part of the recruitment campaign launched in June on the Internet. This campaign helps to underpin the development of the Italian bank, which plans to open 60 new branches (bringing the total to 1,000 branches in 2012). Another "Recruiting Day" will be organised in December in Rome and in Milan. Going forward, BNL plans to hold four Recruiting Days every year.

STAFF IN BAHRAIN RAISES MONEY FOR THE DISABLED

Employees from BNP Paribas in Bahrain have set up a solidarity initiative dubbed 'I-Volunteer'. Thanks to staff efforts, more than \$50,000 (€37,000) were raised for charity in only two weeks through an auction, a bazaar, and individual donations.

The inauguration was attended by staff and their families, BNP Paribas' business partners and local media. The funds raised will be earmarked for equipping a new training centre for people with disabilities.

ARVAL PRESENTS ITS ELECTRIC CAR LEASING OFFER

Arval, BNP Paribas' car leasing specialist (which at the end of 2009 managed a fleet of 225,138 vehicles), inaugurated its first Green Mobility electric and hybrid vehicle test centre at its head office in the Paris region.

All the day long, visitors were able to discover and test these new-generation vehicles, as well as to meet the carmakers and owners in order to discuss the present Green Mobility offer and possible future developments. The open day also provided the opportunity for Arval to announce the launch of its first electric car leasing offering.