

# **CONSOLIDATED FINANCIAL STATEMENTS**

**First Half 2012**



**Unaudited figures**







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**CONSOLIDATED FINANCIAL STATEMENTS**

**Prepared in accordance with International Financial Reporting Standards as adopted by the European Union**

*The consolidated financial statements of the BNP Paribas Group are presented for the first halves of 2012 and 2011. In accordance with Article 20.1 of Annex I of European Commission Regulation (EC) 809/2004, the consolidated financial statements for the first half of 2011 are provided in the update registered on 5th August 2011 under number D.11-0116-A02 to the registration document filed with the Autorité des marchés financiers on 11 March 2011 under number D.11-0116.*

**PROFIT AND LOSS ACCOUNT FOR THE FIRST HALF OF 2012**

In millions of euros	Notes	First half 2012	First half 2011
Interest income	2.a	22,752	22,847
Interest expense	2.a	(12,189)	(11,450)
Commission income	2.b	6,560	7,378
Commission expense	2.b	(2,647)	(2,968)
Net gain/loss on financial instruments at fair value through profit or loss	2.c	2,158	3,225
Net gain/loss on available-for-sale financial assets and other financial assets not measured at fair value	2.d	600	778
Income from other activities	2.e	17,595	14,487
Expense on other activities	2.e	(14,845)	(11,631)
<b>REVENUES</b>		<b>19,984</b>	<b>22,666</b>
Operating expense		(12,447)	(12,629)
Depreciation, amortisation and impairment of property, plant and equipment and intangible assets		(737)	(701)
<b>GROSS OPERATING INCOME</b>		<b>6,800</b>	<b>9,336</b>
Cost of risk	2.f	(1,798)	(2,269)
<b>OPERATING INCOME</b>		<b>5,002</b>	<b>7,067</b>
Share of earnings of associates		273	137
Net gain on non-current assets		1,752	136
Goodwill		(104)	37
<b>PRE-TAX INCOME</b>		<b>6,923</b>	<b>7,377</b>
Corporate income tax	2.g	(1,841)	(2,131)
<b>NET INCOME</b>		<b>5,082</b>	<b>5,246</b>
Net income attributable to minority interests		367	502
<b>NET INCOME ATTRIBUTABLE TO EQUITY HOLDERS</b>		<b>4,715</b>	<b>4,744</b>
Basic earnings per share	6.a	3.84	3.84
Diluted earnings per share	6.a	3.83	3.83



# STATEMENT OF NET INCOME AND CHANGES IN ASSETS AND LIABILITIES RECOGNISED DIRECTLY IN EQUITY

In millions of euros	First half 2012	First half 2011
<b>Net income for the period</b>	<b>5,082</b>	<b>5,246</b>
<b>Changes in assets and liabilities recognised directly in equity</b>	<b>3,028</b>	<b>(260)</b>
- Items related to exchange rate movements	590	(950)
- Changes in fair value of available-for-sale financial assets, including those reclassified as loans and receivables	1,906	752
- Changes in fair value of available-for-sale financial assets reported in net income, including those reclassified as loans and receivables	(102)	182
- Changes in fair value of hedging instruments	428	(51)
- Changes in fair value of hedging instruments reported in net income	74	(15)
- Items related to investments in associates	132	(178)
<b>Total</b>	<b>8,110</b>	<b>4,986</b>
- Attributable to equity shareholders	7,207	4,449
- Attributable to minority interests	903	537

**BALANCE SHEET AT 30 JUNE 2012**

In millions of euros	Notes	30 June 2012	31 December 2011
<b>ASSETS</b>			
Cash and amounts due from central banks and post office banks		94,279	58,382
Financial assets at fair value through profit or loss	5.a	797,616	820,463
Derivatives used for hedging purposes		12,482	9,700
Available-for-sale financial assets	5.b	183,892	192,468
Loans and receivables due from credit institutions		49,883	49,369
Loans and receivables due from customers	5.f	657,441	665,834
Remeasurement adjustment on interest-rate risk hedged portfolios		4,616	4,060
Held-to-maturity financial assets		10,512	10,576
Current and deferred tax assets	5.h	9,809	11,570
Accrued income and other assets	5.i	110,793	93,540
Policyholders' surplus reserve		231	1,247
Investments in associates		6,556	4,474
Investment property		966	11,444
Property, plant and equipment		17,274	18,278
Intangible assets		2,510	2,472
Goodwill	5.c	11,181	11,406
<b>TOTAL ASSETS</b>		<b>1,970,041</b>	<b>1,965,283</b>
<b>LIABILITIES</b>			
Due to central banks and post office banks		3,176	1,231
Financial liabilities at fair value through profit or loss	5.a	750,075	762,795
Derivatives used for hedging purposes		16,858	14,331
Due to credit institutions		136,250	149,154
Due to customers	5.f	535,359	546,284
Debt securities	5.g	168,416	157,786
Remeasurement adjustment on interest-rate risk hedged portfolios		677	356
Current and deferred tax liabilities	5.h	3,256	3,489
Accrued expenses and other liabilities	5.i	98,701	81,010
Technical reserves of insurance companies		138,989	133,058
Provisions for contingencies and charges		10,841	10,480
Subordinated debt	5.g	17,164	19,683
<b>TOTAL LIABILITIES</b>		<b>1,879,762</b>	<b>1,879,657</b>
<b>CONSOLIDATED EQUITY</b>			
<i>Share capital, additional paid-in capital and retained earnings</i>		76,317	70,714
<i>Net income for the period attributable to shareholders</i>		4,715	6,050
Total capital, retained earnings and net income for the period attributable to shareholders		81,032	76,764
Change in assets and liabilities recognised directly in equity		1,098	(1,394)
<b>Shareholders' equity</b>		<b>82,130</b>	<b>75,370</b>
Retained earnings and net income for the period attributable to minority interests		8,094	10,737
Change in assets and liabilities recognised directly in equity		55	(481)
<b>Total minority interests</b>		<b>8,149</b>	<b>10,256</b>
<b>TOTAL CONSOLIDATED EQUITY</b>		<b>90,279</b>	<b>85,626</b>
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>1,970,041</b>	<b>1,965,283</b>



# CASH FLOW STATEMENT FOR THE FIRST HALF OF 2012

In millions of euros	Note	First half 2012	First half 2011
<b>Pre-tax net income</b>		<b>6 923</b>	<b>7 377</b>
<b>Non-monetary items included in pre-tax net income and other adjustments</b>		<b>2 048</b>	<b>21 442</b>
Net depreciation/amortisation expense on property, plant and equipment and intangible assets		1 839	1 828
Impairment of goodwill and other non-current assets		111	(15)
Net addition to provisions		3 715	4 375
Share of earnings of associates		(273)	(137)
Net income (expense) from investing activities		(1 709)	35
Net income from financing activities		(768)	(1 148)
Other movements		(867)	16 504
<b>Net increase (decrease) in cash related to assets and liabilities generated by operating activities</b>		<b>33 804</b>	<b>(22 808)</b>
Net decrease in cash related to transactions with credit institutions		(9 658)	(46 320)
Net increase in cash related to transactions with customers		18 208	9 252
Net increase in cash related to transactions involving other financial assets and liabilities		27 505	17 158
Net decrease in cash related to transactions involving non-financial assets and liabilities		(1 351)	(1 443)
Taxes paid		(900)	(1 455)
<b>NET INCREASE IN CASH AND EQUIVALENTS GENERATED BY OPERATING ACTIVITIES</b>		<b>42 775</b>	<b>6 011</b>
Net increase (decrease) in cash related to acquisitions and disposals of subsidiaries	6.d	1 433	(317)
Net decrease (increase) related to property, plant and equipment and intangible assets		(727)	175
<b>NET INCREASE (DECREASE) IN CASH AND EQUIVALENTS RELATED TO INVESTING ACTIVITIES</b>		<b>706</b>	<b>(142)</b>
Increase (decrease) in cash and equivalents related to transactions with shareholders		525	(2 870)
Decrease in cash and equivalents generated by other financing activities		(8 877)	(653)
<b>NET DECREASE IN CASH AND EQUIVALENTS RELATED TO FINANCING ACTIVITIES</b>		<b>(8 352)</b>	<b>(3 523)</b>
<b>EFFECT OF MOVEMENT IN EXCHANGE RATES ON CASH AND EQUIVALENTS</b>		<b>1 014</b>	<b>(1 624)</b>
<b>NET INCREASE IN CASH AND EQUIVALENTS</b>		<b>36 143</b>	<b>722</b>
<b>Balance of cash and equivalent accounts at the start of the period</b>		<b>50 329</b>	<b>25 015</b>
Cash and amounts due from central banks and post office banks		58 382	33 568
Due to central banks and post office banks		(1 231)	(2 123)
Demand deposits with credit institutions		12 099	11 273
Demand loans from credit institutions		(18 308)	(17 464)
Deduction of receivables and accrued interest on cash and equivalents		(613)	(239)
<b>Balance of cash and equivalent accounts at the end of the period</b>		<b>86 472</b>	<b>25 737</b>
Cash and amounts due from central banks and post office banks		94 279	35 110
Due to central banks and post office banks		(3 176)	(1 693)
Demand deposits with credit institutions		10 511	9 697
Demand loans from credit institutions		(14 588)	(18 238)
Deduction of receivables and accrued interest on cash and equivalents		(554)	861
<b>NET INCREASE IN CASH AND EQUIVALENTS</b>		<b>36 143</b>	<b>722</b>



# STATEMENT OF CHANGES IN SHAREHOLDERS'

In millions of euros	Capital and retained earnings						
	Attributable to shareholders				Minority interests		
	Share capital and additional paid-in capital	Undated Super Subordinated Notes	Non-distributed reserves	Total	Capital and retained earnings	Preferred shares eligible as Tier 1 capital	Total
<b>Capital and retained earnings at 31 December 2010</b>	25,711	8,029	40,723	74,463	9,401	1,892	11,293
<b>Appropriation of net income for 2010</b>			(2,521)	(2,521)	(457)		(457)
Increases in capital and issues	128			128			
Movements in own equity instruments	(63)	9	(87)	(141)	(9)	3	(6)
Share-based payment plans			34	34			
Remuneration on Preferred Shares and undated super subordinated			(112)	(112)	(85)		(85)
Impact of internal transactions impacting minority shareholders			(52)	(52)	52		52
Change in consolidation method impacting minority shareholders					(11)		(11)
Acquisitions of additional interests or partial sales of interests			(292)	(292)	(470)		(470)
Change in commitments to repurchase minority shareholders' interests			20	20	(16)		(16)
Other movements			(17)	(17)	26		26
Change in assets and liabilities recognised directly in equity							
<b>Net income for First Half 2011</b>			4,744	4,744	502		502
Interim dividend payments					(19)		(19)
<b>Capital and retained earnings at 30 June 2011</b>	25,776	8,038	42,440	76,254	8,914	1,895	10,809
<b>Appropriation of net income for 2010</b>					(5)		(5)
Increases in capital and issues	268			268			
Reduction in capital						(500)	(500)
Impact of redemption of non voting shares			114	114			
Movements in own equity instruments	(364)	(777)	178	(963)	9	(3)	6
Share-based payment plans			31	31			
Remuneration on Preferred Shares and undated super subordinated notes			(183)	(183)	(32)		(32)
Impact of internal transactions impacting minority shareholders			(28)	(28)	28		28
Change in consolidation method impacting minority shareholders			(8)	(8)	74		74
Acquisitions of additional interests or partial sales of interests					(7)		(7)
Change in commitments to repurchase minority shareholders' interests			(17)	(17)			
Other movements	(2)		(8)	(10)	39	3	42
Change in assets and liabilities recognised directly in equity							
<b>Net income for Second Half 2011</b>			1,306	1,306	342		342
Interim dividend payments					(20)		(20)
<b>Capital and retained earnings at 31 December 2011</b>	25,678	7,261	43,825	76,764	9,342	1,395	10,737
<b>Appropriation of net income for 2011</b>			(1,430)	(1,430)	(236)		(236)
Increases in capital and issues	1,132			1,132			
Reduction in capital						(623)	(623)
Movements in own equity instruments	(92)	(18)	(3)	(113)			
Share-based payment plans			32	32			
Remuneration on Preferred Shares and undated super subordinated notes			(103)	(103)	(84)		(84)
Impact of internal transactions impacting minority shareholders (6.c)			18	18	(18)		(18)
Change in consolidation method impacting minority shareholders					(2,027)		(2,027)
Change in commitments to repurchase minority shareholders' interests			14	14	(8)		(8)
Other movements			3	3	4		4
Change in assets and liabilities recognised directly in equity							
<b>Net income for First Half 2012</b>			4,715	4,715	367		367
Interim dividend payments					(18)		(18)
<b>Capital and retained earnings at 30 June 2012</b>	26,718	7,243	47,071	81,032	7,322	772	8,094





# EQUITY BETWEEN 1 JAN. 2011 AND 30 JUNE 2012

Change in assets and liabilities recognised directly in equity					
Attributable to shareholders				Minority interests	Total equity
Exchange rates	Financial assets available for sale and reclassified Loans and receivables	Derivatives used for hedging purposes	Total		
(401)	(14)	584	169	(296)	85,629
					(2,978)
					128
					(147)
					34
					(197)
					-
					(11)
					(762)
					4
					9
(1,037)	828	(86)	(295)	35	(260)
					<b>5,246</b>
					(19)
<b>(1,438)</b>	<b>814</b>	<b>498</b>	<b>(126)</b>	<b>(261)</b>	<b>86,676</b>
					(5)
					268
					(500)
					114
					(957)
					31
					(215)
					-
					66
					(7)
					(17)
					32
993	(3,010)	749	(1,268)	(220)	(1,488)
					<b>1,648</b>
					(20)
<b>(445)</b>	<b>(2,196)</b>	<b>1,247</b>	<b>(1,394)</b>	<b>(481)</b>	<b>85,626</b>
					(1,666)
					1,132
					(623)
					(113)
					32
					(187)
					-
					(2,027)
					6
					7
498	1,703	291	2,492	536	3,028
					<b>5,082</b>
					(18)
<b>53</b>	<b>(493)</b>	<b>1,538</b>	<b>1,098</b>	<b>55</b>	<b>90,279</b>



## NOTES TO THE FINANCIAL STATEMENTS

Prepared in accordance with International Financial Reporting Standards as adopted by the European Union

### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES APPLIED BY THE BNP PARIBAS GROUP

#### 1.a APPLICABLE ACCOUNTING STANDARDS

The consolidated financial statements of the BNP Paribas Group have been prepared in accordance with international accounting standards (International Financial Reporting Standards – IFRS), as adopted for use in the European Union<sup>1</sup>. Accordingly, certain provisions of IAS 39 on hedge accounting have been excluded, and certain recent texts have not yet undergone the approval process.

The condensed consolidated interim financial statements for the six months ended 30 June 2012 have been prepared in accordance with IAS 34 "Interim Financial Reporting".

The introduction of other standards, which are mandatory as of 1 January 2012, had no effect on the condensed consolidated interim financial statements at 30 June 2012.

The Group did not choose to early-adopt the new standards, amendments, and interpretations adopted by the European Union whose application in 2012 was optional.

As of 1 January 2013, in accordance with the amendment to IAS 19 "Employee Benefits" adopted on 6 June 2012 by the European Union, the retirement benefit liability will be recognised in the Group's balance sheet without adjustment of unrecognised actuarial gains or losses or other amortising items. This liability will thus be increased by EUR 412 million at 1 January 2012 in the restated 2012 accounts presented in the 2013 financial statements.

#### 1.b CONSOLIDATION

##### 1.b.1 SCOPE OF CONSOLIDATION

The consolidated financial statements of BNP Paribas include all entities under the exclusive or joint control of the Group or over which the Group exercises significant influence, with the exception of those entities whose consolidation is regarded as immaterial to the Group. The consolidation of an entity is regarded as immaterial if its contribution to the consolidated financial statements is below the following three thresholds: EUR 15 million of consolidated Revenues, EUR 1 million of consolidated gross operating income or net income before tax, EUR 500 million of total consolidated assets. Companies that hold shares in consolidated companies are also consolidated.

Subsidiaries are consolidated from the date on which the Group obtains effective control. Entities under temporary control are included in the consolidated financial statements until the date of disposal.

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<sup>1</sup> The full set of standards adopted for use in the European Union can be found on the website of the European Commission at: [http://ec.europa.eu/internal\\_market/accounting/ias\\_en.htm#adopted-commission](http://ec.europa.eu/internal_market/accounting/ias_en.htm#adopted-commission)



The Group also consolidates special purpose entities (SPEs) formed specifically to manage a transaction or a group of transactions with similar characteristics, even where the Group has no equity interest in the entity, provided that the substance of the relationship indicates that the Group exercises control as assessed by reference to the following criteria:

- the activities of the SPE are being conducted exclusively on behalf of the Group, such that the Group obtains benefits from those activities;
- the Group has the decision-making and management powers to obtain the majority of the benefits of the ordinary activities of the SPE (for example, by the power to dissolve the SPE, to amend its bylaws, or to exercise a formal veto over amendments to its bylaws);
- the Group has the ability to obtain the majority of the benefits of the SPE, and therefore may be exposed to risks incident to the activities of the SPE. These benefits may be in the form of rights to some or all of the SPE's earnings (calculated on an annual basis), to a share of its net assets, to benefit from one or more assets, or to receive the majority of the residual assets in the event of liquidation;
- the Group retains the majority of the risks taken by the SPE in order to obtain benefits from its activities. This would apply, for example, if the Group remains exposed to the initial losses on a portfolio of assets held by the SPE.

### **1.b.2 CONSOLIDATION METHODS**

Enterprises under the exclusive control of the Group are fully consolidated. The Group has exclusive control over an enterprise where it is in a position to govern the financial and operating policies of the enterprise so as to obtain benefits from its activities. Exclusive control is presumed to exist when the BNP Paribas Group owns, directly or indirectly, more than half of the voting rights of an enterprise. It also exists when the Group has the power to govern the financial and operating policies of the enterprise under an agreement; to appoint or remove the majority of the members of the Board of Directors or equivalent governing body; or to cast the majority of votes at meetings of the Board of Directors or equivalent governing body.

Currently exercisable or convertible potential voting rights are taken into account when determining the percentage of control held.

Jointly-controlled companies are consolidated using the proportional method. The Group exercises joint control when, under a contractual arrangement, strategic financial and operating decisions require the unanimous consent of the parties that share control.

Enterprises over which the Group exercises significant influence (associates) are accounted for by the equity method. Significant influence is the power to participate in the financial and operating policy decisions of an enterprise without exercising control. Significant influence is presumed to exist when the Group holds, directly or indirectly, 20% or more of the voting power of an enterprise. Interests of less than 20% are excluded from consolidation unless they represent a strategic investment and the Group effectively exercises significant influence. This applies to companies developed in partnership with other groups, where the BNP Paribas Group participates in strategic decisions of the enterprise through representation on the Board of Directors or equivalent governing body, exercises influence over the enterprise's operational management by supplying management systems or decision-making tools, and provides technical assistance to support the enterprise's development.

Changes in the net assets of associates (companies accounted for under the equity method) are recognised on the assets side of the balance sheet under "Investments in associates" and in the relevant component of shareholders' equity. Goodwill on associates is also included under "Investments in associates".

If the Group's share of losses of an associate equals or exceeds the carrying amount of its investment in the associate, the Group discontinues including its share of further losses. The investment is reported at nil value. Additional losses of the associate are provided for only to the extent that the Group has a legal or constructive obligation to do so, or has made payments on behalf of the associate.



Minority interests are presented separately in the consolidated profit and loss account and balance sheet. The calculation of minority interests takes into account the outstanding cumulative preferred shares classified as equity instruments issued by subsidiaries, when such shares are held outside the Group.

Transactions resulting in a loss of control completed prior to 1 January 2010 give rise to the recognition of a gain or loss equal to the difference between the sale price and the Group's share in the underlying equity. For transactions completed after 1 January 2010, the revised IAS 27 now requires any equity interest retained by the Group to be remeasured at its fair value through profit or loss.

Realised gains and losses on investments in consolidated undertakings are recognised in the profit and loss account under "Net gain on non-current assets".

### 1.b.3 CONSOLIDATION PROCEDURES

The consolidated financial statements are prepared using uniform accounting policies for reporting like transactions and other events in similar circumstances.

- **Elimination of intragroup balances and transactions**

Intragroup balances arising from transactions between consolidated enterprises, and the transactions themselves (including income, expenses and dividends), are eliminated. Profits and losses arising from intragroup sales of assets are eliminated, except where there is an indication that the asset sold is impaired. Unrealised gains and losses included in the value of available-for-sale assets are maintained in the consolidated financial statements.

- **Translation of financial statements expressed in foreign currencies**

The consolidated financial statements of BNP Paribas are prepared in euros.

The financial statements of enterprises whose functional currency is not the euro are translated using the closing rate method. Under this method, all assets and liabilities, both monetary and non-monetary, are translated using the spot exchange rate at the balance sheet date. Income and expense items are translated at the average rate for the period.

The same method is applied to the financial statements of enterprises located in hyperinflationary economies, after adjusting for the effects of inflation by applying a general price index.

Differences arising from the translation of balance sheet items and profit and loss items are recorded in shareholders' equity under "Exchange rates" for the portion attributable to shareholders, and in "Minority interests" for the portion attributable to outside investors. Under the optional treatment permitted by IFRS 1, the Group has reset to zero, by booking all cumulative translation differences attributable to shareholders and to minority interests in the opening balance sheet at 1 January 2004 to retained earnings.

On liquidation or disposal of some or all of an interest held in a foreign enterprise located outside the euro zone, leading to a change in the nature of the investment (loss of control, significant influence or joint control), the cumulative translation adjustment recorded in equity at the date of the liquidation or sale is recognised in the profit and loss account.

Should the percentage interest held change without any modification in the nature of the investment, the translation adjustment is reallocated between the portion attributable to shareholders and that attributable to minority interests, if the enterprise is fully consolidated. For associates and joint ventures, the portion related to the interest sold is recognised in the profit and loss account.



#### 1.b.4 BUSINESS COMBINATIONS AND MEASUREMENT OF GOODWILL

- **Business combinations**

Business combinations are accounted for using the purchase method.

Under this method, the acquiree's identifiable assets and liabilities assumed are measured at fair value at the acquisition date except for non-current assets classified as assets held for sale, which are accounted for at fair value less costs to sell.

The acquiree's contingent liabilities are not recognised in the consolidated balance sheet unless they represent a present obligation on the acquisition date and their fair value can be measured reliably.

The cost of a business combination is the fair value, at the date of exchange, of assets given, liabilities incurred or assumed, and equity instruments issued to obtain control of the acquiree. Costs directly attributable to the business combination are treated as a separate transaction and recognised through profit or loss.

Any contingent consideration is included in the consideration transferred at its acquisition-date fair value as soon as control is obtained. Subsequent changes in the value of any contingent consideration recognised as a financial liability are recognised through profit or loss.

The Group may recognise any adjustments to the provisional accounting within 12 months of the acquisition date.

Goodwill represents the difference between the cost of the combination and the acquirer's interest in the net fair value of the identifiable assets and liabilities of the acquiree at the acquisition date. Positive goodwill is recognised in the acquirer's balance sheet, while negative goodwill is recognised immediately in profit or loss, on the acquisition date. Minority interests are measured at their share of the fair value of the acquiree's identifiable assets and liabilities. However, for each business combination, the Group can elect to measure minority interests at fair value, in which case a proportion of goodwill is allocated to them. To date, the Group has never used this latter option.

Goodwill is recognised in the functional currency of the acquiree and translated at the closing exchange rate.

On the acquisition date, any previously held equity interest in the acquiree is remeasured at its fair value through profit or loss. In the case of a step acquisition, the goodwill is therefore determined by reference to the acquisition-date fair value.

Since the revised IFRS 3 is applied prospectively, business combinations completed prior to 1 January 2010 were not restated for the effects of changes to IFRS 3.

As permitted under IFRS 1, business combinations that took place before 1 January 2004 and were recorded in accordance with the previously applicable accounting standards (French GAAP), have not been restated in accordance with the principles of IFRS 3.

- **Measurement of goodwill**

The BNP Paribas Group tests goodwill for impairment on a regular basis.

- Cash-generating units

The BNP Paribas Group has split all its activities into cash-generating units<sup>2</sup> representing major business lines. This split is consistent with the Group's organisational structure and management methods, and reflects the independence of each unit in terms of results and management approach. It

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<sup>2</sup> As defined by IAS 36.



is reviewed on a regular basis in order to take account of events likely to affect the composition of cash-generating units, such as acquisitions, disposals and major reorganisations.

- Testing cash-generating units for impairment

Goodwill allocated to cash-generating units is tested for impairment annually and whenever there is an indication that a unit may be impaired, by comparing the carrying amount of the unit with its recoverable amount. If the recoverable amount is less than the carrying amount, an irreversible impairment loss is recognised, and the goodwill is written down by the excess of the carrying amount of the unit over its recoverable amount.

- Recoverable amount of a cash-generating unit

The recoverable amount of a cash-generating unit is the higher of the fair value of the unit and its value in use.

Fair value is the price that would be obtained from selling the unit at the market conditions prevailing at the date of measurement, as determined mainly by reference to actual prices of recent transactions involving similar entities or on the basis of stock market multiples for comparable companies.

Value in use is based on an estimate of the future cash flows to be generated by the cash-generating unit, derived from the annual forecasts prepared by the unit's management and approved by Group Executive Management, and from analyses of changes in the relative positioning of the unit's activities on their market. These cash flows are discounted at a rate that reflects the return that investors would require from an investment in the business sector and region involved.

## **1.c FINANCIAL ASSETS AND FINANCIAL LIABILITIES**

### **1.c.1 LOANS AND RECEIVABLES**

Loans and receivables include credit provided by the Group, the Group's share in syndicated loans, and purchased loans that are not quoted in an active market, unless they are held for trading purposes. Loans that are quoted in an active market are classified as "Available-for-sale financial assets" and measured using the methods applicable to this category.

Loans and receivables are initially measured at fair value or equivalent, which is usually the net amount disbursed at inception including directly attributable origination costs and certain types of fees or commission (syndication commission, commitment fees and handling charges) that are regarded as an adjustment to the effective interest rate on the loan.

Loans and receivables are subsequently measured at amortised cost. The income from the loan, representing interest plus transaction costs and fees/commission included in the initial value of the loan, is calculated using the effective interest method and taken to profit or loss over the life of the loan.

Commission earned on financing commitments prior to the inception of a loan is deferred and included in the value of the loan when the loan is made.

Commission earned on financing commitments when the probability of drawdown is low, or when there is uncertainty as to the timing and amount of drawdowns, is recognised on a straight-line basis over the life of the commitment.



## 1.c.2 REGULATED SAVINGS AND LOAN CONTRACTS

Home savings accounts (*Comptes Épargne-Logement* – “CEL”) and home savings plans (*Plans d'Épargne Logement* – “PEL”) are government-regulated retail products sold in France. They combine a savings phase and a loan phase which are inseparable, with the loan phase contingent upon the savings phase.

These products contain two types of obligations for BNP Paribas: an obligation to pay interest on the savings for an indefinite period, at a rate set by the government at the inception of the contract (in the case of PEL products) or at a rate reset every six months using an indexation formula set by law (in the case of CEL products); and an obligation to lend to the customer (at the customer's option) an amount contingent upon the rights acquired during the savings phase, at a rate set at the inception of the contract (in the case of PEL products) or at a rate contingent upon the savings phase (in the case of CEL products).

The Group's future obligations with respect to each generation (in the case of PEL products, a generation comprises all products with the same interest rate at inception; in the case of CEL products, all such products constitute a single generation) are measured by discounting potential future earnings from at-risk outstandings for that generation.

At-risk outstandings are estimated on the basis of a historical analysis of customer behaviour, and are equivalent to:

- for the loan phase: statistically probable loans outstanding and actual loans outstanding;
- for the savings phase: the difference between statistically probable outstandings and minimum expected outstandings, with minimum expected outstandings being deemed equivalent to unconditional term deposits.

Earnings for future periods from the savings phase are estimated as the difference between the reinvestment rate and the fixed savings interest rate on at-risk savings outstanding for the period in question. Earnings for future periods from the loan phase are estimated as the difference between the refinancing rate and the fixed loan interest rate on at-risk loans outstanding for the period in question.

The reinvestment rate for savings and the refinancing rate for loans are derived from the swap yield curve and from the spreads expected on financial instruments of similar type and maturity. Spreads are determined on the basis of actual spreads on fixed rate home loans in the case of the loan phase and euro-denominated life insurance products in the case of the savings phase. In order to reflect the uncertainty of future interest rate trends, and the impact of such trends on customer behaviour models and on at-risk outstandings, the obligations are estimated using the Monte Carlo method.

Where the sum of the Group's estimated future obligations with respect to the savings and loan phases of any generation of contracts indicates a potentially unfavourable situation for the Group, a provision is recognised (with no offset between generations) in the balance sheet in “Provisions for contingencies and charges”. Movements in this provision are recognised as interest income in the profit and loss account.



**1.c.3 SECURITIES**

- **Categories of securities**

Securities held by the Group are classified into one of four categories.

- Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss are composed of:

- financial assets held for trading purposes;
- financial assets that the Group has designed, on initial recognition, at fair value through profit or loss using the fair value option available under IAS 39. The conditions for applying the fair value option are set out in section 1.c.10.

Securities in this category are measured at fair value at the balance sheet date. Transaction costs are directly posted in the profit and loss account. Changes in fair value (excluding accrued interest on fixed-income securities) are presented in the profit and loss account under "Net gain/loss on financial instruments at fair value through profit or loss", along with dividends from variable-income securities and realised gains and losses on disposal.

Income earned on fixed-income securities classified into this category is shown under "Interest income" in the profit and loss account.

Fair value incorporates an assessment of the counterparty risk on these securities.

- Loans and receivables

Securities with fixed or determinable payments that are not traded on an active market, apart from securities for which the owner may not recover almost all of its initial investment due to reasons other than credit deterioration, are classified as "Loans and receivables" if they do not meet the criteria to be classified as "Financial assets at fair value through profit or loss." These securities are measured and recognised as described in section 1.c.1.

- Held-to-maturity financial assets

Held-to-maturity financial assets are investments with fixed or determinable payments and fixed maturity that the Group has the intention and ability to hold until maturity. Hedges contracted to cover assets in this category against interest rate risk do not qualify for hedge accounting as defined in IAS 39.

Assets in this category are accounted for at amortised cost using the effective interest method, which builds in amortisation of premium and discount (corresponding to the difference between the purchase price and redemption value of the asset) and acquisition costs (where material). Income earned from this category of assets is included in "Interest income" in the profit and loss account.

- Available-for-sale financial assets

Available-for-sale financial assets are fixed-income and variable-income securities other than those classified as "fair value through profit or loss" or "held-to-maturity" or "loans and receivables".





Assets included in the available-for-sale category are initially recorded at fair value, plus transaction costs where material. At the balance sheet date, they are remeasured at fair value, with changes in fair value (excluding accrued interest) shown on a separate line in shareholders' equity. Upon disposal, these unrealised gains and losses are transferred from shareholders' equity to the profit and loss account, where they are shown on the line "Net gain/loss on available-for-sale financial assets". The same applies in the event of impairment.

Income recognised using the effective interest method for fixed-income available-for-sale securities is recorded under "Interest income" in the profit and loss account. Dividend income from variable-income securities is recognised under "Net gain/loss on available-for-sale financial assets" when the Group's right to receive payment is established.

- **Repurchase agreements and securities lending/borrowing**

Securities temporarily sold under repurchase agreements continue to be recorded in the Group's balance sheet in the category of securities to which they belong. The corresponding liability is recognised in the appropriate debt category on the balance sheet except in the case of repurchase agreements contracted for trading purposes where the corresponding liability is classified under "Financial liabilities at fair value through profit or loss".

Securities temporarily acquired under reverse repurchase agreements are not recognised in the Group's balance sheet. The corresponding receivable is recognised under "Loans and receivables" except in the case of reverse repurchase agreements contracted for trading purposes, where the corresponding receivable is recognised under "Financial assets at fair value through profit or loss".

Securities lending transactions do not result in derecognition of the lent securities, and securities borrowing transactions do not result in recognition of the borrowed securities on the balance sheet, except in cases where the borrowed securities are subsequently sold by the Group. In such cases, the obligation to deliver the borrowed securities on maturity is recognised on the balance sheet under "Financial liabilities at fair value through profit or loss".

- **Date of recognition for securities transactions**

Securities classified as at fair value through profit or loss, held-to-maturity or available-for-sale financial assets are recognised at the trade date.

Regardless of their classification (at fair value through profit or loss, loans and receivables or debt), temporary sales of securities as well as sales of borrowed securities are initially recognised at the settlement date.

Securities transactions are carried on the balance sheet until the Group's rights to receive the related cash flows expire, or until the Group has substantially transferred all the risks and rewards related to ownership of the securities.



#### 1.c.4 FOREIGN CURRENCY TRANSACTIONS

The methods used to account for assets and liabilities relating to foreign currency transactions entered into by the Group, and to measure the foreign exchange risk arising on such transactions, depend on whether the asset or liability in question is classified as a monetary or a non-monetary item.

- Monetary assets and liabilities<sup>3</sup> expressed in foreign currencies

Monetary assets and liabilities expressed in foreign currencies are translated into the functional currency of the relevant Group entity at the closing rate. Translation differences are recognised in the profit and loss account, except for those arising from financial instruments designated as a cash flow hedge or a net foreign investment hedge, which are recognised in shareholders' equity.

- Non-monetary assets and liabilities expressed in foreign currencies

Non-monetary assets may be measured either at historical cost or at fair value. Non-monetary assets expressed in foreign currencies are translated using the exchange rate at the date of the transaction if they are measured at historical cost, and at the closing rate if they are measured at fair value.

Translation differences on non-monetary assets expressed in foreign currencies and measured at fair value (variable-income securities) are recognised in the profit and loss account if the asset is classified under "Financial assets at fair value through profit or loss", and in shareholders' equity if the asset is classified under "Available-for-sale financial assets", if the financial asset in question is designated as an item hedged against foreign exchange risk in a fair value hedging relationship, then the translation difference is recognised in the profit and loss account.

#### 1.c.5 IMPAIRMENT OF FINANCIAL ASSETS

- **Impairment of loans and receivables and held-to-maturity financial assets, provisions for financing and guarantee commitments**

An impairment loss is recognised against loans and held-to-maturity financial assets where (i) there is objective evidence of a decrease in value as a result of an event occurring after inception of the loan or acquisition of the asset; (ii) the event affects the amount or timing of future cash flows; and (iii) the consequences of the event can be reliably measured. Loans are initially assessed for evidence of impairment on an individual basis, and subsequently on a portfolio basis. Similar principles are applied to financing and guarantee commitments given by the Group, with the probability of drawdown taken into account in any assessment of financing commitments.

At an individual level, objective evidence that a financial asset is impaired includes observable data regarding the following events:

- the existence of accounts that are more than three months past due (six months past due for real estate loans and loans to local authorities);
- knowledge or indications that the borrower meets significant financial difficulty, such that a risk can be considered to have arisen regardless of whether the borrower has missed any payments;

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<sup>3</sup> Monetary assets and liabilities are assets and liabilities to be received or paid in fixed or determinable amounts of cash.



- concessions with respect to the credit terms granted to the borrower that the lender would not have considered had the borrower not been meeting financial difficulty.

The amount of the impairment is the difference between the carrying amount before impairment and the present value, discounted at the original effective interest rate of the asset, of those components (principal, interest, collateral, etc.) regarded as recoverable. Changes in the amount of impairment losses recognised in profit and loss account under “Cost of risk”. Any subsequent decrease in an impairment loss that can be related objectively to an event occurring after the impairment loss was recognised is credited to the profit and loss account, also under “Cost of risk”. Once an asset has been impaired, income earned on the carrying amount of the asset calculated at the original effective interest rate used to discount the estimated recoverable cash flows is recognised under “Interest income” in the profit and loss account.

Impairment losses on loans and receivables are usually recorded in a separate provision account which reduces the amount for which the loan or receivable was recorded in assets upon initial recognition. Provisions relating to off-balance sheet financial instruments, financing and guarantee commitments or disputes are recognised in liabilities. Impaired receivables are written off in whole or in part and the corresponding provision is reversed for the amount of the loss when all other means available to the Bank for recovering the receivables or guarantees have failed, or when all or part of the receivables have been waived.

Counterparties that are not individually impaired are risk-assessed on a portfolio basis with similar characteristics. This assessment draws upon an internal rating system based on historical data, adjusted as necessary to reflect circumstances prevailing at the balance sheet date. It enables the Group to identify groups of counterparties which, as a result of events occurring since inception of the loans, have collectively acquired a probability of default at maturity that provides objective evidence of impairment of the entire portfolio, but without it being possible at that stage to allocate the impairment to individual counterparties. This assessment also estimates the amount of the loss on the portfolios in question, taking account of trends in the economic cycle during the assessment period. Changes in the amount of portfolio impairments are recognised in the profit and loss account under “Cost of risk”.

Based on the experienced judgement of the Bank’s divisions or Risk Management, the Group may recognise additional collective impairment provisions with respect to a given economic sector or geographic area affected by exceptional economic events. This may be the case when the consequences of these events cannot be measured with sufficient accuracy to adjust the parameters used to determine the collective provision recognised against affected portfolios of loans with similar characteristics.

- **Impairment of available-for-sale financial assets**

Impairment of available-for-sale financial assets (which mainly comprise securities) is recognised on an individual basis if there is objective evidence of impairment as a result of one or more events occurring since acquisition.

In the case of variable-income securities quoted in an active market, the control system identifies securities that may be impaired on a long term basis and is based on criteria such as a significant decline in quoted price below the acquisition cost or a prolonged decline, which prompts the Group to carry out an additional individual qualitative analysis. This may lead to the recognition of an impairment loss calculated on the basis of the quoted price.

Apart from the identification criteria, the Group has determined three indications of impairment, one being a significant decline in price, defined as a fall of more than 50% of the acquisition price, another being a prolonged decline over two consecutive years and the final one being a decline on average of at least 30% over an observation period of one year. The Group believes that a period of two years is what is necessary for a moderate decline in price below the purchase cost to be considered as something



more than just the effect of random volatility inherent in the stock markets or a cyclical change lasting a few years, but which represents a lasting phenomenon justifying an impairment.

A similar method is applied for variable-income securities not quoted in an active market. Any impairment is then determined based on the model value.

In the case of fixed-income securities, impairment is assessed based on the same criteria applied to individually impaired loans and receivables. For securities quoted in an active market, impairment is determined based on the quoted price. For all the others, it is determined based on model value.

Impairment losses taken against variable-income securities are recognised as a component of Revenues on the line "Net gain/loss on available-for-sale financial assets", and may not be reversed through the profit and loss account until these securities are sold. Any subsequent decline in fair value constitutes an additional impairment loss, recognised in the profit and loss account.

Impairment losses taken against fixed-income securities are recognised under "Cost of risk", and may be reversed through the profit and loss account in the event of an increase in fair value that relates objectively to an event occurring after the last impairment was recognised.

### **1.c.6 RECLASSIFICATION OF FINANCIAL ASSETS**

The only authorised reclassifications of financial assets are the following:

For a non-derivative financial asset which is no longer held for the purposes of selling it in the near-term, out of "Financial assets at fair value through profit or loss" and into:

- "Loans and receivables" if the asset meets the definition for this category and the Group has the intention and ability to hold the asset for the foreseeable future or until maturity; or
- Other categories only under rare circumstances when justified and provided that the reclassified assets meet the conditions applicable to the host portfolio.

Out of "Available-for-sale financial assets" and into:

- "Loans and receivables" with the same conditions as set out above for "Financial assets at fair value through profit or loss";
- "Held-to-maturity financial assets," for assets that have a maturity, or "Financial assets at cost," for unlisted variable-income assets.

Financial assets are reclassified at fair value, or at the value calculated by a model, on the reclassification date. Any derivatives embedded in the reclassified financial assets are recognised separately and changes in fair value are recognised through profit or loss.

After reclassification, assets are recognised according to the provisions applied to the host portfolio. The transfer price on the reclassification date is deemed to be the initial cost of the asset for the purpose of determining any impairment.

In the event of reclassification from "available-for-sale financial assets" to another category, gains or losses previously recognised through equity are amortised to profit or loss over the residual life of the instrument using the effective interest rate method.

Any upward revisions to the estimated recoverable amounts are recognised through an adjustment to the effective interest rate as of the date on which the estimate is revised. Downward revisions are recognised through an adjustment to the financial asset's carrying amount.

**1.c.7 ISSUES OF DEBT SECURITIES**

Financial instruments issued by the Group are qualified as debt instruments if the Group company issuing the instruments has a contractual obligation to deliver cash or another financial asset to the holder of the instrument. The same applies if the Group is required to exchange financial assets or financial liabilities with another entity under conditions that are potentially unfavourable to the Group, or to deliver a variable number of the Group's own equity instruments.

Issues of debt securities are initially recognised at the issue value including transaction costs, and are subsequently measured at amortised cost using the effective interest method.

Bonds redeemable for or convertible into equity instruments of the Group are accounted for as hybrid instruments with a debt component and an equity component, determined on initial recognition.

**1.c.8 OWN EQUITY INSTRUMENTS AND OWN EQUITY INSTRUMENT DERIVATIVES**

The term "own equity instruments" refers to shares issued by the parent company (BNP Paribas SA) or by its fully consolidated subsidiaries.

Own equity instruments held by the Group, also known as treasury shares, are deducted from consolidated shareholders' equity irrespective of the purpose for which they are held. Gains and losses arising on such instruments are eliminated from the consolidated profit and loss account.

When the Group acquires equity instruments issued by subsidiaries under the exclusive control of BNP Paribas, the difference between the acquisition price and the share of net assets acquired is recorded in retained earnings attributable to BNP Paribas shareholders. Similarly, the liability corresponding to put options granted to minority shareholders in such subsidiaries, and changes in the value of that liability, are offset initially against minority interests, with any surplus offset against retained earnings attributable to BNP Paribas shareholders. Until these options have been exercised, the portion of net income attributable to minority interests is allocated to minority interests in the profit and loss account. A decrease in the Group's interest in a fully consolidated subsidiary is recognised in the Group's accounts as a change in shareholders' equity.

Own equity instrument derivatives are treated as follows, depending on the method of settlement:

- as equity instruments if they are settled by physical delivery of a fixed number of own equity instruments for a fixed amount of cash or other financial asset. Such instruments are not revalued;
- as derivatives if they are settled in cash, or by choice, depending on whether they are settled by physical delivery of the shares or in cash. Changes in value of such instruments are taken to the profit and loss account.

If the contract includes an obligation, whether contingent or not, for the bank to repurchase its own shares, the bank must recognise the present value of the debt with an offsetting entry in equity.



### 1.c.9 DERIVATIVE INSTRUMENTS AND HEDGE ACCOUNTING

All derivative instruments are recognised in the balance sheet on the trade date at the transaction price, and are remeasured to fair value on the balance sheet date.

- **Derivatives held for trading purposes**

Derivatives held for trading purposes are recognised in the balance sheet in “Financial assets at fair value through profit or loss” when their fair value is positive, and in “Financial liabilities at fair value through profit or loss” when their fair value is negative. Realised and unrealised gains and losses are recognised in the profit and loss account on the line “Net gain/loss on financial instruments at fair value through profit or loss”.

- **Derivatives and hedge accounting**

Derivatives contracted as part of a hedging relationship are designated according to the purpose of the hedge.

Fair value hedges are particularly used to hedge interest rate risk on fixed rate assets and liabilities, both for identified financial instruments (securities, debt issues, loans, borrowings) and for portfolios of financial instruments (in particular, demand deposits and fixed rate loans).

Cash flow hedges are particularly used to hedge interest rate risk on floating-rate assets and liabilities, including rollovers, and foreign exchange risks on highly probable forecast foreign currency revenues.

At the inception of the hedge, the Group prepares formal documentation which details the hedging relationship, identifying the instrument, or portion of the instrument, or portion of risk that is being hedged, the hedging strategy and the type of risk hedged, the hedging instrument, and the methods used to assess the effectiveness of the hedging relationship.

On inception and at least quarterly, the Group assesses, in consistency with the original documentation, the actual (retrospective) and expected (prospective) effectiveness of the hedging relationship. Retrospective effectiveness tests are designed to assess whether actual changes in the fair value or cash flows of the hedging instrument and the hedged item are within a range of 80% to 125%. Prospective effectiveness tests are designed to ensure that expected changes in the fair value or cash flows of the derivative over the residual life of the hedge adequately offset those of the hedged item. For highly probable forecast transactions, effectiveness is assessed largely on the basis of historical data for similar transactions.

Under IAS 39 as adopted by the European Union, which excludes certain provisions on portfolio hedging, interest rate risk hedging relationships based on portfolios of assets or liabilities qualify for fair value hedge accounting as follows:

- the risk designated as being hedged is the interest rate risk associated with the interbank rate component of interest rates on commercial banking transactions (loans to customers, savings accounts and demand deposits);
- the instruments designated as being hedged correspond, for each maturity band, to a portion of the interest rate gap associated with the hedged underlyings;
- the hedging instruments used consist exclusively of “plain vanilla” swaps;
- prospective hedge effectiveness is established by the fact that all derivatives must, on inception, have the effect of reducing interest rate risk in the portfolio of hedged underlyings. Retrospectively, a hedge will be disqualified from hedge accounting once a shortfall arises in the underlyings specifically associated with that hedge for each maturity band (due to prepayment of loans or withdrawals of deposits).





The accounting treatment of derivatives and hedged items depends on the hedging strategy.

In a fair value hedging relationship, the derivative instrument is remeasured at fair value in the balance sheet, with changes in fair value recognised in profit or loss in “Net gain/loss on financial instruments at fair value through profit or loss”, symmetrically with the remeasurement of the hedged item to reflect the hedged risk. In the balance sheet, the fair value remeasurement of the hedged component is recognised in accordance with the classification of the hedged item in the case of a hedge of identified assets and liabilities, or under “Remeasurement adjustment on interest rate risk hedged portfolios” in the case of a portfolio hedging relationship.

If a hedging relationship ceases or no longer fulfils the effectiveness criteria, the hedging instrument is transferred to the trading book and accounted for using the treatment applied to this category. In the case of identified fixed-income instruments, the remeasurement adjustment recognised in the balance sheet is amortised at the effective interest rate over the remaining life of the instrument. In the case of interest rate risk hedged fixed-income portfolios, the adjustment is amortised on a straight-line basis over the remainder of the original term of the hedge. If the hedged item no longer appears in the balance sheet, in particular due to prepayments, the adjustment is taken to the profit and loss account immediately.

In a cash flow hedging relationship, the derivative is measured at fair value in the balance sheet, with changes in fair value taken to shareholders' equity on a separate line, “Unrealised or deferred gains or losses”. The amounts taken to shareholders' equity over the life of the hedge are transferred to the profit and loss account under “Net interest income” as and when the cash flows from the hedged item impact profit or loss. The hedged items continue to be accounted for using the treatment specific to the category to which they belong.

If the hedging relationship ceases or no longer fulfils the effectiveness criteria, the cumulative amounts recognised in shareholders' equity as a result of the remeasurement of the hedging instrument remain in equity until the hedged transaction itself impacts profit or loss, or until it becomes clear that the transaction will not occur, at which point they are transferred to the profit and loss account.

If the hedged item ceases to exist, the cumulative amounts recognised in shareholders' equity are immediately taken to the profit and loss account.

Whatever the hedging strategy used, any ineffective portion of the hedge is recognised in the profit and loss account under “Net gain/loss on financial instruments at fair value through profit or loss”.

Hedges of net foreign currency investments in subsidiaries and branches are accounted for in the same way as cash flow hedges. Hedging instruments may be currency derivatives or any other non-derivative financial instrument.

- **Embedded derivatives**

Derivatives embedded in hybrid financial instruments are separated from the value of the host contract and accounted for separately as a derivative if the hybrid instrument is not recorded as a financial asset or liability at fair value through profit or loss, and if the economic characteristics and risks of the embedded derivative are not closely related to those of the host contract.



### 1.c.10 DETERMINATION OF FAIR VALUE

Financial assets and liabilities classified as fair value through profit or loss, and financial assets classified as available-for-sale, are measured and accounted for at fair value upon initial recognition and at subsequent dates. Fair value is defined as the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction. On initial recognition, the value of a financial instrument is generally the transaction price (i.e. the value of the consideration paid or received).

Fair value is determined:

- based on quoted prices in an active market; or
- using valuation techniques involving:
  - mathematical calculation methods based on accepted financial theories; and
  - parameters derived in some cases from the prices of instruments traded in active markets, and in others from statistical estimates or other quantitative methods resulting from the absence of an active market.

Whether or not a market is active is determined by a variety of factors. Characteristics of an inactive market include a significant decline in the volume and level of trading activity in identical or similar instruments, a significant variation of the available prices over time or among market participants or the observed transaction prices are not current.

- **Use of quoted prices in an active market**

If quoted prices in an active market are available, they are used to determine fair value. These represent directly quoted prices for identical instruments.

- **Use of models to value unquoted financial instruments**

The majority of over-the-counter derivatives are traded in active markets. Valuations are determined using generally accepted models (discounted cash flows, Black-Scholes model, interpolation techniques) based on quoted market prices for similar instruments or underlyings.

Some financial instruments, although not traded in an active market, are valued using methods based on observable market data.

These models use market parameters calibrated on the basis of observable data such as yield curves, implicit volatility layers of options, default rates, and loss assumptions.

The valuation derived from models is adjusted for liquidity and credit risk. Starting from valuations derived from median market prices, price adjustments are used to value the net position in each financial instrument at bid price in the case of short positions, or at asking price in the case of long positions. Bid price is the price at which a counterparty would buy the instrument, and asking price is the price at which a seller would sell the same instrument.

Similarly, a counterparty risk adjustment is included in the valuation derived from the model in order to reflect the credit quality of the derivative instrument.

The margin generated when these financial instruments are traded is taken to the profit and loss account immediately.

Other illiquid complex financial instruments are valued using internally-developed techniques, that are entirely based on data or on partially non-observable active markets.





In the absence of observable inputs, these instruments are measured on initial recognition in a way that reflects the transaction price, regarded as the best indication of fair value. Valuations derived from these models are adjusted for liquidity risk and credit risk.

The margin generated when these complex financial instruments are traded (day one profit) is deferred and taken to the profit and loss account over the period during which the valuation parameters are expected to remain non-observable. When parameters that were originally non-observable become observable, or when the valuation can be substantiated in comparison with recent similar transactions in an active market, the unrecognised portion of the day one profit is released to the profit and loss account.

Lastly, the fair value of unlisted equity securities is measured in comparison with recent transactions in the equity of the company in question carried out with an independent third party on an arm's length basis. If no such points of reference are available, the valuation is determined either on the basis of generally accepted practices (EBIT or EBITDA multiples) or of the Group's share of net assets calculated using the most recent information available.

### **1.c.11 FINANCIAL ASSETS AND LIABILITIES DESIGNATED AT FAIR VALUE THROUGH PROFIT OR LOSS (FAIR VALUE OPTION)**

The amendment to IAS 39 relating to the "fair value option" was adopted by the European Union on 15 November 2005, in effect starting 1 January 2005.

This option allows entities to designate any financial asset or financial liability on initial recognition measured at fair value, with changes in fair value recognised in profit or loss, in the following cases:

- hybrid financial instruments containing one or more embedded derivatives which otherwise would have been separated and accounted for separately;
- where using the option enables the entity to eliminate or significantly reduce a mismatch in the measurement and accounting treatment of assets and liabilities that would arise if they were to be classified in separate categories;
- when a group of financial assets and/or financial liabilities is managed and measured on the basis of fair value, in accordance with a documented risk management and investment strategy.

### **1.c.12 INCOME AND EXPENSES ARISING FROM FINANCIAL ASSETS AND FINANCIAL LIABILITIES**

Income and expenses arising from financial instruments measured at amortised cost and from fixed-income securities classified in "Available-for-sale financial assets" are recognised in the profit and loss account using the effective interest method.

The effective interest rate is the rate that exactly discounts estimated future cash flows through the expected life of the financial instrument or, when appropriate, a shorter period, to the net carrying amount of the asset or liability in the balance sheet. The effective interest rate calculation takes into account all fees received or paid that are an integral part of the effective interest rate of the contract, transaction costs, and (iii) premiums and discounts.

The method used by the Group to recognise service-related commission income and expenses depends on the nature of the service. Commission treated as an additional component of interest is included in the effective interest rate, and is recognised in the profit and loss account in "Net interest income". Commission payable or receivable on execution of a significant transaction is recognised in the profit and loss account in full on execution of the transaction, under "Commission income and expense". Commission payable or receivable for recurring services is recognised over the term of the service, also under "Commission income and expense".



Commission received in respect of financial guarantee commitments is regarded as representing the fair value of the commitment. The resulting liability is subsequently amortised over the term of the commitment, under commission income in Revenues.

External costs that are directly attributable to an issue of new shares are deducted from equity net of all related taxes.

### **1.c.13 COST OF RISK**

Cost of risk includes movements in provisions for impairment of fixed-income securities and loans and receivables due from customers and credit institutions, movements in financing and guarantee commitments given, losses on irrecoverable loans and amounts recovered on loans written off. This caption also includes impairment losses recorded with respect to default risk incurred on counterparties for over-the-counter financial instruments, as well as expenses relating to fraud and to disputes inherent to the financing business.

### **1.c.14 DERECOGNITION OF FINANCIAL ASSETS AND FINANCIAL LIABILITIES**

The Group derecognises all or part of a financial asset either when the contractual rights to the cash flows from the asset expire or when the Group transfers the contractual rights to the cash flows from the asset and substantially all the risks and rewards of ownership of the asset. Unless these conditions are fulfilled, the Group retains the asset in its balance sheet and recognises a liability for the obligation created as a result of the transfer of the asset.

The Group derecognises all or part of a financial liability when the liability is extinguished in full or in part.

### **1.c.15 OFFSETTING FINANCIAL ASSETS AND FINANCIAL LIABILITIES**

A financial asset and a financial liability are offset and the net amount presented in the balance sheet if, and only if, the Group has a legally enforceable right to set off the recognised amounts, and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

Repurchase agreements and derivatives traded with clearing houses that meet the two criteria set out in the accounting standard are offset in the balance sheet.



## 1.d ACCOUNTING STANDARDS SPECIFIC TO INSURANCE BUSINESS

The specific accounting policies relating to assets and liabilities generated by insurance contracts and financial contracts with a discretionary participation feature written by fully consolidated insurance companies are retained for the purposes of the consolidated financial statements. These policies comply with IFRS 4.

All other insurance company assets and liabilities are accounted for using the policies applied to the Group's assets and liabilities generally, and are included in the relevant balance sheet and profit and loss account headings in the consolidated financial statements.

### 1.d.1 ASSETS

Financial assets and non-current assets are accounted for using the policies described elsewhere in this note. The only exceptions are shares in civil property companies (SCIs) held in unit-linked insurance contract portfolios, which are measured at fair value on the balance sheet date with changes in fair value taken to profit or loss.

Financial assets representing technical provisions related to unit-linked business are shown in "Financial assets at fair value through profit or loss", and are stated at the realisable value of the underlying assets at the balance sheet date.

### 1.d.2 LIABILITIES

The Group's obligations to policyholders and beneficiaries are shown in "Technical reserves of insurance companies" and are comprised of liabilities relating to insurance contracts carrying a significant insurance risk (e.g., mortality or disability) and to financial contracts with a discretionary participation feature, which are covered by IFRS 4. A discretionary participation feature is one which gives life policyholders the right to receive a share of actual profits as a supplement to guaranteed benefits.

Liabilities relating to other financial contracts, which are covered by IAS 39, are shown in "Due to customers".

Unit-linked contract liabilities are measured in reference to the fair value of the underlying assets at the balance sheet date.

The technical reserves of life insurance subsidiaries consist primarily of mathematical reserves, which generally correspond to the surrender value of the contract.

The benefits offered relate mainly to the risk of death (term life insurance, annuities, loan repayment, guaranteed minimum on unit-linked contracts) and, for borrowers' insurance, to disability, incapacity and unemployment risks. These types of risks are controlled by the use of appropriate mortality tables (certified tables in the case of annuity-holders), medical screening appropriate to the level of benefit offered, statistical monitoring of insured populations, and reinsurance programmes.

Non-life technical reserves include unearned premium reserves (corresponding to the portion of written premiums relating to future periods) and outstanding claims reserves, inclusive of claims handling costs.

The adequacy of technical reserves is tested at the balance sheet date by comparing them with the average value of future cash flows as derived from stochastic analyses. Any adjustments to technical reserves are taken to the profit and loss account for the period. A capitalisation reserve is set up in individual statutory accounts on the sale of amortisable securities in order to defer part of the net realised gain and hence maintain the yield to maturity on the portfolio of admissible assets. In the consolidated financial statements, the bulk of this reserve is reclassified to "Policyholders' surplus" on



the liabilities side of the consolidated balance sheet; a deferred tax liability is recognised on the portion taken to shareholders' equity.

This item also includes the policyholders' surplus reserve resulting from the application of shadow accounting. This represents the interest of policyholders, mainly within French life insurance subsidiaries, in unrealised gains and losses on assets where the benefit paid under the policy is linked to the return on those assets. This interest is an average derived from stochastic analyses of unrealised gains and losses attributable to policyholders in various scenarios.

In the event of an unrealised loss on shadow accounted assets, a policyholders' loss reserve is recognised on the assets side of the consolidated balance sheet in an amount equal to the probable deduction from the policyholders' future profit share. The recoverability of the policyholders' loss reserve is assessed prospectively, taking into account policyholders' surplus reserves recognised elsewhere, capital gains on financial assets that are not shadow accounted due to accounting elections made (held-to-maturity financial assets and property investments measured at cost) and the company's ability and intention to hold the assets carrying the unrealised loss. The policyholders' loss reserve is recognised symmetrically with the corresponding assets and shown on the assets side of the balance sheet under the line item "Accrued income and other assets".

### **1.d.3 PROFIT AND LOSS ACCOUNT**

Income and expenses arising on insurance contracts written by the Group are recognised in the profit and loss account under "Income from other activities" and "Expenses on other activities".

Other insurance company income and expenses are included in the relevant profit and loss account item. Consequently, movements in the policyholders' surplus reserve are shown on the same line as gains and losses on the assets that generated the movements.

## **1.e PROPERTY, PLANT, EQUIPMENT AND INTANGIBLE ASSETS**

Property, plant and equipment and intangible assets shown in the consolidated balance sheet comprise on assets used in operations and investment property.

Assets used in operations are those used in the provision of services or for administrative purposes, and include non-property assets leased by the Group as lessor under operating leases.

Investment property comprises property assets held to generate rental income and capital gains.

Property, plant and equipment and intangible assets are initially recognised at purchase price plus directly attributable costs, together with borrowing costs where a long period of construction or adaptation is required before the asset can be brought into service.

Software developed internally by the BNP Paribas Group that fulfils the criteria for capitalisation is capitalised at direct development cost, which includes external costs and the labour costs of employees directly attributable to the project.

Subsequent to initial recognition, property, plant and equipment and intangible assets are measured at cost less accumulated depreciation or amortisation and any impairment losses. The only exceptions are shares in civil property companies (SCIs) held in unit-linked insurance contract portfolios, which are measured at fair value on the balance sheet date, with changes in fair value taken to profit or loss.

The depreciable amount of property, plant and equipment and intangible assets is calculated after deducting the residual value of the asset. Only assets leased by the Group as the lessor under operating leases are presumed to have a residual value, as the useful life of property, plant and equipment and intangible assets used in operations is generally the same as their economic life.

Property, plant and equipment and intangible assets are depreciated or amortised using the straight-line method over the useful life of the asset. Depreciation and amortisation expense is recognised in the profit and loss account under "Depreciation, amortisation and impairment of property, plant and equipment and intangible assets".



Where an asset consists of a number of components that may require replacement at regular intervals, or that have different uses or different patterns of consumption of economic benefits, each component is recognised separately and depreciated using a method appropriate to that component. The BNP Paribas Group has adopted the component-based approach for property used in operations and for investment property.

The depreciation periods used for office property are as follows: 80 years or 60 years for the shell (for prime and other property respectively); 30 years for facades; 20 years for general and technical installations; and 10 years for fixtures and fittings.

Software is amortised, depending on its type, over periods of no more than 8 years in the case of infrastructure developments and 3 years or 5 years in the case of software developed primarily for the purpose of providing services to customers.

Software maintenance costs are expensed as incurred. However, expenditure that is regarded as upgrading the software or extending its useful life is included in the initial acquisition or production cost.

Depreciable property, plant and equipment and intangible assets are tested for impairment if there is an indication of potential impairment at the balance sheet date. Non-depreciable assets are tested for impairment at least annually, using the same method as for goodwill allocated to cash-generating units.

If there is an indication of impairment, the new recoverable amount of the asset is compared with the carrying amount. If the asset is found to be impaired, an impairment loss is recognised in the profit and loss account. This loss is reversed in the event of a change in the estimated recoverable amount or if there is no longer an indication of impairment. Impairment losses are taken to the profit and loss account in "Depreciation, amortisation and impairment of property, plant and equipment and intangible assets".

Gains and losses on disposals of property, plant and equipment and intangible assets used in operations are recognised in the profit and loss account in "Net gain on non-current assets".

Gains and losses on disposals of investment property are recognised in the profit and loss account in "Income from other activities" or "Expenses on other activities".

## **1.f LEASES**

Group companies may either be the lessee or the lessor in a lease agreement.

### **1.f.1 LESSOR ACCOUNTING**

Leases contracted by the Group as lessor are categorised as either finance leases or operating leases.

- **Finance leases**

In a finance lease, the lessor transfers substantially all the risks and rewards of ownership of an asset to the lessee. It is treated as a loan made to the lessee to finance the purchase of the asset.

The present value of the lease payments, plus any residual value, is recognised as a receivable. The net income earned from the lease by the lessor is equal to the amount of interest on the loan, and is taken to the profit and loss account under "Interest income". The lease payments are spread over the lease term, and are allocated to reduction of the principal and to interest such that the net income reflects a constant rate of return on the net investment outstanding in the lease. The rate of interest used is the rate implicit in the lease.



Individual and portfolio impairments of lease receivables are determined using the same principles as applied to other loans and receivables.

- **Operating leases**

An operating lease is a lease under which substantially all the risks and rewards of ownership of an asset are not transferred to the lessee.

The asset is recognised under property, plant and equipment in the lessor's balance sheet and depreciated on a straight-line basis over the lease term. The depreciable amount excludes the residual value of the asset. The lease payments are taken to the profit and loss account in full on a straight-line basis over the lease term. Lease payments and depreciation expenses are taken to the profit and loss account under "Income from other activities" and "Expenses on other activities".

### 1.f.2 LESSEE ACCOUNTING

Leases contracted by the Group as lessee are categorised as either finance leases or operating leases.

- **Finance leases**

A finance lease is treated as an acquisition of an asset by the lessee, financed by a loan. The leased asset is recognised in the balance sheet of the lessee at the lower of its fair value or the present value of the minimum lease payments calculated at the interest rate implicit in the lease. A matching liability, equal to the fair value of the leased asset or the present value of the minimum lease payments, is also recognised in the balance sheet of the lessee. The asset is depreciated using the same method as that applied to owned assets, after deducting the residual value from the amount initially recognised, over the useful life of the asset. The lease obligation is accounted for at amortised cost.

- **Operating leases**

The asset is not recognised in the balance sheet of the lessee. Lease payments made under operating leases are taken to the profit and loss account of the lessee on a straight-line basis over the lease term.

### 1.g NON-CURRENT ASSETS HELD FOR SALE AND DISCONTINUED OPERATIONS

Where the Group decides to sell non-current assets and it is highly probable that the sale will occur within 12 months, these assets are shown separately in the balance sheet, on the line "Non-current assets held for sale". Any liabilities associated with these assets are also shown separately in the balance sheet, on the line "Liabilities associated with non-current assets held for sale".

Once classified in this category, non-current assets and groups of assets and liabilities are measured at the lower of carrying amount or fair value less costs to sell.

Such assets are no longer depreciated. If an asset or group of assets and liabilities becomes impaired, an impairment loss is recognised in the profit and loss account. Impairment losses may be reversed.



Where a group of assets and liabilities held for sale represents a major business line, it is categorised as a “discontinued operation”. Discontinued operations include operations that are held for sale, operations that have been shut down, and subsidiaries acquired exclusively with a view to resell.

All gains and losses related to discontinued operations are shown separately in the profit and loss account, on the line “Post-tax gain/loss on discontinued operations and assets held for sale”. This line includes the post-tax profits or losses of discontinued operations, the post-tax gain or loss arising from remeasurement at fair value less costs to sell, and the post-tax gain or loss on disposal of the operation.

## **1.h EMPLOYEE BENEFITS**

Employee benefits are classified in one of four categories:

- short-term benefits, such as salary, annual leave, incentive plans, profit-sharing and additional payments;
- long-term benefits, including compensated absences, long-service awards, and other types of cash-based deferred compensation;
- termination benefits;
- post-employment benefits, including top-up banking industry pensions in France and pension plans in other countries, some of which are operated through pension funds.

- **Short-term benefits**

The Group recognises an expense when it has used services rendered by employees in exchange for employee benefits.

- **Long-term benefits**

These are benefits, other than post-employment benefits and termination benefits, which are not settled fully within 12 months after the employees render the related service. This relates, in particular, to compensation deferred for more than 12 months and not linked to the BNP Paribas share price, which is accrued in the financial statements for the period in which it is earned.

The actuarial techniques used are similar to those used for defined-benefit post-employment benefits, except that actuarial gains and losses are recognised immediately as is the effect of any plan amendments.

- **Termination benefits**

Termination benefits are employee benefits payable as a result of a decision by the Group to terminate a contract of employment before the legal retirement age or a decision by an employee to accept voluntary redundancy in exchange for these benefits. Termination benefits due more than 12 months after the balance sheet date are discounted.

- **Post-employment benefits**

In accordance with IFRS, The BNP Paribas Group draws a distinction between defined-contribution plans and defined-benefit plans.





Defined-contribution plans do not give rise to an obligation for the Group and “consequently” do not require a provision. The amount of the employer’s contributions payable during the period is recognised as an expense.

Only defined-benefit schemes give rise to an obligation for the Group. This obligation must be measured and recognised as a liability by means of a provision.

The classification of plans into these two categories is based on the economic substance of the plan, which is reviewed to determine whether the Group has a legal or constructive obligation to pay the agreed benefits to employees.

Post-employment benefit obligations under defined-benefit plans are measured using actuarial techniques that take demographic and financial assumptions into account.

The amount of the obligation recognised as a liability is measured on the basis of the actuarial assumptions applied by the Group, using the projected unit credit method. This method takes into account various parameters, such as demographic assumptions, the probability that employees will leave before retirement age, salary inflation, a discount rate, and the general inflation rate. The value of any plan assets is deducted from the amount of the obligation.

When the value of the plan assets exceeds the amount of the obligation, an asset is recognised if it represents a future economic benefit for the Group in the form of a reduction in future contributions or a future partial refund of amounts paid into the plan.

The amount of the obligation under a plan and the value of the plan assets may show significant fluctuations from one period to the next, due to changes in actuarial assumptions, thereby causing actuarial gains and losses. The Group applies the “corridor” method in accounting for actuarial gains and losses. Under this method, the Group is allowed to recognise, as of the following period and over the average remaining service lives of employees, only that portion of actuarial gains and losses that exceeds the greater of (i) 10% of the present value of the gross defined-benefit obligation or (ii) 10% of the fair value of plan assets at the end of the previous period.

At the date of first-time adoption, BNP Paribas elected for the exemption allowed under IFRS 1, under which all unamortised actuarial gains and losses at 1 January 2004 are recognised as a deduction from equity at that date.

The effects of plan amendments on past service costs are recognised in profit or loss over the full vesting period of the amended benefits.

The annual expense recognised in the profit and loss account under “Salaries and employee benefits”, with respect to defined-benefit plans, is comprised of the current service cost (the rights vested by each employee during the period in return for service rendered), interest cost (the effect of discounting the obligation), the expected return on plan assets, amortisation of actuarial gains and losses and past service cost arising from plan amendments, and the effect of any plan curtailments or settlements.

## **1.i SHARE-BASED PAYMENT**

Share-based payment transactions are payments based on shares issued by the Group, whether the transaction is settled in the form of equity or cash of which the amount is based on trends in the value of BNP Paribas shares.

IFRS 2 requires share-based payments granted after 7 November 2002 to be recognised as an expense. The amount recognised is the value of the share-based payment granted to the employee.

The Group grants employees stock subscription option plans and deferred share-based or share price-linked cash-settled compensation plans, and also offers them the possibility to purchase specially-issued BNP Paribas shares at a discount, on condition that they retain the shares for a specified period.





- **Stock option and share award plans**

The expense related to stock option and share award plans is recognised over the vesting period, if the benefit is conditional upon the grantee's continued employment.

Stock options and share award expenses are recorded under salaries and employee benefits' account, with the credit entry is posted to shareholders' equity. They are calculated on the basis of the overall plan value, determined at the date of grant by the Board of Directors.

In the absence of any market for these instruments, financial valuation models are used that take into account any performance conditions related to the BNP Paribas share price. The total expense of a plan is determined by multiplying the unit value per option or share awarded by the estimated number of options or shares awarded that will vest at the end of the vesting period, taking into account the conditions regarding the grantee's continued employment.

The only assumptions revised during the vesting period, and hence resulting in a remeasurement of the expense, are those relating to the probability that employees will leave the Group and those relating to performance conditions that are not linked to the price value of BNP Paribas shares.

- **Share price-linked cash-settled deferred compensation plans**

The expense related to these plans is recognised in the year during which the employee rendered the corresponding services.

If the payment of share-based variable compensation is explicitly subject to the employee's continued presence at the vesting date, the services are presumed to have been rendered during the vesting period and the corresponding compensation expense is recognised on a pro rata basis over that period. The expense is recognised under salaries and employee benefits' account with a corresponding liability in the balance sheet. It is revised to take into account any non-fulfilment of the continued presence or performance conditions and the change in BNP Paribas share price.

If there is no continued presence condition, the expense is not deferred, but recognised immediately with a corresponding liability in the balance sheet. This is then revised on each reporting date until settlement to take into account any performance conditions and the change in the BNP Paribas share price.

- **Share subscriptions or purchases offered to employees under the company savings plan**

Share subscriptions or purchases offered to employees under the company savings plan (*Plan d'Épargne Entreprise*) at lower-than-market rates over a specified period do not include a vesting period. However, employees are prohibited by law from selling shares acquired under this plan for a period of five years. This restriction is taken into account by measuring the benefit to the employees, which is reduced accordingly. Therefore, the benefit equals the difference, at the date the plan is announced to employees, between the fair value of the share (after allowing for the restriction on sale) and the acquisition price paid by the employee, multiplied by the number of shares acquired.

The cost of the mandatory five-year holding period is equivalent to the cost of a strategy involving the forward sale of shares subscribed at the time of the capital increase reserved for employees and the cash purchase of an equivalent number of BNP Paribas shares on the market, financed by a loan repaid at the end of a five-year period out of the proceeds from the forward sale transaction. The interest rate on the loan is the rate that would be applied to a five-year general purpose loan taken out by an individual with an average risk profile. The forward sale price for the shares is determined on the basis of market parameters.



## 1.j PROVISIONS RECORDED UNDER LIABILITIES

Provisions recorded under liabilities (other than those relating to financial instruments, employee benefits and insurance contracts) mainly relate to restructuring, claims and litigation, fines and penalties, and tax risks.

A provision is recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle an obligation arising from a past event, and a reliable estimate can be made of the amount of the obligation. The amount of such obligations is discounted, where the impact of discounting is material, in order to determine the amount of the provision.

## 1.k CURRENT AND DEFERRED TAXES

The current income tax charge is determined on the basis of the tax laws and tax rates in force in each country in which the Group operates during the period in which the income is generated.

Deferred taxes are recognised when temporary differences arise between the carrying amount of an asset or liability in the balance sheet and its tax base.

Deferred tax liabilities are recognised for all taxable temporary differences other than:

- taxable temporary differences on initial recognition of goodwill;
- taxable temporary differences on investments in enterprises under the exclusive or joint control of the Group, where the Group is able to control the timing of the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax assets are recognised for all deductible temporary differences and unused carryforwards of tax losses only to the extent that it is probable that the entity in question will generate future taxable profits against which these temporary differences and tax losses can be offset.

Deferred tax assets and liabilities are measured using the liability method, using the tax rate which is expected to apply to the period when the asset is realised or the liability is settled, based on tax rates and tax laws that have been or will have been enacted by the balance sheet date of that period. They are not discounted.

Deferred tax assets and liabilities are offset when they arise within a group tax election under the jurisdiction of a single tax authority, and there is a legal right to offset.

Current and deferred taxes are recognised as tax income or expenses in the profit and loss account, excepted for deferred taxes relating to unrealised gains or losses on available-for-sale assets or to changes in the fair value of instruments designated as cash flow hedges, which are taken to shareholders' equity.

When tax credits on revenues from receivables and securities are used to settle corporate income tax payable for the period, the tax credits are recognised on the same line as the income to which they relate. The corresponding tax expense continues to be carried in the profit and loss account under "Corporate income tax".



## 1.1 CASH FLOW STATEMENT

The cash and cash equivalents balance is composed of the net balance of cash accounts and accounts with central banks and post office banks, and the net balance of interbank demand loans and deposits.

Changes in cash and cash equivalents related to operating activities reflect cash flows generated by the Group's operations, including cash flows related to investment property, held-to-maturity financial assets and negotiable certificates of deposit.

Changes in cash and cash equivalents related to investing activities reflect cash flows resulting from acquisitions and disposals of subsidiaries, associates or joint ventures included in the consolidated group, as well as acquisitions and disposals of property, plant and equipment excluding investment property and property held under operating leases.

Changes in cash and cash equivalents related to financing activities reflect the cash inflows and outflows resulting from transactions with shareholders, cash flows related to bonds and subordinated debt, and debt securities (excluding negotiable certificates of deposit).

## 1.m USE OF ESTIMATES IN THE PREPARATION OF THE FINANCIAL STATEMENTS

Preparation of the financial statements requires managers of core businesses and corporate functions to make assumptions and estimates that are reflected in the measurement of income and expense in the profit and loss account and of assets and liabilities in the balance sheet, and in the disclosure of information in the notes to the financial statements. This requires the managers in question to exercise their judgement and to make use of information available at the date of the preparation of the financial statements when making their estimates. The actual future results from operations where managers have made use of estimates may in reality differ significantly from those estimates, mainly according to market conditions. This may have a material effect on the financial statements.

This applies in particular to:

- impairment losses recognised to cover credit risks inherent in banking intermediation activities;
- the use of internally-developed models to measure positions in financial instruments that are not quoted in active markets;
- calculations of the fair value of unquoted financial instruments classified in "Available-for-sale financial assets", "Financial assets at fair value through profit or loss" or "Financial liabilities at fair value through profit or loss", and more generally calculations of the fair value of financial instruments subject to a fair value disclosure requirement;
- whether a market is active or inactive for the purposes of using a valuation technique;
- impairment losses on variable-income financial assets classified as "available-for-sale";
- impairment tests performed on intangible assets;
- the appropriateness of the designation of certain derivative instruments such as cash flow hedges, and the measurement of hedge effectiveness;
- estimates of the residual value of assets leased under finance leases or operating leases, and more generally of assets on which depreciation is charged net of their estimated residual value;
- the measurement of provisions for contingencies and charges.

This is also the case for assumptions applied to assess the sensitivity of each type of market risk and the sensitivity of valuations to non-observable parameters.



## 2. NOTES TO THE PROFIT AND LOSS ACCOUNT FOR THE FIRST HALF OF 2012

### 2.a NET INTEREST INCOME

The BNP Paribas Group includes in “Interest income” and “Interest expense” all income and expense from financial instruments measured at amortised cost (interest, fees/commissions, transaction costs), and from financial instruments measured at fair value that do not meet the definition of a derivative instrument. These amounts are calculated using the effective interest method. The change in fair value on financial instruments at fair value through profit or loss (excluding accrued interest) is recognised under “Net gain/loss on financial instruments at fair value through profit or loss”.

Interest income and expense on derivatives accounted for as fair value hedges are included with the revenues generated by the hedged item. Similarly, interest income and expense arising from derivatives used to hedge transactions designated as at fair value through profit or loss is allocated to the same accounts as the interest income and expense relating to the underlying transactions.

In millions of euros	First half 2012			First half 2011		
	Income	Expense	Net	Income	Expense	Net
<b>Customer items</b>	<b>14,665</b>	<b>(4,837)</b>	<b>9,828</b>	<b>14,319</b>	<b>(4,555)</b>	<b>9,764</b>
Deposits, loans and borrowings	13,884	(4,744)	9,140	13,421	(4,362)	9,059
Repurchase agreements	8	(51)	(43)	38	(88)	(50)
Finance leases	773	(42)	731	860	(105)	755
<b>Interbank items</b>	<b>989</b>	<b>(1,358)</b>	<b>(369)</b>	<b>1,047</b>	<b>(1,146)</b>	<b>(99)</b>
Deposits, loans and borrowings	947	(1,234)	(287)	978	(977)	1
Repurchase agreements	42	(124)	(82)	69	(169)	(100)
<b>Debt securities issued</b>	<b>-</b>	<b>(1,839)</b>	<b>(1,839)</b>	<b>-</b>	<b>(2,048)</b>	<b>(2,048)</b>
<b>Cash flow hedge instruments</b>	<b>1,757</b>	<b>(1,574)</b>	<b>183</b>	<b>1,199</b>	<b>(958)</b>	<b>241</b>
<b>Interest rate portfolio hedge instruments</b>	<b>1,050</b>	<b>(1,795)</b>	<b>(745)</b>	<b>733</b>	<b>(1,366)</b>	<b>(633)</b>
<b>Trading book</b>	<b>1,269</b>	<b>(786)</b>	<b>483</b>	<b>2,125</b>	<b>(1,377)</b>	<b>748</b>
Fixed-income securities	721	-	721	1,094	-	1,094
Repurchase agreements	385	(453)	(68)	840	(890)	(50)
Loans / Borrowings	163	(230)	(67)	191	(270)	(79)
Debt securities	-	(103)	(103)	-	(217)	(217)
<b>Available-for-sale financial assets</b>	<b>2,779</b>	<b>-</b>	<b>2,779</b>	<b>3,077</b>	<b>-</b>	<b>3,077</b>
<b>Held-to-maturity financial assets</b>	<b>243</b>	<b>-</b>	<b>243</b>	<b>347</b>	<b>-</b>	<b>347</b>
<b>Total interest income/(expense)</b>	<b>22,752</b>	<b>(12,189)</b>	<b>10,563</b>	<b>22,847</b>	<b>(11,450)</b>	<b>11,397</b>

Interest income on individually impaired loans amounted to EUR 304 million in the first half of 2012 compared with EUR 287 million in the first half of 2011.



## 2.b COMMISSION INCOME AND EXPENSE

Commission income and expense on financial instruments, which are not measured at fair value through profit or loss amounted to EUR 1,692 million and EUR 312 million respectively in the first half of 2012, compared with income of EUR 1,784 million and expense of EUR 322 million in the first half of 2011.

Net commission income related to trust and similar activities through which the Group holds or invests assets on behalf of clients, trusts, pension and personal risk funds or other institutions amounted to EUR 1,162 million in the first half of 2012, compared with EUR 1,282 million in the first half of 2011.

## 2.c NET GAIN/LOSS ON FINANCIAL INSTRUMENTS AT FAIR VALUE THROUGH PROFIT OR LOSS

Net gain/loss on financial instruments at fair value through profit or loss includes all profit and loss items, including dividends, relating to financial instruments managed in the trading book and financial instruments that the Group has designated as at fair value through profit or loss under the fair value option, other than interest income and expense which are recognised in “Net interest income” (note 2.a).

In millions of euros	First half 2012	First half 2011
<b>Trading book</b>	<b>2,044</b>	<b>2,762</b>
Debt instruments	1,043	918
Equity instruments	1,056	1,749
Other derivatives	(62)	80
Repurchase agreements	7	15
<b>Financial instruments designated at fair value through profit or loss</b>	<b>(448)</b>	<b>321</b>
<b>Impact of hedge accounting</b>	<b>18</b>	<b>(25)</b>
Fair value hedges	63	813
Hedged items in fair value hedge	(45)	(838)
<b>Remeasurement of currency positions</b>	<b>544</b>	<b>167</b>
<b>Total</b>	<b>2,158</b>	<b>3,225</b>

Net gains on the trading book in the first half of 2012 and 2011 include a non-material amount related to the ineffective portion of cash flow hedges.



## 2.d NET GAIN/LOSS ON AVAILABLE-FOR-SALE FINANCIAL ASSETS AND OTHER FINANCIAL ASSETS NOT MEASURED AT FAIR VALUE

In millions of euros	First half 2012	First half 2011
<b>Loans and receivables, fixed-income securities <sup>(1)</sup></b>	<b>183</b>	<b>79</b>
Net gains from disposals	183	79
<b>Equities and other variable-income securities</b>	<b>417</b>	<b>699</b>
Dividends	351	331
Allowances to impairment	(222)	(123)
Net gains from disposals	288	491
<b>Total</b>	<b>600</b>	<b>778</b>

<sup>(1)</sup> Interest income from fixed-income financial instruments is included in “Net interest income” (note 2.a), and impairment losses related to potential issuer default are included in “Cost of risk” (note 2.f).

Unrealised gains and losses, after the impact of insurance policyholders’ surplus reserves, previously recorded under “Change in assets and liabilities recognised directly in shareholders’ equity” and included in the pre-tax income, amounted to a net gain of EUR 132 million for the first half of 2012 compared with a net gain of EUR 230 million for the first half of 2011.

## 2.e NET INCOME FROM OTHER ACTIVITIES

In millions of euros	First half 2012			First half 2011		
	Income	Expense	Net	Income	Expense	Net
Net income from insurance activities	12,841	(10,968)	1,873	9,807	(8,104)	1,703
Net income from investment property	322	(157)	165	626	(238)	388
Net income from assets held under operating leases	2,901	(2,397)	504	2,810	(2,267)	543
Net income from property development activities	673	(562)	111	97	(19)	78
Other income and expense	858	(761)	97	1,147	(1,003)	144
<b>Total net income from other activities</b>	<b>17,595</b>	<b>(14,845)</b>	<b>2,750</b>	<b>14,487</b>	<b>(11,631)</b>	<b>2,856</b>



- **Net income from insurance activities**

In millions of euros	First half 2012	First half 2011
Gross premiums written	10,502	8,756
Movement in technical reserves	(1,718)	(1,608)
Policy benefit expense	(8,350)	(5,096)
Reinsurance ceded, net	(185)	(152)
Change in value of admissible investments related to unit-linked policies	1,427	(251)
Other income and expense	197	54
<b>Total net income from insurance activities</b>	<b>1,873</b>	<b>1,703</b>

"Policy benefit expense" include expenses arising from surrenders, maturities and claims relating to insurance contracts. "Movement in technical reserves" reflect changes in the value of financial contracts, in particular unit-linked policies. Interests paid on such contracts are recognised in "Interest expense".

## 2.f COST OF RISK

"Cost of risk" represents the net amount of impairment losses recognised in respect to credit risks inherent in the Group's banking intermediation activities, plus any impairment losses in the cases of incurred counterparty risks on over-the-counter financial instruments.

- **Cost of risk for the period**

Cost of risk for the period

In millions of euros	First half 2012	First half 2011
Net allowances to impairment	(1,896)	(2,175)
<i>Of which Greek sovereign debt <sup>(1)</sup></i>	<i>(62)</i>	<i>(534)</i>
Recoveries on loans and receivables previously written off	310	201
Irrecoverable loans and receivables not covered by impairment provisions	(212)	(295)
<b>Total cost of risk for the period</b>	<b>(1,798)</b>	<b>(2,269)</b>

Cost of risk for the period by asset type

In millions of euros	First half 2012	First half 2011
Loans and receivables due from credit institutions	(20)	(4)
Loans and receivables due from customers	(1,598)	(1,703)
Available-for-sale financial assets <sup>(1)</sup>	(10)	(525)
Financial instruments on trading activities	(114)	(15)
Other assets	(5)	(10)
Off-balance sheet commitments and other items	(51)	(12)
<b>Total cost of risk for the period</b>	<b>(1,798)</b>	<b>(2,269)</b>

(1) EUR 525 million recognised in the profit and loss account on available-for-sale assets during the first half of 2011; they were previously recognised in the "Change in assets and liabilities recognised directly in equity" category.

**2.g CORPORATE INCOME TAX**

<b>In millions of euros</b>	<b>First half 2012</b>	<b>First half 2011</b>
Current tax expense	(1,500)	(1,502)
Net profit (loss) of deferred taxes	(341)	(629)
<b>Corporate income tax expense</b>	<b>(1,841)</b>	<b>(2,131)</b>





### 3. SEGMENT INFORMATION

The Group is composed of three core businesses:

- Retail Banking (RB), which covers Domestic Markets, Personal Finance, and International Retail Banking. Domestic Markets include retail banking networks in France (FRB), Italy (BNL banca commerciale), Belgium (BRB), and Luxembourg (LRB), as well as certain specialised retail banking divisions (Personal Investors, Leasing Solutions and Arval). International Retail Banking is composed of all BNP Paribas Group retail banking businesses out of the Eurozone, split between Europe Mediterranean and BancWest in the United States;
- Investment Solutions (IS), which includes Wealth Management; Investment Partners – covering all of the Group’s Asset Management businesses; Securities Services to management companies, financial institutions and other corporations; Insurance and Real Estate Services;
- Corporate and Investment Banking (CIB), which includes Advisory & Capital Markets (Equities and Equity Derivatives, Fixed Income & Forex, Corporate Finance) and Corporate Banking (Specialised and Structured Financing) businesses.

Other activities mainly include Principal Investments, Klépierre<sup>4</sup> property investment company, and the Group’s corporate functions.

They also include non-recurring items resulting from applying the rules on business combinations. In order to provide consistent and relevant economic information for each core business, the impact of amortising fair value adjustments recognised in the net equity of entities acquired and restructuring costs incurred in respect to the integration of entities have been allocated to the “Other Activities” segment.

Inter-segment transactions are conducted at arm’s length. The segment information presented comprises agreed inter-segment transfer prices.

The capital allocation is carried out on the basis of risk exposure, taking into account various conventions relating primarily to the capital requirement of the business as derived from the risk-weighted asset calculations required under capital adequacy rules. Normalised equity income by segment is determined by attributing to each segment the income of its allocated equity.

So as to be comparable with the first half 2012, the segment information for the first half 2011 has been restated of the following three main effects as if these had occurred from 1st January 2011:

- In the context of the change in the organisational structure of the Group, a set of Domestic Markets was created. It includes Personal Investors, which is thus no longer included in the Investment Solutions core business.
- The capital allocated to each business is now based on 9 % of risk-weighted assets, compared to 7% previously.
- The contribution to the deposits guarantee fund in Belgium had initially been booked in « Other Activities », while waiting for a definition of the Belgian bank levy which was still pending. This new definition is applicable in 2012 and replaces the contribution to the deposits guarantee fund. So as to be comparable, this tax is re-attributed to BRB (EUR -107 million in 2011).

The corresponding differences were accounted for under “Other Activities” so as not to affect the Group’s pre-tax income.

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<sup>4</sup> The Klepierre Group was fully consolidated until 14 March 2012, then, following the partial disposal of the Group’s interest, Klepierre has been consolidated under the equity method (see note 6.d).



• **Information by business segment**

Income by business segment

In millions of euros	First half 2012						First half 2011					
	Revenues	Operating expense	Cost of risk	Operating income	Non-operating items	Pre-tax income	Revenues	Operating expense	Cost of risk	Operating income	Non-operating items	Pre-tax income
<b>Retail Banking</b>												
<b>Domestic Markets</b>												
French Retail Banking <sup>(1)</sup>	3,388	(2,133)	(170)	1,085	1	1,086	3,473	(2,160)	(161)	1,152	1	1,153
BNL banca commerciale <sup>(1)</sup>	1,606	(875)	(449)	282	-	282	1,575	(885)	(394)	296	-	296
Belgian Retail Banking <sup>(1)</sup>	1,605	(1,166)	(78)	361	14	375	1,532	(1,150)	(75)	307	6	313
Other Domestic Markets activities	1,090	(625)	(49)	416	9	425	1,177	(659)	(51)	467	13	480
<b>Personal Finance</b>	<b>2,475</b>	<b>(1,234)</b>	<b>(701)</b>	<b>540</b>	<b>52</b>	<b>592</b>	<b>2,620</b>	<b>(1,204)</b>	<b>(837)</b>	<b>579</b>	<b>42</b>	<b>621</b>
<b>International Retail Banking</b>												
Europe-Mediterranean	861	(651)	(135)	75	33	108	816	(616)	(150)	50	20	70
BancWest	1,199	(685)	(78)	436	2	438	1,117	(616)	(137)	364	1	365
<b>Investment Solutions</b>	<b>3,087</b>	<b>(2,111)</b>	<b>(14)</b>	<b>962</b>	<b>52</b>	<b>1,014</b>	<b>3,054</b>	<b>(2,081)</b>	<b>(14)</b>	<b>959</b>	<b>106</b>	<b>1,065</b>
<b>Corporate and Investment Banking</b>												
Advisory & Capital Markets	3,456	(2,429)	(57)	970	14	984	4,146	(2,552)	30	1,624	17	1,641
Corporate Banking	1,895	(860)	(40)	995	9	1,004	2,279	(885)	(23)	1,371	36	1,407
<b>Other Activities</b>	<b>(678)</b>	<b>(415)</b>	<b>(27)</b>	<b>(1,120)</b>	<b>1,735</b>	<b>615</b>	<b>877</b>	<b>(522)</b>	<b>(457)</b>	<b>(102)</b>	<b>68</b>	<b>(34)</b>
<b>Total Group</b>	<b>19,984</b>	<b>(13,184)</b>	<b>(1,798)</b>	<b>5,002</b>	<b>1,921</b>	<b>6,923</b>	<b>22,666</b>	<b>(13,330)</b>	<b>(2,269)</b>	<b>7,067</b>	<b>310</b>	<b>7,377</b>

(1) French Retail Banking, BNL banca commerciale, Belgian Retail Banking and Luxembourg Retail Banking after the reallocation within Investment Solutions of one-third of the Wealth Management activities in France, Italy, Belgium and Luxembourg.

• **Information by geographic area**

The geographic split of segment income, assets and liabilities is based on the region in which they are recognised for accounting purposes and does not necessarily reflect the counterparty's nationality or the location of operations.

Revenues by geographic area

In millions of euros	First half 2012	First half 2011
France	6,440	8,369
Belgium	2,215	2,215
Italy	2,316	2,415
Luxembourg	578	749
Other European Countries excluding domestic markets	3,820	4,159
Americas	2,713	2,844
Asia - Oceania	1,099	1,170
Other countries	803	745
<b>Total</b>	<b>19,984</b>	<b>22,666</b>



## 4. EXPOSURE TO SOVEREIGN RISK

As part of its liquidity management, the Group seeks to maximise the refinancing available so that it can meet unexpected liquidity needs. In particular, this strategy is predicated on holding securities eligible as collateral for refinancing from central banks and includes a substantial proportion of highly rated debt securities issued by governments representing a low level of risk. As part of its Asset and Liability Management (ALM) and structural interest-rate risk management policy, the Group also holds a portfolio of assets that includes sovereign debt instruments, with interest-rate characteristics that contribute to its hedging strategies. In addition, the Group is a market maker in sovereign debt securities in a number of countries, which leads it to take temporary long and short trading positions, some of which are hedged by derivatives.

- Banking and trading books sovereign exposures by geographical breakdown**

30 June 2012	Banking Book <sup>(1)</sup>			Trading Book		
	Central Governments			Central Governments Issuer risk	Central Governments counterparty risk <sup>(2)</sup>	
	Securities	Loans	CDS	Securities <sup>(2)</sup>	Derivatives <sup>(3)</sup>	
In millions of euros						
Eurozone						
Austria	300	-	-	293	(381)	7
Belgium	16,834	3,291	-	875	544	179
Cyprus	23	-	-	14	(11)	-
Estonia	-	-	-	-	20	-
Finland	298	-	-	242	(275)	4
France	10,231	284	83	(4,209)	2,593	12
Germany	1,052	-	-	(16)	389	284
Italy	11,760	550	96	1,074	326	3,999
Luxembourg	45	-	-	176	-	-
Malta	-	-	-	-	-	-
Netherlands	7,221	2,089	-	(423)	474	75
Slovakia	29	-	-	(2)	(176)	-
Slovenia	37	-	-	59	(168)	-
Spain	468	-	-	232	(83)	5
Programme Countries						
Greece	233	5	-	2	-	140
Ireland	264	-	-	(18)	38	-
Portugal	647	-	-	(34)	64	-
<b>TOTAL EUROZONE</b>	<b>49,442</b>	<b>6,219</b>	<b>178</b>	<b>(1,735)</b>	<b>3,354</b>	<b>4,706</b>
Other EEA countries						
Bulgaria	2	-	-	-	(16)	-
Czech Republic	161	-	-	2	(7)	-
Denmark	-	-	-	49	(74)	-
Hungary	79	50	-	145	61	-
Iceland	-	-	-	12	(18)	-
Latvia	-	-	-	-	15	-
Liechtenstein	-	-	-	-	-	-
Lithuania	30	-	8	2	31	1
Norway	106	-	-	2	9	-
Poland	951	-	-	14	71	-
Romania	-	53	-	11	(7)	-
Sweden	-	-	-	60	(65)	-
United Kingdom	1,661	-	-	(750)	(16)	5
<b>OTHER EEA COUNTRIES</b>	<b>2,990</b>	<b>103</b>	<b>8</b>	<b>(453)</b>	<b>(16)</b>	<b>6</b>
<b>TOTAL EEA 30</b>	<b>52,432</b>	<b>6,322</b>	<b>186</b>	<b>(2,189)</b>	<b>3,338</b>	<b>4,712</b>
United States	6,426	-	-	10,349	(6,872)	12
Japan	4,462	-	-	1,044	(297)	19
Others	4,492	3,980	-	4,711	1,452	109
<b>TOTAL WORLD</b>	<b>67,812</b>	<b>10,302</b>	<b>186</b>	<b>13,915</b>	<b>(2,379)</b>	<b>4,852</b>



31 December 2011  In millions of euros	Banking Book <sup>(1)</sup>			Trading book		
	Central Governments			Central Governments Issuer risk		Central Governments counterparty risk <sup>(2)</sup>
	Securities	Loans	CDS	Securities <sup>(2)</sup>	Derivatives <sup>(3)</sup>	
<b>Eurozone</b>						
Austria	539	-	-	44	(26)	-
Belgium	17,383	1,826	-	(218)	(369)	12
Cyprus	22	-	-	31	(18)	-
Estonia	-	-	-	-	20	-
Finland	293	-	-	240	(364)	2
France	13,981	161	101	(3,375)	2,898	216
Germany	2,550	-	-	(1,230)	(29)	273
Italy	12,656	552	92	1,063	111	3,242
Luxembourg	31	147	-	-	-	-
Malta	-	-	-	-	-	-
Netherlands	7,423	1,685	-	(919)	600	11
Slovakia	29	-	-	2	(157)	-
Slovenia	41	-	-	230	(188)	-
Spain	457	349	-	58	(59)	6
<b>Programme Countries</b>						
Greece	1,041	5	-	78	13	167
Ireland	274	-	-	(10)	37	19
Portugal	1,407	-	-	(15)	62	-
<b>TOTAL EUROZONE</b>	<b>58,127</b>	<b>4,726</b>	<b>193</b>	<b>(4,021)</b>	<b>2,531</b>	<b>3,948</b>
<b>Other EEA countries</b>						
Bulgaria	-	-	-	-	-	-
Czech Republic	164	-	-	1	(5)	-
Denmark	-	-	-	(65)	(40)	-
Hungary	201	-	-	161	(9)	-
Iceland	-	-	-	-	42	-
Latvia	-	-	-	-	16	-
Liechtenstein	-	-	-	-	-	-
Lithuania	36	-	7	1	8	-
Norway	51	-	-	4	7	-
Poland	1,650	-	-	33	79	-
Romania	-	59	-	13	1	-
Sweden	-	-	-	(42)	(60)	-
United Kingdom	679	-	-	(664)	(69)	10
<b>OTHER EEA COUNTRIES</b>	<b>2,781</b>	<b>59</b>	<b>7</b>	<b>(558)</b>	<b>(30)</b>	<b>10</b>
<b>TOTAL EEA 30</b>	<b>60,908</b>	<b>4,784</b>	<b>200</b>	<b>(4,579)</b>	<b>2,501</b>	<b>3,958</b>
United States	4,782	378	-	4,226	(3,893)	9
Japan	6,035	-	-	4,530	(733)	19
Others	5,147	3,154	-	4,536	(677)	126
<b>TOTAL WORLD</b>	<b>76,872</b>	<b>8,316</b>	<b>200</b>	<b>8,713</b>	<b>(2,803)</b>	<b>4,112</b>

(1) Banking book exposures are reported in accounting value (including premium / hair-cut accrued coupon) before re-evaluation and after impairment when applicable, in particular in the case of Greece at 31/12/2011.

(2) The issuer risk on trading book sovereign securities and the counterparty risk on the derivatives traded with sovereign counterparts are reported in terms of market value, representing the maximum loss in the case of an event of default of the sovereign (assuming zero recovery).

(3) Net Issuer Risk on Credit Derivative Products (such as Single Name CDS) and on other derivative related sovereign products corresponds to the maximum loss/gain (assuming zero recovery) which would be incurred in the event of a sovereign default.



- **Accounting treatment of debt securities issued by Greece, Ireland and Portugal**

1. *Reclassification of securities at 30 June 2011*

The lack of liquidity seen during the first half of 2011 in the markets for the public debt instruments issued by Greece, Ireland and Portugal, plus in Greece's case, the commitment given by French banks at the request of the authorities not to sell their position, prompted BNP Paribas that these securities could no longer be classified as available-for-sale assets.

As permitted in paragraph 50E of IAS 39 in such exceptional circumstances, and given the period that the bank believes to be necessary for these three countries to restore the state of their finances, BNP Paribas reclassified – with effect from 30 June 2011 – public debt securities from these three countries from the “Available-for-sale financial assets” category to the “Loans and receivables”.

Greek sovereign debt instruments due to mature prior to 31 December 2020 were covered by provisions under the second support plan for Greece, which was initiated in June 2011 and finalised on 21 July 2011, reflecting the banks' commitment to provide support. This plan has several options, including a voluntary exchange at par for 30-year debt securities with their principal collateralised by AAA-rated zero coupon bonds, with terms leading to the recognition of an initial discount of 21%. BNP Paribas intended to take up this exchange option in connection with the collective undertaking given by the French financial sector. Accordingly, the debt securities held on the Group's balance sheet and due to be exchanged were measured by recognising the 21% discount. Treated as a concession by the lender owing to the difficulties encountered by the borrower, this discount led to an impairment loss being recognised through profit or loss in the first half of 2011.

As regards Greek sovereign debt securities not exchanged, as well as Irish and Portuguese sovereign debt instruments, after due consideration of the various aspects of the European support plan, some investors took the view that there was no objective evidence that the recovery of the future cash flows associated with these securities was compromised, especially since the European Council had stressed the unique and non-replicable nature of the private sector's participation in such an operation. Accordingly, the bank took the view that there were no grounds to recognise impairment in these securities.

2. *Measurement of Greek securities at 31 December 2011*

In the second half of 2011, it was recognised that Greece was having trouble meeting the economic targets on which the 21 July plan was based, particularly in regards to sustainability of its debts. This led to a new agreement in principle, dated 26 October, based on private-sector creditors waiving 50% of amounts owed to them. Since the arrangements for implementing this agreement have not been definitively settled by all of the international institutions concerned, the bank has determined the impairment loss on all the securities it held on the basis of the most recent proposal put forward by private-sector creditors represented by the Institute of International Finance (IIF).

On the basis of (1) a 50% haircut, (2) the immediate repayment of 15% of amounts owed through securities of the European Financial Stability Facility (EFSF) with a maturity of two years and paying market interest rates, (3) the payment of accrued interest through EFSF securities with a maturity of six months and paying market interest rates, (4) a coupon of 3% until 2020 and 3.75% subsequently on securities maturing between 2023 and 2042 received in exchange for existing securities and (5) a discount rate of 12% on future cash flows, the bank estimated the likely loss on existing securities as 75%, which is almost identical to that priced in by the market through the average discount on these securities at 31 December 2011.



- **Accounting treatment at 30 June 2012, following the exchange offer of Greek securities**

On 21 February 2012, the agreement was refined and supplemented between the representatives of the Greek government, private-sector investors (PSI) and the Eurogroup. This agreement is designed to enable Greece to achieve a debt ratio of 120.5% in 2020 as opposed to 160% in 2011, and to achieve the financial stability sought through the plan. The offer involves private-sector investors waiving 53.5% of the nominal value of their Greek bonds, reducing Greece's debt by around EUR 107 billion, in return for a public-sector contribution of EUR 30 billion.

Thus, on 12 March 2012, the exchange of Greek sovereign debt securities was realised, with the following main characteristics:

- 53.5% of the principal of previous securities has been waived,
- 31.5% of the principal of previous securities has been exchanged for 20 bonds issued by Greece with maturities of between 11 and 30 years. The coupon on new bonds will be 2% from 2012 to 2015, rising to 3% from 2015 to 2020, 3.6% in 2021 and 4.3% until 2042. These securities are accounted for as "Available-for-sale assets".
- 15% of the principal of previous securities has been redeemed immediately in the form of short-term securities issued by the European Financial Stability Facility (EFSF), repayment of which is guaranteed by the EUR 30 billion public-sector contribution. These securities are accounted for as "Available-for-sale assets".

In addition to the exchange,

- Accrued interest on the exchanged Greek debt at 24 February 2012 has been settled through the issue of short-term EFSF securities, accounted for as "Loans and receivables".
- Each new bond issued by Greece will be accompanied by a security linked to movements in Greece's gross domestic product over and above those expected in the plan. This instrument is accounted for as a derivative.

The securities exchange has been accounted for as the extinguishment of the previously held assets and the recognition of the securities received at their fair value.

The fair value of the instruments received in exchange for the previous securities was valued at 12 March 2012 at 23.3% of the nominal value of the previous securities. The difference with the net value of the previous securities, as well as the adjustment of accrued interest on the previous securities, led to the recognition of a EUR 55 million loss on the banking book securities, accounted for in the cost of risk. The loss recognised in the cost of risk at the time of the exchange of the securities held by insurance companies amounts at EUR 19 million, and led to a EUR 12 million insurance policyholders' surplus reserve being reversed.



• **BNP Paribas Group's exposure to Greek, Irish and Portuguese sovereign credit risk**

a) Portfolio of banking activities

In millions of euros	31 December 2011	PSI Exchange	Disposals and repayments	Change in value recognised directly in equity	30 June 2012
<b>Greece</b>					
Available-for-sale assets reclassified as loans and receivables					
Risk exposure and carrying value after impairment	972	(972)			-
Available-for-sale assets					
Risk exposure		316	(92)		224
Fair value adjustment				(100)	(100)
<b>Carrying value</b>		<b>316</b>	<b>(92)</b>	<b>(100)</b>	<b>124</b>

In millions of euros	31 December 2011	Amortisation of the purchase price	Disposals and repayments	Change in value recognised directly in equity <sup>(1)</sup>	Change in value of interest-rate risk hedged securities	30 June 2012
<b>Ireland</b>						
Available-for-sale assets reclassified as loans and receivables						
Risk exposure	270	1				271
Discount amortised at effective interest rate <sup>(1)</sup>	(54)			3		(51)
<b>Carrying value</b>	<b>216</b>	<b>1</b>	<b>-</b>	<b>3</b>	<b>-</b>	<b>220</b>
<b>Portugal</b>						
Available-for-sale assets reclassified as loans and receivables						
Risk exposure	1,381	(1)	(671)			709
Discount amortised at effective interest rate <sup>(1)</sup>	(263)			110		(153)
Change in value of interest-rate risk hedged securities	41				7	48
<b>Carrying value</b>	<b>1,159</b>	<b>(1)</b>	<b>(671)</b>	<b>110</b>	<b>7</b>	<b>604</b>

<sup>(1)</sup> The discount amortised at effective interest rate is composed of the changes in fair value which were recognised directly in shareholders' equity when the securities were classified as available-for-sale financial assets. Amortisation of the discount is recognised directly in shareholders' equity, without impact in the profit and loss account.

Carrying value broken down by maturity

In millions of euros	Remaining time to maturity							Total 30 June 2012
	1 year	2 years	3 years	5 years	10 years	15 years	>15 years	
<b>Greece</b>								
Available-for-sale assets						23	101	124
<b>Ireland</b>								
Available-for-sale assets reclassified as loans and receivables			3	16	201			220
<b>Portugal</b>								
Available-for-sale assets reclassified as loans and receivables		137		144	222		101	604



b) Portfolio of general insurance funds

In millions of euros	31 December 2011	PSI Exchange	Change in value recognised directly in equity	30 June 2012
<b>Greece</b>				
Available-for-sale assets reclassified as loans and receivables and held-to-maturity financial assets				
Risk exposure and carrying value after impairment	288	(288)		-
Available-for-sale assets				
Risk exposure		96		96
Fair Value adjustment			(40)	(40)
<b>Carrying value</b>		<b>96</b>	<b>(40)</b>	<b>56</b>

In shareholders' equity, the fair value adjustment at 30 June 2012 of Greek securities held by general insurance funds, which amounts to EUR 40 million before tax, led to a EUR 27 million (before tax) reversal of the insurance policyholders' surplus reserve.

In millions of euros	31 December 2011	Amortisation of the purchase price	Disposals and repayments	Change in value recognised directly in equity <sup>(1)</sup>	30 June 2012
<b>Ireland</b>					
Loans and receivables and available-for-sale assets reclassified as loans and receivables					
Risk exposure	761	(3)	(355)		403
Discount amortised at effective interest rate <sup>(1)</sup>	(179)			91	(88)
<b>Carrying value</b>	<b>582</b>	<b>(3)</b>	<b>(355)</b>	<b>91</b>	<b>315</b>
Held-to-maturity financial assets					
Risk exposure and carrying value	325	-			325
<b>Portugal</b>					
Loans and receivables and available-for-sale assets reclassified as loans and receivables					
Risk exposure	1,072	2	(311)		763
Discount amortised at effective interest rate <sup>(1)</sup>	(276)			83	(193)
<b>Carrying value</b>	<b>796</b>	<b>2</b>	<b>(311)</b>	<b>83</b>	<b>570</b>
Held-to-maturity financial assets					
Risk exposure and carrying value	159	-			159

<sup>(1)</sup> The discount amortised at effective interest rate is composed of the changes in fair value which were recognised directly in shareholders' equity when the securities were classified as available-for-sale financial assets. Amortisation of the discount is recognised directly in shareholders' equity, without impact on the profit and loss account.

In shareholders' equity, the discount at 30 June 2012 of Irish and Portuguese securities held by general insurance funds, respectively of EUR 88 million and EUR 193 million before tax, is compensated by a decrease in the insurance policyholders' surplus reserve of respectively EUR 78 million and EUR 172 million before tax.

The carrying value of Greek, Irish and Portuguese bonds represents less than 2% of the carrying value of all the fixed income securities held by insurance entities.





## Carrying value broken down by maturity

In millions of euros	Remaining time to maturity							Total 30 June 2012
	1 year	2 years	3 years	5 years	10 years	15 years	>15 years	
<b>Greece</b>								
Available-for-sale assets						15	41	56
<b>Ireland</b>								
Loans and receivables and available-for-sale financial assets reclassified as loans and receivables					157	158		315
Held-to-maturity financial assets	9			181	135			325
<b>Portugal</b>								
Loans and receivables and available-for-sale financial assets reclassified as loans and receivables		97			372	101		570
Held-to-maturity financial assets		60		10	89			159



## 5. NOTES TO THE BALANCE SHEET AT 30 JUNE 2012

### 5.a FINANCIAL ASSETS, FINANCIAL LIABILITIES AND DERIVATIVES AT FAIR VALUE THROUGH PROFIT OR LOSS

Financial assets and financial liabilities at fair value through profit or loss consist of held for trading transactions (including derivatives) and certain assets and liabilities designated by the Group as at fair value through profit or loss at the time of acquisition or issue.

In millions of euros	30 June 2012			31 December 2011		
	Trading book	Assets designated at fair value through profit or loss	TOTAL	Trading book	Assets designated at fair value through profit or loss	TOTAL
<b>FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS</b>						
<b>Negotiable certificates of deposit</b>	<b>45,105</b>	<b>96</b>	<b>45,201</b>	<b>48,434</b>	<b>109</b>	<b>48,543</b>
Treasury bills and other bills eligible for central bank refinancing	36,211	-	36,211	41,806	3	41,809
Other negotiable certificates of deposit	8,894	96	8,990	6,628	106	6,734
<b>Bonds</b>	<b>67,845</b>	<b>5,625</b>	<b>73,470</b>	<b>83,735</b>	<b>5,986</b>	<b>89,721</b>
Government bonds	44,001	441	44,442	54,390	481	54,871
Other bonds	23,844	5,184	29,028	29,345	5,505	34,850
<b>Equities and other variable-income securities</b>	<b>32,495</b>	<b>55,434</b>	<b>87,929</b>	<b>25,455</b>	<b>50,929</b>	<b>76,384</b>
<b>Repurchase agreements</b>	<b>143,955</b>	<b>-</b>	<b>143,955</b>	<b>153,262</b>	<b>-</b>	<b>153,262</b>
<b>Loans</b>	<b>783</b>	<b>137</b>	<b>920</b>	<b>537</b>	<b>49</b>	<b>586</b>
<b>Trading book derivatives</b>	<b>446,141</b>	<b>-</b>	<b>446,141</b>	<b>451,967</b>	<b>-</b>	<b>451,967</b>
Currency derivatives	22,580	-	22,580	28,097	-	28,097
Interest rate derivatives	340,301	-	340,301	332,945	-	332,945
Equity derivatives	38,129	-	38,129	38,140	-	38,140
Credit derivatives	40,342	-	40,342	46,460	-	46,460
Other derivatives	4,789	-	4,789	6,325	-	6,325
<b>TOTAL FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS</b>	<b>736,324</b>	<b>61,292</b>	<b>797,616</b>	<b>763,390</b>	<b>57,073</b>	<b>820,463</b>
<b>FINANCIAL LIABILITIES AT FAIR VALUE THROUGH PROFIT OR LOSS</b>						
<b>Borrowed securities and short selling</b>	<b>84,346</b>	<b>-</b>	<b>84,346</b>	<b>100,013</b>	<b>-</b>	<b>100,013</b>
<b>Repurchase agreements</b>	<b>182,420</b>	<b>-</b>	<b>182,420</b>	<b>171,376</b>	<b>-</b>	<b>171,376</b>
<b>Borrowings</b>	<b>3,782</b>	<b>1,512</b>	<b>5,294</b>	<b>1,895</b>	<b>1,664</b>	<b>3,559</b>
<b>Debt securities (note 5.g)</b>	<b>-</b>	<b>39,468</b>	<b>39,468</b>	<b>-</b>	<b>37,987</b>	<b>37,987</b>
<b>Subordinated debt (note 5.g)</b>	<b>-</b>	<b>1,231</b>	<b>1,231</b>	<b>-</b>	<b>2,393</b>	<b>2,393</b>
<b>Trading book derivatives</b>	<b>437,316</b>	<b>-</b>	<b>437,316</b>	<b>447,467</b>	<b>-</b>	<b>447,467</b>
Currency derivatives	21,680	-	21,680	26,890	-	26,890
Interest rate derivatives	335,926	-	335,926	330,421	-	330,421
Equity derivatives	34,175	-	34,175	36,377	-	36,377
Credit derivatives	39,998	-	39,998	46,358	-	46,358
Other derivatives	5,537	-	5,537	7,421	-	7,421
<b>TOTAL FINANCIAL LIABILITIES AT FAIR VALUE THROUGH PROFIT OR LOSS</b>	<b>707,864</b>	<b>42,211</b>	<b>750,075</b>	<b>720,751</b>	<b>42,044</b>	<b>762,795</b>



## 5.b AVAILABLE-FOR-SALE FINANCIAL ASSETS

Available-for-sale financial assets are measured at fair value or model value for unlisted securities.

In millions of euros	30 June 2012			31 décembre 2011		
	Net	of which impairment losses	of which changes in value recognised directly in equity	Net	of which impairment losses	of which changes in value recognised directly in equity
<b>Fixed-income securities</b>	<b>166,272</b>	<b>(93)</b>	<b>(689)</b>	<b>174,989</b>	<b>(162)</b>	<b>(5,120)</b>
Treasury bills and other bills eligible for central bank refinancing	18,551	(23)	(1,999)	17,241	(22)	(2,322)
Other negotiable certificates of deposit	7,597	(11)	(201)	11,145	(11)	(254)
Government bonds	88,051	(3)	275	96,302	(3)	(1,761)
Other bonds	52,073	(56)	1,236	50,301	(126)	(783)
<b>Equities and other variable-income securities</b>	<b>17,620</b>	<b>(5,236)</b>	<b>1,814</b>	<b>17,479</b>	<b>(5,067)</b>	<b>1,621</b>
of which listed securities	6,058	(2,109)	738	6,092	(2,052)	619
of which unlisted securities	11,562	(3,127)	1,076	11,387	(3,015)	1002
<b>Total available-for-sale financial assets, after impairment</b>	<b>183,892</b>	<b>(5,329)</b>	<b>1,125</b>	<b>192,468</b>	<b>(5,229)</b>	<b>(3,499)</b>

Changes in value recognised directly to equity (EUR 1,125 million at 30 June 2012) are included in equity after the recognition of deferred tax relating to these changes (EUR -67 million at 30 June 2012 for the Group's share and the share of minority interests).

## 5.c GOODWILL

In millions of euros	First half 2012
<b>Carrying amount at start of period</b>	<b>11,406</b>
Acquisitions	-
Divestments	(227)
Impairment recognised during the period	(107)
Foreign exchange adjustments	118
Other movements	(9)
<b>Carrying amount at end of period</b>	<b>11,181</b>
<i>In which</i>	
Gross value	11,967
Accumulated impairment recognised at the end of period	(786)



Goodwill by core business is as follows:

In millions of euros	Carrying amount		Impairment losses recognised in first half 2012
	30 June 2012	31 December 2011	
<b>Goodwill</b>			
<b>Retail Banking</b>	<b>8,931</b>	<b>8,962</b>	<b>(107)</b>
<i>BancWest</i>	3,944	3,852	
<i>French and Belgian Retail Banking</i>	59	77	
<i>Italian Retail Banking</i>	1,698	1,698	
<i>Arval</i>	317	310	
<i>Leasing Solutions</i>	148	232	(80)
<i>Mediterranean Europe</i>	304	287	
<i>Personal Finance</i>	2,048	2,093	(27)
<i>Personal Investors</i>	413	413	
<b>Investment Solutions</b>	<b>1,588</b>	<b>1,544</b>	<b>-</b>
<i>Insurance</i>	259	258	
<i>Investment Partners</i>	253	248	
<i>Real Estate</i>	354	348	
<i>Securities Services</i>	374	365	
<i>Wealth Management</i>	348	325	
Corporate and Investment Banking	660	657	
Other businesses	2	243	
<b>TOTAL GOODWILL</b>	<b>11,181</b>	<b>11,406</b>	<b>(107)</b>
Negative goodwill			3
<b>CHANGE IN VALUE OF GOODWILL IN PROFIT AND LOSS ACCOUNT</b>			<b>(104)</b>

## 5.d MEASUREMENT OF THE FAIR VALUE OF FINANCIAL INSTRUMENTS

BREAKDOWN BY MEASUREMENT METHOD APPLIED TO FINANCIAL INSTRUMENTS RECOGNISED AT FAIR VALUE PRESENTED IN LINE WITH THE LATEST RECOMMENDATIONS OF IFRS 7.

In millions of euros	30 June 2012				31 December 2011			
	level 1	level 2	level 3	TOTAL	level 1	level 2	level 3	TOTAL
<b>FINANCIAL ASSETS</b>								
Financial instruments at fair value through profit or loss held for trading (note 5.a)	107,761	610,451	18,112	<b>736,324</b>	102,953	638,973	21,464	<b>763,390</b>
Financial instruments designated as at fair value through profit or loss (note 5.a)	46,589	9,932	4,771	<b>61,292</b>	41,982	13,496	1,595	<b>57,073</b>
Derivatives used for hedging purposes (note 5.b)	-	12,482	-	<b>12,482</b>	-	9,700	-	<b>9,700</b>
Available-for-sale financial assets (note 5.c.)	130,416	41,718	11,758	<b>183,892</b>	132,676	49,921	9,871	<b>192,468</b>
<b>FINANCIAL LIABILITIES</b>								
Financial instruments at fair value through profit or loss held for trading (note 5.a)	81,382	604,428	22,054	<b>707,864</b>	108,934	585,529	26,288	<b>720,751</b>
Financial instruments designated as at fair value through profit or loss (note 5.a)	3,031	32,562	6,618	<b>42,211</b>	3,168	31,260	7,616	<b>42,044</b>
Derivatives used for hedging purposes (note 5.b)	-	16,858	-	<b>16,858</b>	-	14,331	-	<b>14,331</b>



**5.e RECLASSIFICATION OF FINANCIAL INSTRUMENTS INITIALLY RECOGNISED AT FAIR VALUE THROUGH PROFIT OR LOSS HELD FOR TRADING PURPOSES OR AS AVAILABLE-FOR-SALE ASSETS**

The amendments to IAS 39 and IFRS 7 adopted by the European Union on 15 October 2008 permit the reclassification of instruments initially held for trading or available-for-sale within the customer loan portfolios or as securities available-for-sale.

- Data relating to financial instruments by reclassification date

In millions of euros	Reclassification date	Carrying value		Expected cash flows deemed recoverable <sup>(1)</sup>		Average effective interest rate	
		Assets reclassified as loans and receivables	Assets reclassified as available-for-sale	Assets reclassified as loans and receivables	Assets reclassified as available-for-sale	Assets reclassified as loans and receivables	Assets reclassified as available-for-sale
<b>Sovereign securities from the portfolio of available-for-sale</b>		3,126		5,425			
of which Portuguese sovereign securities	30 June 2011	1,885		3,166		8,8%	
of which Irish sovereign securities	30 June 2011	1,241		2,259		6,7%	
<b>Structured transactions and other fixed-income securities</b>		10,995	767	12,728	790		
from the trading portfolio							
	1 October 2008	7,077	767	7,904	790	7,6%	6,7%
	30 June 2009	2,760		3,345		8,4%	
from the available-for-sale portfolio							
	30 June 2009	1,158		1,479		8,4%	

<sup>(1)</sup> Expected cash flows cover the repayment of capital and of all interest (not discounted) until the date the instruments mature.

**Measurement of reclassified assets at 30 June 2012**

The following tables show the items related to the reclassified assets:

- On the balance sheet

In millions of euros	30 June 2012		31 December 2011	
	Carrying value	Market or model value	Carrying value	Market or model value
<b>Sovereign securities reclassified as loans and receivables due from customers</b>	1,673	1,704	3,939	3,600
of which Greek sovereign securities	-	-	1,201	1,133
of which Portuguese sovereign securities	1,149	1,094	1,939	1,631
of which Irish sovereign securities	524	610	799	836
<b>Reclassified structured transactions and others fixed-income securities</b>	4,063	3,942	4,664	4,511
Into loans and receivables due from customers	4,043	3,922	4,647	4,494
Into available-for-sale	20	20	17	17



- In the profit and loss account and changes in value recognised directly in equity

In millions of euros	First half 2012		First half 2011	
	Realised	Pro forma amount for the period <sup>(1)</sup>	Realised	Pro forma amount for the period <sup>(1)</sup>
<b>profit and loss account</b>	<b>(176)</b>	<b>(153)</b>	<b>87</b>	<b>29</b>
in revenues	(189)	(115)	87	28
of which Greek sovereign securities	15	15		
of which Portuguese sovereign securities	(201)	(198)		
of which Irish sovereign securities	(44)	(44)		
of which structured transactions and other fixed-income securities	41	112	87	28
in cost of risk	13	(38)	-	1
of which Greek sovereign securities	(40)	(38)		
of which structured transactions and other fixed-income securities	53	-	0	1
<b>changes in value recognised directly in equity (before tax)</b>	<b>142</b>	<b>246</b>	<b>19</b>	<b>18</b>
of which Portuguese sovereign securities	122	208		
of which Irish sovereign securities	12	34		
of which structured transactions and other fixed-income securities	8	4	19	18
<b>Total profit and loss impact and change in value recognised directly in equity resulting from reclassified items</b>	<b>(34)</b>	<b>93</b>	<b>106</b>	<b>47</b>

<sup>(1)</sup> Proforma figures show the contribution to the earnings of the period, and the impact of the change in their value recognised directly in equity, as if the instruments concerned had not been reclassified.

## 5.f CUSTOMER ITEMS

### • Loans and receivables due from customers

In millions of euros	30 June 2012	31 December 2011
Ordinary accounts	46,242	38,448
Loans to customers	608,274	624,229
Repurchase agreements	234	1,421
Finance leases	28,688	29,694
<b>Total loans and receivables due from customers, before impairment provisions</b>	<b>683,438</b>	<b>693,792</b>
	<i>of which doubtful loans</i>	
	41,801	43,696
Impairment of loans and receivables due from customers	(25,997)	(27,958)
<b>Total loans and receivables due from customers, net of impairment provisions</b>	<b>657,441</b>	<b>665,834</b>

### • Due to customers

In millions of euros	30 June 2012	31 December 2011
Ordinary deposits	245,581	254,530
Term accounts and short-term notes	217,025	214,056
Regulated savings accounts	59,681	54,538
Repurchase agreements	13,072	23,160
<b>Total due to customers</b>	<b>535,359</b>	<b>546,284</b>

**5.g DEBT SECURITIES AND SUBORDINATED DEBT**

This note covers all debt securities in issue and subordinated debt measured at amortised cost and designated at fair value through profit or loss.

## DEBT SECURITIES AT FAIR VALUE THROUGH PROFIT OR LOSS (note 5.a)

In millions of euros	Currency	Original amount in foreign currency (millions)	Date of call or interest step-up	Interest rate	Interest step-up	Subordination ranking <sup>(1)</sup>	Conditions precedent for coupon payment <sup>(3)</sup>	30 June 2012	31 December 2011
Issuer / Issue date									
<b>Debt securities</b>						<b>1</b>		<b>39,468</b>	<b>37,987</b>
<b>Subordinated debt</b>								<b>1,231</b>	<b>2,393</b>
- Redeemed subordinated debt			<sup>(2)</sup>			<b>2</b>		676	1,283
- Perpetual subordinated debt								555	1,110
Fortis Banque SA Dec. 2007	EUR	3,000	déc.-14	3-month Euribor + 200 bp	-	<b>5</b>	<b>A</b>	464	1,025
Others	-	-	-	-	-			91	85

- (1) The subordination ranking reflects where the debt stands in the order of priority for repayment against other financial liabilities if the issuer should be liquidated.
- (2) After agreement from the banking supervisory authority and at the issuer's initiative, these debt issues may contain a call provision authorising the Group to redeem the securities prior to maturity by repurchasing them in the stock market, via public tender offers, or in the case of private placements over the counter. Debt issued by BNP Paribas SA or foreign subsidiaries of the Group via placements in the international markets may be subject to early redemption of the capital and early payment of interest due at maturity at the issuer's discretion on or after a date stipulated in the issue particulars (call option), or in the event that changes in the applicable tax rules oblige the BNP Paribas group issuer to compensate debt-holders for the consequences of such changes. Redemption may be subject to a notice period of between 15 and 60 days, and is in all cases subject to approval by the banking supervisory authorities.
- (3) Conditions precedent for coupon payment:
- A Coupon payments are halted should the issuer have insufficient capital or the underwriters become insolvent or when the dividend declared for Ageas shares falls below a certain threshold.

The perpetual subordinated debt recognised at fair value through profit or loss chiefly consist of an issue by Fortis Banque (now BNP Paribas Fortis) in December 2007 of Convertible And Subordinated Hybrid Equity-linked Securities (CASHES).

The CASHES are perpetual securities but may be exchanged for Fortis SA/NV (now Ageas) shares at the holder's sole discretion at a price of EUR 23.94. However, as of 19 December 2014, the CASHES will be automatically exchanged into Fortis SA/NV shares if their price is equal to or higher than EUR 35.91 for twenty consecutive trading days. The principal amount will never be redeemed in cash. The rights of the CASHES holders were limited to the 125,313,283 Fortis SA/NV shares that Fortis Bank acquired on the date of issuance of the CASHES and pledged to them.

Fortis SA/NV and Fortis Banque have entered into a Relative Performance Note (RPN) contract, the value of which varies contractually so as to offset the impact on Fortis Banque of the relative difference between changes in the value of the CASHES and changes in the value of the Fortis SA/NV shares.

On 25 January 2012, Ageas and Fortis Bank signed an agreement concerning the partial settlement of the RPN and the purchase by Fortis Bank of all perpetual subordinated debts issued in 2001 for a nominal amount of EUR 1,000 million (recognised as debt at amortised cost), of which Ageas holds EUR 953 million. The settlement of the RPN and the purchase of the perpetual subordinated notes issued in 2001 both depended on BNP Paribas achieving a minimum success rate of 50% in the CASHES tender offer.



BNP Paribas launched a cash offer for the CASHES, then converted the CASHES acquired into underlying Ageas shares, with a commitment not to sell them for a period of six months; BNP Paribas received compensation from Ageas, as the RPN mechanism ceased to exist proportionally to the CASHES converted.

The offer was closed on 30 January with a success rate of 63% at a price of 47.5%.

Following this operation, the net balance represents a subordinated liability of EUR 241 million that is eligible to Tier 1 capital.

DEBT SECURITIES MEASURED AT AMORTISED COST

In millions of euros	Currency	Original amount in foreign currency (millions)	Date of call or interest step-up	Interest rate	Interest step-up	Subordination ranking <sup>(1)</sup>	Conditions precedent for coupon payment <sup>(3)</sup>	30 June 2012	31 December 2011
Issuer / Issue date									
<b>Debt securities</b>								<b>168,416</b>	<b>157,786</b>
- Debt securities in issue with an initial maturity less than one year						1		84,024	71,213
<i>Negotiable debt securities</i>								84,024	71,213
- Debt securities in issue with an initial maturity of more than one year						1		84,392	86,573
<i>Negotiable debt securities</i>								65,813	63,758
<i>Bonds</i>								18,579	22,815
<b>Subordinated debt</b>								<b>17,164</b>	<b>19,683</b>
- Redeemable subordinated debt			<sup>(2)</sup>			2		14,556	16,165
- Undated subordinated notes								1,436	2,396
BNP SA Oct. 85	EUR	305	-	TMO - 0.25%	-	3	B	254	254
BNP SA Sept. 86	USD	500	-	6-month Libor +0.075%	-	3	C	216	211
Fortis Banque SA Sept. 01	EUR	1,000	sept.-11	6,500%	3-month Euribor + 237 bp	5	D	0	1,000
Fortis Banque SA Oct. 04	EUR	1,000	oct.-14	4,625%	3-month Euribor + 170 bp	5	E	847	814
Others	-	-	-	-	-			119	117
- Undated subordinated notes								928	893
Fortis Banque NV/SA Feb. 08	USD	750	-	8,28%	-	5	E	574	548
Fortis Banque NV/SA June 08	EUR	375	-	8,03%	-	5		354	345
- Participating notes <sup>(4)</sup>								226	224
BNP SA July 84	EUR	337	-	depending on net income subject to a minimum of 85% of the TMO rate and a maximum of 130% of the TMO rate	-	4	N/A	220	220
Others	-	-	-	-	-			6	4
- Fees, commissions and other payables								18	5





- (1) (2) see reference relating to "Debt securities at fair value through profit or loss"
- (3) Conditions precedent for coupon payment
- B Payment of the interest is mandatory, unless the Board of Directors decides to postpone these payments after the Shareholders' General Meeting has officially noted that there is no income available for distribution, where this occurs within the 12 month period preceding the due date for payment of the interest. Interest payments are cumulative and are payable in full once dividend payments resume.
- C Payment of the interest is mandatory, unless the Board of Directors decides to postpone these payments after the Shareholders' General Meeting in ordinary session has validated the decision not to pay out a dividend, where this occurs within the 12 month period preceding the due date for payment of the interest. Interest payments are cumulative and are payable in full once dividend payments resume. The bank has the option of resuming payment of interest arrears, even where no dividend is paid out.
- D Interest is not payable if the coupons exceed the difference between net equity and the amount of the issuer's share capital and reserves not available for distribution.
- E Coupons are paid in the form of other securities if Tier 1 capital stands at less than 5% of the issuer's risk-weighted assets
- (4) The participating notes issued by BNP SA may be repurchased as provided for in the law of 3 January 1983. Accordingly, 434,267 notes out of the 2,212,761 originally issued were repurchased and cancelled between 2004 and 2007.

## 5.h CURRENT AND DEFERRED TAXES

In millions of euros	30 June 2012	31 December 2011
Current taxes	1,424	2,227
Deferred taxes	8,385	9,343
<b>Current and deferred tax assets</b>	<b>9,809</b>	<b>11,570</b>
Current taxes	1,695	1,893
Deferred taxes	1,561	1,596
<b>Current and deferred tax liabilities</b>	<b>3,256</b>	<b>3,489</b>

## 5.i ACCRUED INCOME/EXPENSE AND OTHER ASSETS/LIABILITIES

In millions of euros	30 June 2012	31 December 2011
Guarantee deposits and bank guarantees paid	51,622	44,832
Settlement accounts related to securities transactions	27,923	18,972
Collection accounts	656	792
Reinsurers' share of technical reserves	2,709	2,524
Accrued income and prepaid expenses	3,251	2,996
Other debtors and miscellaneous assets	24,632	23,424
<b>Total accrued income and other assets</b>	<b>110,793</b>	<b>93,540</b>
Guarantee deposits received	47,347	40,733
Settlement accounts related to securities transactions	23,337	16,577
Collection accounts	1,549	1,084
Accrued expenses and deferred income	4,893	4,708
Other creditors and miscellaneous liabilities	21,575	17,908
<b>Total accrued expenses and other liabilities</b>	<b>98,701</b>	<b>81,010</b>



## 6. ADDITIONAL INFORMATION

### 6.a CHANGES IN SHARE CAPITAL AND EARNINGS PER SHARE

- Resolutions of the Shareholders' General Meetings valid for the first half of 2012

The following authorisations to increase or reduce the share capital have been granted to the Board of Directors under resolutions voted in the Shareholders' General Meetings and were valid during the first half of 2012:

Resolutions adopted at Shareholders' General Meetings		Use of authorisation in the first half of 2012
Shareholders' General Meeting of 12 May 2010 (19th resolution)	<p>Authorisation granted to the Board of Directors to carry out transactions reserved for members of the BNP Paribas Group's Corporate Savings Plan in the form of new share issues and/or sales of reserved shares.</p> <p><i>Authorisation was given to increase the share capital within the limit of a maximum par value of EUR 46 million on one or more occasions by issuing ordinary shares, with waiving of pre-emptive rights for existing shareholders, reserved for members of the BNP Paribas Group Corporate Savings Plan.</i></p> <p><i>This authorisation was granted for a period of 26 months and was nullified by the 20<sup>th</sup> resolution of the Shareholders' General Meeting of 23 May 2012.</i></p>	4 289 709 new shares with a par value of EUR 2 issued on 29 June 2012
Shareholders' General Meeting of 11 May 2011 (5th resolution)	<p>Authorisation given to the Board of Directors to set up a share buyback programme for the Company until it holds at most 10% of the shares forming the share capital.</p> <p><i>Said acquisitions of shares at a price not exceeding EUR 75 would be intended to fulfil several objectives, notably including:</i></p> <ul style="list-style-type: none"> <li>- <i>honouring obligations arising from the issue of share equivalents, stock option programmes, the award of free shares, the award or sale of shares to employees in connection with the employee profit-sharing scheme, employee share ownership plans or corporate savings plans;</i></li> <li>- <i>cancelling shares following authorisation by the Shareholders' General Meeting of 11 May 2011 (17th resolution)</i></li> <li>- <i>covering any allocation of shares to the employees and corporate officers of BNP Paribas and companies exclusively controlled by BNP Paribas within the meaning of Article L. 233-16 of the French Commercial Code,</i></li> <li>- <i>for retention or remittance in exchange or payment for external growth transactions, mergers, spin-offs or asset contributions,</i></li> <li>- <i>in connection with a market-making agreement complying with the Code of Ethics of the Autorité des Marchés Financiers,</i></li> <li>- <i>for asset and financial management purposes.</i></li> </ul> <p><i>This authorisation was granted for a period of 18 months and was nullified by the 5<sup>th</sup> resolution of the Shareholders' General Meeting of 23 May 2012.</i></p>	Under the market-making agreement, 586,934 shares with a par value of EUR 2 were acquired and 577,489 shares with a par value of EUR 2 were sold between 1 January and 23 May 2012
Shareholders' General Meeting of 11 May 2011 (15th resolution)	<p>Authorisation to allot performance shares to the Group's employees and corporate officers</p> <p><i>The shares awarded may be existing shares or new shares to be issued and may not exceed 1.5% of BNP Paribas' share capital, i.e. less than 0.5% a year.</i></p> <p><i>This authorisation was granted for a period of 38 months .</i></p>	1,921,935 performance shares granted at the Board meeting of 6 March 2012



Shareholders' General Meeting of 11 May 2011 (16th resolution)	<p>Authorisation to grant stock subscription or purchase options to corporate officers and certain employees</p> <p><i>The number of options granted may not exceed 3% of the share capital of BNP Paribas, i.e. less than 1% a year. This is a blanket limit covering both the 15th and 16th resolutions of the Shareholders' General Meeting of 11 May 2011. This authorisation was granted for a period of 38 months.</i></p>	This authorisation was not used during the period
Shareholders' General Meeting of 23 May 2012 (3rd resolution)	<p>Decision to propose to shareholders a dividend payable in cash or in new shares.</p> <p><i>Payment of the dividend in new shares had the effect of increasing the share capital by EUR 83,358,352 or 41,679,176 shares. This operation generated an additional paid-in capital of EUR 941,115,794.08.</i></p>	41,679,176 new shares with a par value of EUR 2 issued on 26 June 2012
Shareholders' General Meeting of 23 May 2012 (5th resolution)	<p>Authorisation given to the Board of Directors to set up a share buyback programme for the Company until it holds at most 10% of the shares forming the share capital.</p> <p><i>Said acquisitions of shares at a price not exceeding EUR 60 (EUR 75 previously) would be intended to fulfil several objectives, notably including:</i></p> <ul style="list-style-type: none"> <li>- <i>honouring obligations arising from the issue of share equivalents, stock option programmes, the award of free shares, the award or sale of shares to employees in connection with the employee profit-sharing scheme, employee share ownership plans or corporate savings plans;</i></li> <li>- <i>cancelling shares following authorisation by the Shareholders' General Meeting of 23 May 2012 (21st resolution);</i></li> <li>- <i>covering any allocation of shares to the employees and corporate officers of BNP Paribas and companies exclusively controlled by BNP Paribas within the meaning of Article L. 233-16 of the French Commercial Code,</i></li> <li>- <i>for retention or remittance in exchange or payment for external growth transactions, mergers, spin-offs or asset contributions,</i></li> <li>- <i>in connection with a market-making agreement complying with the Code of Ethics of the Autorité des Marchés Financiers,</i></li> <li>- <i>for asset and financial management purposes.</i></li> </ul> <p><i>This authorisation was granted for a period of 18 months and replaces that given by the 5th resolution of the Shareholders' General Meeting of 11 May 2011.</i></p>	Under the market-making agreement, 279,578 shares with a par value of EUR 2 were acquired and 284,603 shares with a par value of EUR 2 were sold between 24 May and 30 June 2012
Shareholders' General Meeting of 23 May 2012 (13th resolution)	<p>Authorisation to issue ordinary shares and share equivalents, with maintained pre-emptive rights for existing shareholders.</p> <p><i>The par value of the capital increases that may be carried out immediately and/or in the future by virtue of this authorisation may not exceed EUR 1 billion (representing 500 million shares)</i></p> <p><i>The par value of any debt instruments giving access to the capital of BNP Paribas that may be issued by virtue of this authorisation may not exceed EUR 10 billion;</i></p> <p><i>This authorisation was granted for a period of 26 months and replaces that given by the 12th resolution of the Shareholders' General Meeting of 12 May 2010.</i></p>	This authorisation was not used during the period
Shareholders' General Meeting of 23 May 2012 (14th resolution)	<p>Authorisation to issue ordinary shares and share equivalents, with waiving of pre-emptive rights for existing shareholders, in consideration for securities tendered to public exchange offer.</p> <p><i>The par value of the capital increases that may be carried out immediately and/or in the future by virtue of this authorisation may not exceed EUR 350 million (representing 175 million shares)</i></p> <p><i>The par value of the of any debt instruments giving access to the capital of BNP Paribas that may be issued by virtue of this authorisation may not exceed EUR 7 billion;</i></p> <p><i>This authorisation was granted for a period of 26 months and replaces that given by the 13th resolution of the Shareholders' General Meeting of 12 May 2010.</i></p>	This authorisation was not used during the period
Shareholders' General Meeting of 23 May 2012 (15th resolution)	<p>Authorisation to issue ordinary shares and share equivalents, with waiving of pre-emptive rights for existing shareholders, in consideration for securities tendered to public exchange offer.</p> <p><i>The par value of the capital increases that may be carried out on one or more occasions by virtue of this authorisation may not exceed EUR 350 million (representing 175 million shares).</i></p> <p><i>This authorisation was granted for a period of 26 months and replaces that given by the 14th resolution of the Shareholders' General Meeting of 12 May 2010.</i></p>	This authorisation was not used during the period



Shareholders' General Meeting of 23 May 2012 (16th resolution)	<p>Authorisation to issue ordinary shares and share equivalents, with waiving of pre-emptive rights for existing shareholders, in consideration for securities tendered to contribution of unlisted shares up to a maximum of 10% of the capital.</p> <p><i>The par value of the capital increases that may be carried out on one or more occasions by virtue of this authorisation may not exceed 10 % of the number of shares forming the issued capital of BNP Paribas on the date of the decision by the Board of Directors</i></p> <p><i>This authorisation was granted for a period of 26 months and replaced that given by the 15th resolution of the Shareholders' General Meeting of 12 May 2010.</i></p>	This authorisation was not used during the period
Shareholders' General Meeting of 23 May 2012 (17th resolution)	<p>Blanket limit on authorisations to issue shares without pre-emptive rights for existing shareholders.</p> <p><i>The maximum par value of all issues made without pre-emptive rights for existing shareholders carried out immediately and/or in the future by virtue of the authorisations granted under the 14th to 16th resolutions of the Shareholders' General Meeting of 23 May 2012 may not exceed EUR 350 million for shares and EUR 7 billion for debt instruments.</i></p>	Not applicable
Shareholders' General Meeting of 23 May 2012 (18th resolution)	<p>Issue of shares to be paid up by capitalising income, retained earnings or additional paid-in capital.</p> <p><i>Authorisation was given to increase the issued capital within the limit of a maximum par value of EUR 1 billion on one or more occasions, by capitalising all or part of the retained earnings, profits or additional paid-in capital, successively or simultaneously, through the issuance and award of free ordinary shares, through an increase in the par value of existing shares, or through a combination of these two methods.</i></p> <p><i>This authorisation was granted for a period of 26 months and replaced that given by the 17th resolution of the Shareholders' General Meeting of 12 May 2010.</i></p>	This authorisation was not used during the period
Shareholders' General Meeting of 23 May 2012 (19th resolution)	<p>Blanket limit on authorisations to issue shares with or without pre-emptive rights for existing shareholders.</p> <p><i>The maximum par value of all issues made with or without pre-emptive rights for existing shareholders by virtue of the authorisations granted under the 13th to 16th resolutions of the Shareholders' General Meeting of 23 May 2012 may not exceed EUR 1 billion for shares immediately and/or in the future and EUR 10 billion for debt instruments.</i></p>	Not applicable
Shareholders' General Meeting of 23 May 2012 (20th resolution)	<p>Authorisation granted to the Board of Directors to carry out transactions reserved for members of the BNP Paribas Group's Corporate Savings Plan in the form of new share issues and/or sales of reserved shares.</p> <p><i>Authorisation was given to increase the share capital within the limit of a maximum par value of EUR 46 million on one or more occasions by issuing ordinary shares, with pre-emptive rights for existing shareholders waived, reserved for members of the BNP Paribas Group's Corporate Savings Plan.</i></p> <p><i>This authorisation was granted for a period of 26 months and replaced that given by the 19th resolution of the Shareholders' General Meeting of 12 May 2010.</i></p>	This authorisation was not used during the period
Shareholders' General Meeting of 23 May 2012 (21st resolution)	<p>Authorisation to reduce the share capital by cancelling shares.</p> <p><i>Authorisation was given to cancel on one or more occasions though a reduction in the share capital of all or some of the share that BNP Paribas holds and that it may come to hold, provided that the number of share cancelled in any 24-month period does not exceed 10% of the total number of shares at the date.</i></p> <p><i>Full power were delegated to complete the capital reduction and deduct the difference between the purchase cost of the cancelled shares and their par value from additional paid-in capital and reserves available for distribution, including from the legal reserve in respect of up to 10% of the capital cancelled.</i></p> <p><i>This authorisation was granted for a period of 18 months and replaced that given by the 17th resolution of the Shareholders' General Meeting of 11 May 2011.</i></p>	This authorisation was not used during the period



**Share capital transactions**

Operations affecting share capital	Number of shares	Par value (in euros)	in euros	Date of authorisation by Shareholders' Meeting	Date of decision by Board of Directors	Date from which shares carry dividend rights
<b>Number of shares outstanding at 31 December 2010</b>	<b>1,198,660,156</b>	<b>2</b>	<b>2,397,320,312</b>			
Increase in ordinary share by exercise of stock subscription options	2,736,124	2	5,472,248	(1)	(1)	01 January 2010
Increase in ordinary share by exercise of stock subscription options	27,965	2	55,930	(1)	(1)	01 January 2011
<b>Number of shares outstanding at 30 June 2011</b>	<b>1,201,424,245</b>	<b>2</b>	<b>2,402,848,490</b>			
Increase in ordinary share by exercise of stock subscription options	6,088	2	12,176	(1)	(1)	01 January 2011
Capital increase reserved for members of the Company Savings Plan	6,315,653	2	12,631,306	12 May 2010	11 May 2011	01 January 2011
<b>Number of shares outstanding at 31 December 2011</b>	<b>1,207,745,986</b>	<b>2</b>	<b>2,415,491,972</b>			
Increase in ordinary share by exercise of stock subscription options	12,694	2	25,388	(1)	(1)	01 January 2011
Increase in ordinary share arising from the payment of a stock dividend	41,679,176	2	83,358,352	23 May 2012	23 May 2012	01 January 2012
Capital increase reserved for members of the Company Savings Plan	4,289,709	2	8,579,418	23 May 2012	23 May 2012	01 January 2012
<b>Number of shares outstanding at 30 June 2012</b>	<b>1,253,727,565</b>	<b>2</b>	<b>2,507,455,130</b>			

(1) Various resolutions voted in the Shareholders' General Meetings and decisions of the Board of Directors authorising the granting of stock subscription options that were exercised during the period.

**Ordinary shares issued by BNP Paribas and held by the Group**

	Proprietary transactions		Trading account transactions		Total	
	Number of shares	Carrying amount (in millions of euros)	Number of shares	Carrying amount (in millions of euros)	Number of shares	Carrying amount (in millions of euros)
<b>Shares held at 31 December 2010</b>	<b>2,914,178</b>	<b>162</b>	<b>(4,499,794)</b>	<b>(214)</b>	<b>(1,585,616)</b>	<b>(52)</b>
Acquisitions	1,706,545	91			1,706,545	91
Shares delivered to employees	(12,744)				(12,744)	
Other movements	(3,392,093)	(180)	3,387,141	152	(4,952)	(28)
<b>Shares held at 30 June 2011</b>	<b>1,215,886</b>	<b>73</b>	<b>(1,112,653)</b>	<b>(62)</b>	<b>103,233</b>	<b>11</b>
Acquisitions	15,588,407	523			15,588,407	523
Sales	(2,530,370)	(127)			(2,530,370)	(127)
Shares delivered to employees	(720)	(1)			(720)	(1)
Other movements	1,691,545	91	(4,967,377)	(122)	(3,275,832)	(31)
<b>Shares held at 31 December 2011</b>	<b>15,964,748</b>	<b>559</b>	<b>(6,080,030)</b>	<b>(184)</b>	<b>9,884,718</b>	<b>375</b>
Acquisitions	866,512	26			866,512	26
Sales	(862,092)	(26)			(862,092)	(26)
Shares delivered to employees	(351,293)	(16)			(351,293)	(16)
Other movements			3,583,675	108	3,583,675	108
<b>Shares held at 30 June 2012</b>	<b>15,617,875</b>	<b>543</b>	<b>(2,496,355)</b>	<b>(76)</b>	<b>13,121,520</b>	<b>467</b>

At 30 June 2012, the BNP Paribas group was a net buyer of 13,121,520 BNP Paribas shares representing an amount of EUR 467 million, which was recognised as a reduction in equity.

Under the Bank's market-making agreement relating to the BNP Paribas share on the Italian market, and in line with the Code of Ethics recognised by the AMF, made with Exane BNP Paribas, BNP Paribas SA bought back 866,512 shares during the first half of 2012 at an average share price of EUR 29.97, and sold 862,092 shares at an average share price of EUR 30.17. At 30 June 2012, 234,007 shares worth EUR 6.5 million were held by BNP Paribas under this agreement.



From 1 January to 30 June 2012, 350,795 BNP Paribas shares were delivered following the definitive award of free shares to their beneficiaries.

In addition, one of the Group's subsidiaries involved in trading and arbitrage transactions on equity indices sells shares issued by BNP Paribas short in connection with its activities.

- **Preferred shares and Undated Super Subordinated Notes (TSSDI) eligible as Tier 1 regulatory capital**

- Preferred shares issued by the Group's foreign subsidiaries

In January 2003, BNP Paribas Capital Trust VI, a subsidiary under the exclusive control of the Group, made a EUR 700 million issue of non-voting undated non-cumulative preferred shares governed by the laws of the United States, which did not dilute BNP Paribas ordinary shares. The shares, which are perpetual non cumulative shares, pay a fixed-rate dividend for a period of ten years. They are redeemable after a ten-year period, and thereafter at each coupon date. In case they are not redeemed in 2013, a Euribor-indexed dividend will be paid quarterly. The issuer has the option of not paying dividends on these preferred shares if no dividends are paid on BNP Paribas SA ordinary shares and no coupons are paid on preferred share equivalents (Undated Super Subordinated Notes) in the previous year. Unpaid dividends are not carried forward.

During 2011 and the first half of 2012, USD 500 million and EUR 660 million of preferred shares of the same type as those described above were redeemed.

In 2003 and 2004, the LaSer-Cofinoga sub-group, which is proportionately consolidated by BNP Paribas made three issues of undated non-voting preferred shares through special purpose entities governed by UK law and exclusively controlled by the LaSer-Cofinoga sub-group. These shares pay a non-cumulative preferred dividend for a ten-year period, at a fixed rate for those issued in 2003 and an indexed rate for the 2004 issue. After this ten-year period, they will be redeemable at par at the issuer's discretion at the end of each quarter on the coupon date, and the dividend payable on the 2003 issue will become Euribor-indexed.





## - Preferred shares issued by the Group's foreign subsidiaries

Issuer	Date of issue	Currency	Amount (in million of euros)	Rate and term before 1st call date	Rate after 1st call date	
BNPP Capital Trust VI	January 2003	EUR	700	5.868%	10 years	3-month Euribor + 2.48%
Cofinoga Funding I LP	March 2003	EUR	100 <sup>(1)</sup>	6.820%	10 years	3-month Euribor + 3.75%
Cofinoga Funding II LP	January and May 2004	EUR	80 <sup>(1)</sup>	TEC 10 <sup>(2)</sup> + 1.35%	10 years	TEC 10 <sup>(2)</sup> + 1.35%
<b>Total at 30 June 2012</b>			<b>773 <sup>(3)</sup></b>			

(1) Before application of the proportionate consolidation rate.

(2) TEC 10 is the daily long-term government bond index, corresponding to the yield-to-maturity of a fictitious 10-year Treasury note.

(3) net of shares held by Group entities and after applying the percentage of the Group's stake in Cofinoga.

The proceeds of these issues are recorded under "Minority interests" in the balance sheet, and the dividends are reported under "Minority interests" in the profit and loss account.

At 30 June 2012, BNP Paribas Group holds EUR 17 million of preferred shares (EUR 55 million at 31 December 2011), deducted from minority interests.

## - Undated Super Subordinated Notes issued by BNP Paribas SA

Since 2005, BNP Paribas SA has carried out nineteen issues of Undated Super Subordinated Notes representing a total amount of EUR 10,612 million. The notes pay a fixed or floating rate coupon and are redeemable at the end of a fixed period and thereafter at each coupon date. Some of these issues will pay a coupon indexed to Euribor or Libor if the notes are not redeemed at the end of this period.

Fortis Bank France, company absorbed by BNP Paribas SA on 12 May 2010, carried out a EUR 60 million issue during December 2007 of Undated Super Subordinated Notes. This issue offers investors a floating rate of interest. These Undated Super Subordinated Notes were redeemed early on 23 May 2011.

In the fourth quarter of 2011, the following transactions were carried out in relation to undated super subordinated notes:

- a public offer to exchange USD 1,35 billion of notes issued in June 2005 for new non-subordinated bonds paying interest at 3-month USD Libor + 2.75%. This transaction reduced outstanding debt by USD 280 million, generating a gross gain of EUR 59 million in terms of equity.

- a public offer to buy EUR 750 million of notes issued in April 2006, GBP 325 million of notes issued in July 2006 and EUR 750 million of notes issued in April 2007. This transaction reduced the outstanding debt by EUR 201 million, GBP 162 million and EUR 112 million respectively, and generated a gross gain of EUR 135 million in terms of equity.



The table below summarises the characteristics of these various issues

*Undated Super Subordinated Notes*

Date of issue	Currency	Amount (in millions of units)	Coupon payment date	Rate and term before 1st call date		Rate after 1st call date
June 2005	USD	1,070	semi-annual	5.186%	10 years	USD 3-month Libor + 1.680%
October 2005	EUR	1,000	annual	4.875%	6 years	4.875%
October 2005	USD	400	annual	6.250%	6 years	6.250%
April 2006	EUR	549	annual	4.730%	10 years	3-month Euribor + 1.690%
April 2006	GBP	450	annual	5.945%	10 years	GBP 3-month Libor + 1.130%
July 2006	EUR	150	annual	5.450%	20 years	3-month Euribor + 1.920%
July 2006	GBP	163	annual	5.945%	10 years	GBP 3-month Libor + 1.810%
April 2007	EUR	638	annual	5.019%	10 years	3-month Euribor + 1.720%
June 2007	USD	600	quarterly	6.500%	5 years	6.50%
June 2007	USD	1,100	semi-annual	7.195%	30 years	USD 3-month Libor + 1.290%
October 2007	GBP	200	annual	7.436%	10 years	GBP 3-month Libor + 1.850%
June 2008	EUR	500	annual	7.781%	10 years	3-month Euribor + 3.750%
September 2008	EUR	650	annual	8.667%	5 years	3-month Euribor + 4.050%
September 2008	EUR	100	annual	7.570%	10 years	3-month Euribor + 3.925%
December 2009	EUR	2	quarterly	3-month Euribor + 3.750%	10 years	3-month Euribor + 4.750%
December 2009	EUR	17	annual	7.028%	10 years	3-month Euribor + 4.750%
December 2009	USD	70	quarterly	USD 3-month Libor + 3.750%	10 years	USD 3-month Libor + 4.750%
December 2009	USD	0.5	annual	7.384%	10 years	USD 3-month Libor + 4.750%
<b>Total euro-equivalent historical value at 30 Jun</b>		<b>7,243 <sup>(1)</sup></b>				

(1) Net of shares held by Group entities

BNP Paribas has the option of not paying interest due on these Undated Super Subordinated Notes if no dividends were paid on BNP Paribas SA ordinary shares or on Undated Super Subordinated Note equivalents in the previous year. Unpaid interest is not carried forward.

The contracts relating to these Undated Super Subordinated Notes contain a loss absorption clause. Under the terms of this clause, in the event of insufficient regulatory capital—which is not fully offset by a capital increase or any other equivalent measure—the nominal value of the notes may be reduced in order to serve as a new basis for the calculation of the related coupons until the capital deficiency is made up and the nominal value of the notes is increased to its original amount. However, in the event of the liquidation of BNP Paribas SA, the amount due to the holders of these notes will represent their original nominal value irrespective of whether or not their nominal value has been reduced.

The proceeds from these issues are recorded in equity under “Retained earnings”. In accordance with IAS 21, issues denominated in foreign currencies are recognised at their historical value based on their translation into euros at the issue date. Interest on the instruments is treated in the same way as dividends.

At 30 June 2012, the BNP Paribas Group held EUR 35 million of Undated Super Subordinated Notes which were deducted from shareholders’ equity.





## Earnings per share

Basic earnings per share is calculated by dividing the net income for the period attributable to ordinary shareholders by the weighted average number of ordinary shares outstanding during the period. The net income attributable to ordinary shareholders is determined by deducting the net income attributable to holders of preferred shares.

Diluted earnings per share correspond to net income for the year divided by the weighted average number of shares outstanding as adjusted for the maximum effect of the conversion of dilutive equity instruments into ordinary shares. In-the-money stock subscription options are taken into account in the diluted earnings per share calculation, as are share awards made under the Global Share-based Incentive Plan. Conversion of these instruments would have no effect on the net income figure used in this calculation.

	First half 2012	First half 2011
<b>Net income used to calculate basic and diluted earnings per ordinary share (in millions of euros) <sup>(1)</sup></b>	<b>4,574</b>	<b>4,597</b>
<b>Weighted average number of ordinary shares outstanding during the year</b>	<b>1,192,253,695</b>	<b>1,198,667,707</b>
Effect of potentially dilutive ordinary shares	1,305,277	2,792,109
- Stock subscription plan	0	1,549,974
- Share award plan	1,275,148	1,211,836
- Stock purchase plan	30,129	30,299
<b>Weighted average number of ordinary shares used to calculate diluted earnings per share</b>	<b>1,193,558,972</b>	<b>1,201,459,816</b>
<b>Basic earnings per share (in euros)</b>	<b>3.84</b>	<b>3.84</b>
<b>Diluted earnings per share (in euros)</b>	<b>3.83</b>	<b>3.83</b>

(1) Net income used to calculate basic and diluted earnings per share is net income per the profit and loss account, adjusted for the remuneration on the preferred shares and the Undated Super Subordinated Notes issued by BNP Paribas SA (treated as preferred share equivalents), which for accounting purposes is handled as dividends.

The dividend per share paid in 2012 out of 2011 net income amounted to EUR 1.2 compared with EUR 2.1 per share paid in 2011 out of 2010 net income.















Name	Country	Change in the scope of consolidation	Method	Group voting interest (%)	Group ownership interest (%)
<b>Real Estate Services (cont'd)</b>					
Sesame Conseil SAS	France		Full	95.25%	95.25%
Siege Issy	France	30/06/2012	Full	100.00%	100.00%
Tasaciones Hipotecarias SA	Spain	31/12/2011 Incorporation	Full	100.00%	100.00%
Via Crespi 26 SRL	Italy		Full	100.00%	100.00%
Weatheralls Consultancy Services Ltd.	UK		Full	100.00%	100.00%
<b>Special Purpose Entities</b>					
Construction-Sale Companies (Real Estate programmes)	France	30/06/2012	Passing qualifying thresholds	Full / Prop.	4
Sviluppo Residenziale Italia	Italy	30/06/2012	Passing qualifying thresholds	Full	100.00%
<b>Corporate and Investment Banking</b>					
<b>France</b>					
BNP Paribas Arbitrage	France		Full	100.00%	100.00%
BNP Paribas Equities France	France		Full	99.96%	99.96%
Escomet SAS	France		Full	100.00%	100.00%
Laffite Participation 22	France		Full	100.00%	100.00%
Paribas Dérivés Garantis Snc	France	30/06/2011 Merger	Full	2	100.00%
Pariferge	France		Full	100.00%	100.00%
Parilasse SAS	France		Full	100.00%	100.00%
Talibout Participation 3 Snc	France		Full	100.00%	100.00%
<b>Europe</b>					
BNP Paribas Arbitrage Issuance BV	Netherlands		Full	100.00%	100.00%
BNP Paribas Bank NV	Netherlands		Full	100.00%	100.00%
BNP Paribas Capital Investments Ltd.	UK	31/12/2011 < thresholds	Full	100.00%	100.00%
BNP Paribas CMG Ltd.	UK	30/06/2011	Full	100.00%	100.00%
BNP Paribas Commodity Futures Ltd.	UK	30/06/2011	Full	100.00%	100.00%
BNP Paribas Cyprus Ltd.	Cyprus	31/12/2011 < thresholds	Full	100.00%	100.00%
BNP Paribas E & B Ltd.	UK	31/12/2011 < thresholds	Full	100.00%	100.00%
BNP Paribas Emission-und Handel GmbH	Germany		Full	100.00%	100.00%
BNP Paribas Ireland	Ireland		Full	100.00%	100.00%
BNP Paribas Islamic Issuance BV	Netherlands		Full	100.00%	100.00%
BNP Paribas Net Ltd.	UK	31/12/2011 < thresholds	Full	100.00%	100.00%
BNP Paribas UK Holdings Ltd.	UK	30/06/2011	Full	100.00%	100.00%
BNP Paribas UK Ltd.	UK		Full	100.00%	100.00%
BNP Paribas Varity Reinsurance Ltd.	Ireland		Full	3	100.00%
BNP Paribas ZAO	Russia		Full	100.00%	100.00%
BNP PUK Holding Ltd.	UK		Full	100.00%	100.00%
Camomile Investments UK Ltd.	UK	30/06/2012 < thresholds	Full	100.00%	100.00%
Capstar Partners Ltd.	UK	31/12/2011 < thresholds	Equity	1	100.00%
FB Energy Trading S à R.L.	Luxembourg	30/06/2011	Full	100.00%	74.93%
Fidex Holdings Ltd.	UK	30/06/2012 < thresholds	Full	100.00%	100.00%
Fortis Bank Reinsurance SA	Luxembourg	31/12/2011 Additional purchase	Full	3	100.00%
Fortis International Finance (Dublin)	Ireland	31/12/2011 < thresholds	Full	3	100.00%
Fortis International Finance Luxembourg SARL	Luxembourg	30/06/2011	Full	100.00%	74.93%
Fortis Proprietary Investment Ireland Ltd.	Ireland	31/12/2011 < thresholds	Full	100.00%	74.93%
G I Finance	Ireland	30/06/2011 < thresholds	Full	100.00%	74.93%
GreenStars BNP Paribas SA	Luxembourg	30/06/2012	Passing qualifying thresholds	Equity	1
Harewood Holdings Ltd.	UK		Full	100.00%	100.00%
Landspire Ltd.	UK		Full	100.00%	100.00%
Money Alpha	France	30/06/2011 Dissolution	Full	100.00%	74.93%
Money Beta	France	30/06/2011 Dissolution	Full	100.00%	74.93%
Paribas Trust Luxembourg SA	Luxembourg	31/12/2010	Full	100.00%	53.43%
Ulexam Logistics Ltd.	Ireland		Full	100.00%	100.00%
Verner Investissements (Groupe)	France		Equity	40.00%	50.00%
<b>Americas</b>					
ACG Capital Partners II LLC (Groupe)	U.S.A	30/06/2012 Liquidation	Prop.	50.00%	50.00%
Banco BNP Paribas Brasil SA	Brazil	30/06/2011	Equity	50.00%	50.00%
Banexi Holding Corporation	U.S.A	31/12/2010	Full	100.00%	100.00%
BNP Paribas Canada	Canada		Full	100.00%	100.00%
BNP Paribas Capital Corporation Inc (ex-Fortis Capital Corporation)	U.S.A		Full	100.00%	100.00%
BNP Paribas Capital Services Inc.	U.S.A		Full	100.00%	100.00%
BNP Paribas Capstar Partners Inc.	U.S.A	30/06/2012 Merger	Full	100.00%	100.00%
BNP Paribas Commodity Futures Inc.	U.S.A	30/06/2011	Full	100.00%	100.00%
BNP Paribas Energy Trading Canada Corp	Canada	31/12/2011 Merger	Full	100.00%	100.00%
BNP Paribas Energy Trading GP	U.S.A		Full	100.00%	100.00%
BNP Paribas Energy Trading Holdings, Inc.	U.S.A		Full	100.00%	100.00%
BNP Paribas Energy Trading LLC	U.S.A		Full	100.00%	100.00%
BNP Paribas FS LLC (ex-Fortis Securities LLC)	U.S.A		Full	100.00%	100.00%
BNP Paribas Leasing Corporation	U.S.A		Full	100.00%	100.00%

Name	Country	Change in the scope of consolidation	Method	Group voting interest (%)	Group ownership interest (%)
<b>Americas (cont'd)</b>					
BNP Paribas Mortgage Corporation	U.S.A		Full	100.00%	100.00%
BNP Paribas North America Inc.	U.S.A		Full	100.00%	100.00%
BNP Paribas Prime Brokerage Inc.	U.S.A		Full	100.00%	100.00%
BNP Paribas Prime Brokerage International Ltd.	Cayman Islands		Full	100.00%	100.00%
BNP Paribas RCC Inc.	U.S.A		Full	100.00%	100.00%
BNP Paribas Securities Corporation	U.S.A		Full	100.00%	100.00%
Camomile Canopia Trading (UK) Ltd.	Cayman Islands	31/12/2011	Loss of control		
Camomile Uster Investments (UK) Ltd.	Cayman Islands	30/06/2012	< thresholds	Full	100.00%
Capstar Partners LLC	U.S.A	30/06/2011	Merger	Equity	1
CooperNeff Group Inc.	U.S.A	31/12/2010	< thresholds	Full	100.00%
Cronos Holding Company Ltd. (Groupe)	Bermuda		Equity	30.00%	22.40%
FB Holdings Canada Corp	Canada	30/06/2011	< thresholds	Full	100.00%
FB Transportation Capital LLC	U.S.A	31/12/2010	Full	100.00%	74.93%
Fortis Funding LLC	U.S.A		Full	100.00%	74.93%
Fortis Proprietary Capital Inc.	U.S.A	30/06/2011	Dissolution	Full	100.00%
French American Banking Corporation - F.A.B.C	U.S.A	31/12/2010	Full	100.00%	100.00%
FSI Holdings Inc.	U.S.A		Full	100.00%	100.00%
Paribas North America Inc.	U.S.A		Full	100.00%	100.00%
Paribas Participations Limitee	Canada	31/12/2011	Liquidation	Full	100.00%
Petis Champs Participações e Serviços SA	Brazil	30/06/2011	Full	100.00%	100.00%
RFH Ltd.	Bermuda		Equity	1	100.00%
SDI Media Central Holdings Corp.	Bermuda	30/06/2012	Equity	1	100.00%
TAP Ltd	Bermuda	31/12/2011	Partial disposal	Equity	1
TCG Fund I, LP	Cayman Islands	30/06/2011	Disposal	Full	99.66%
Texainer Marine Containers Ltd.	Bermuda	31/12/2010	Equity	25.00%	18.73%
Via North America, Inc.	U.S.A		Full	100.00%	100.00%
<b>Asia - Oceania</b>					
ACG Capital Partners Singapore Pte. Ltd	Singapore	30/06/2012	Prop.	50.00%	50.00%
BNP Pacific (Australia) Ltd.	Australia	30/06/2011	Passing qualifying thresholds	Prop.	50.00%
BNP Paribas (China) Ltd.	China	31/12/2010	Equity	50.00%	50.00%
BNP Paribas Arbitrage (Hong-Kong) Ltd.	Hong-Kong		Full	100.00%	100.00%
BNP Paribas Capital (Asia Pacific) Ltd.	Hong-Kong		Full	100.00%	100.00%
BNP Paribas Capital (Singapore) Ltd.	Singapore	31/12/2011	< thresholds	Full	100.00%
BNP Paribas Finance (Hong-Kong) Ltd.	Hong-Kong	30/06/2011	Full	100.00%	100.00%
BNP Paribas Futures (Hong-Kong) Ltd.	Hong-Kong	31/12/2011	< thresholds	Full	100.00%
BNP Paribas India Solutions Private Ltd.	India	30/06/2011	Full	100.00%	100.00%
BNP Paribas Japan Ltd.	Japan		Full	100.00%	100.00%
BNP Paribas Malaysia Berhad	Malaysia	30/06/2012	Passing qualifying thresholds	Full	100.00%
BNP Paribas Principal Investments Japan Ltd.	Japan		Full	100.00%	100.00%
BNP Paribas Securities (Asia) Ltd.	Hong-Kong		Full	100.00%	100.00%
BNP Paribas Securities India Private Ltd.	India		Full	100.00%	66.79%
BNP Paribas Securities (Japan) Ltd.	Hong-Kong	30/06/2012	< thresholds	Equity	1
BNP Paribas Securities Japan Ltd.	Japan	30/06/2011	Full	100.00%	100.00%
BNP Paribas Securities (Taiwan) Co Ltd.	Taiwan	30/06/2012	Full	100.00%	100.00%
BNP Paribas Securities Korea Company Ltd.	South Korea	30/06/2011	Full	100.00%	100.00%
BNP Paribas Securities (Singapore) Pte Ltd.	Singapore		Full	100.00%	100.00%
BPP Holdings Pte Ltd.	Singapore		Full	100.00%	100.00%
Paribas Asia Equity Ltd.	Hong-Kong	31/12/2011	< thresholds	Full	100.00%
PT Bank BNP Paribas Indonesia	Indonesia	30/06/2011	Full	100.00%	99.99%
PT BNP Paribas Securities Indonesia	Indonesia		Full	99.00%	99.00%
<b>Middle East</b>					
BNP Paribas Investment Company KSA	Saudi Arabia	30/06/2012	Equity	1	100.00%
BNP Paribas Investment Company KSA	Saudi Arabia	31/12/2011	Passing qualifying thresholds	Equity	1
<b>Special Purpose Entities</b>					
54 Lombard Street Investments Ltd.	UK		Full		
Alandes BV	Netherlands		Full	2	
Alectra Finance PLC	Ireland		Full		
Anfin Participation 8	France	30/06/2012	Full		
APAC NZ Holdings Ltd.	New Zealand	31/12/2011	Incorporation	Full	
Aquarius Capital Investments Ltd.	Ireland		Full		
ARV International Ltd.	Cayman Islands	30/06/2012	< thresholds	Full	
Asfir BV	Netherlands	30/06/2011	Full		
Atargats SNC	France		Full		
Aura Capital Investment SA	Luxembourg	30/06/2012	Liquidation	Full	
Ausin Finance	France	30/06/2011	Full		
Black Kite Investment Ltd.	Ireland	30/06/2012	Liquidation	Full	
BNP Paribas Complex Fundo Investimentos Multimercado	Brazil	30/06/2011	Full		
BNP Paribas EQD Brazil Fundo Invest Multimercado	Brazil		Full		
BNP Paribas Finance Inc.	U.S.A		Full		

\* French subsidiaries whose regulatory supervision falls within the scope of the consolidated Group, in accordance with article 4.1 of CRBF regulation 2000.03.  
 1 - Simplified consolidation by the equity method (non-material entities)  
 2 - Entities excluded from the prudential scope of consolidation  
 3 - Entities consolidated under the equity method for prudential purposes  
 4 - 97 Construction-Sale Companies (Real Estate programmes) of which 89 fully and 8 proportionally consolidated



Name	Country	Change in the scope of consolidation	Method	Group voting interest (%)	Group ownership interest (%)
<b>Special Purpose Entities (cont'd)</b>					
BNP Paribas Proprietario Fundo de Investimento Multimercado	Brazil		Full		
BNP Paribas VPG Adonis LLC	U.S.A	30/06/2012	Full		
BNP Paribas VPG Brooklyn LLC (ex-BNP Paribas VPG Station Casino)	U.S.A	30/06/2011 Incorporation	Full		
BNP Paribas VPG Brookline Cre, LLC	U.S.A	30/06/2011	Full		
BNP Paribas VPG BMC Select LLC	U.S.A	30/06/2012	Full		
BNP Paribas VPG CB Lender LLC	U.S.A	30/06/2011 Incorporation	Full		
BNP Paribas VPG CT Holdings LLC	U.S.A	30/06/2011 Incorporation	Full		
BNP Paribas VPG Freedom Communications LLC	U.S.A	30/06/2011 Incorporation	Full		
BNP Paribas VPG Lake Butler LLC (ex-BNP Paribas VPG Journal Register LLC)	U.S.A	30/06/2011 Incorporation	Full		
BNP Paribas VPG Legacy Cabinets LLC	U.S.A	30/06/2011 Incorporation	Full		
BNP Paribas VPG Mark IV LLC	U.S.A	30/06/2011 Incorporation	Full		
BNP Paribas VPG Master LLC	U.S.A	30/06/2011	Full		
BNP Paribas VPG Medianews Group LLC	U.S.A	30/06/2012	Full		
BNP Paribas VPG MGM LLC	U.S.A	30/06/2011 Incorporation	Full		
BNP Paribas VPG Modern Luxury Media LLC	U.S.A	30/06/2012	Full		
BNP Paribas VPG Northstar LLC	U.S.A	30/06/2011 Incorporation	Full		
BNP Paribas VPG PCMC LLC	U.S.A	30/06/2012	Full		
BNP Paribas VPG Reader's Digest Association LLC	U.S.A	30/06/2011 Incorporation	Full		
BNP Paribas VPG RHI Holdings LLC	U.S.A	30/06/2011 Incorporation	Full		
BNP Paribas VPG SBX Holdings LLC	U.S.A	30/06/2011 Incorporation	Full		
BNP Paribas VPG SDI Media LLC	U.S.A	30/06/2011	Full		
BNP Paribas VPG Sengroup LLC	U.S.A	30/06/2011	Full		
BNP Paribas VPG Titan Outdoor LLC	U.S.A	30/06/2012	Full		
Boug BV (ex-Bougainville BV)	Netherlands	30/06/2011 Incorporation	Full		
Compagnie Investissement Italiens SNC	France		Full		
Compagnie Investissement Opéra SNC	France		Full		
Delphinus Tiri 2010 SA	Luxembourg	30/06/2012 Liquidation	Full		
Epcom Funding Ltd.	Cayman Islands	30/06/2011	Full		
Eurassise Finance SARL	Luxembourg	30/06/2012 < thresholds	Full		
Fidex Ltd.	UK	30/06/2011	Full		
Financière des Italiens SAS	France		Full		
Financière Paris Haussmann	France		Full		
Financière Talbot	France		Full		
Grenache et Cie SNC	Luxembourg		Full		
Harewood Investments N°2 à 4 Ltd.	UK	30/06/2011 < thresholds	Full		
Harewood Investments N°5 Ltd.	Cayman Islands	31/12/2010	Full		
Harewood Investments N°7 Ltd.	Cayman Islands		Full		
Harewood Investment n°8 Ltd.	Cayman Islands	30/06/2012	Full		
Illad Investments PLC	Ireland	30/06/2011 Incorporation	Full		
Leveraged Finance Europe Capital V BV	Netherlands	30/06/2011	Full		
Liquidity Ltd.	Cayman Islands	30/06/2012 < thresholds	Full		
Marc Finance Ltd.	Cayman Islands	30/06/2011	Full		
Méditerranée SNC	France		Full		
Omega Capital Investments Pte	Ireland		Full		
Omega Capital Europe PLC	Ireland		Full		
Omega Capital Funding Ltd.	Ireland		Full		
Opkchamps	France		Full		
Participations Opéra	France		Full		
Reconfiguration BV	Netherlands		Full	2	
Renaissance Fund III	Japan	30/06/2012	Equity	1	
		30/06/2011 < thresholds	Equity	1	
		31/12/2010	Full		
Renaissance Fund IV	Japan	30/06/2011 Liquidation	Full		
		31/12/2010	Full		
Ribera del Loira Arbitrage SL	Spain		Full		
Royale Neuve I Sarl	Luxembourg		Full		
Royale Neuve II Sarl	Luxembourg		Full		
Royale Neuve V Sarl	Luxembourg	30/06/2012 < thresholds	Full		
		30/06/2011	Full		
Royale Neuve VI Sarl	Luxembourg	30/06/2012 < thresholds	Full		
		30/06/2011	Full		
Royale Neuve VII Sarl	Luxembourg	30/06/2012	Full		
		31/12/2011	Passing qualifying thresholds	Full	
Royale Neuve Finance SARL	Luxembourg	30/06/2012 < thresholds	Full		
		30/06/2011	Full		
Royale Neuve Investments Sarl	Luxembourg	30/06/2012 Liquidation	Full		
		30/06/2011	Full		
Scaldis Capital (Ireland) Ltd.	Ireland		Full	2	
Scaldis Capital Ltd.	Jersey		Full	2	
Scaldis Capital LLC	U.S.A		Full	2	
Stradios FCP FIS	Luxembourg		Full		
Sunny Funding Ltd.	Cayman Islands	30/06/2012 < thresholds	Full		
		30/06/2011	Full		

Name	Country	Change in the scope of consolidation	Method	Group voting interest (%)	Group ownership interest (%)
<b>Special Purpose Entities (cont'd)</b>					
Tender Option Bond Municipal program	U.S.A	30/06/2012 < thresholds	Equity	1	
		30/06/2011	Full		
Thunderbird Investments PLC	Ireland	30/06/2012 < thresholds	Full		
		30/06/2011	Full		
<b>Other Business Units</b>					
<b>Private Equity (BNP Paribas Capital)</b>					
Cobena	Belgium		Full	100.00%	100.00%
Compagnie Financière Oltmane SA	Luxembourg		Full	96.92%	96.89%
		30/06/2012	Equity	42.51%	42.51%
Erbe	Belgium	30/06/2011 Partial disposal	Equity	42.51%	42.51%
		31/12/2010	Equity	47.01%	47.01%
Fortis Private Equity Belgium NV	Belgium		Full	100.00%	74.93%
Fortis Private Equity Expansion Belgium NV	Belgium		Full	100.00%	74.93%
Fortis Private Equity France Fund	France		Full	99.90%	74.98%
Fortis Private Equity Venture Belgium SA	Belgium		Full	100.00%	74.93%
Gepeco	Belgium		Full	100.00%	100.00%
<b>Property companies (property used in operations)</b>					
Arlin Participation 5	France		Full	100.00%	100.00%
Ejpsur	Spain		Equity	1	100.00%
Foncière de la Compagnie Bancaire SAS	France		Full	100.00%	100.00%
Noria SAS	France	30/06/2011 Merger	Full	100.00%	100.00%
		31/12/2010	Full	100.00%	100.00%
Société Immobilière Marché Saint-Honoré	France		Full	100.00%	100.00%
Société d'Études Immobilières de Constructions - Setic	France		Full	100.00%	100.00%
<b>Investment companies and other subsidiaries</b>					
BNL International Investment SA	Luxembourg		Full	100.00%	100.00%
BNP Paribas Home Loan SFH	France		Full	100.00%	100.00%
BNP Paribas International BV	Netherlands	30/06/2011 Merger	Full	100.00%	100.00%
		31/12/2010	Full	100.00%	100.00%
BNP Paribas Méditerranée Innovation & Technologies	Morocco		Full	100.00%	96.70%
BNP Paribas Partners for Innovation (Groupe)	France		Equity	50.00%	50.00%
BNP Paribas Public Sector	France		Full	100.00%	100.00%
BNP Paribas SB Re	Luxembourg		Full	3	100.00%
Compagnie d'Investissements de Paris - C.I.P	France		Full	100.00%	100.00%
Financière BNP Paribas	France		Full	100.00%	100.00%
Financière du Marché Saint Honoré	France		Full	100.00%	100.00%
GIE Groupement Auxiliaire de Moyens	France		Full	100.00%	100.00%
Le Sphinx Assurances Luxembourg SA	Luxembourg		Equity	1	100.00%
Loft Beck Ltd.	Ireland	30/06/2011 < thresholds	Equity	50.00%	26.71%
		31/12/2010	Equity	50.00%	26.71%
Margaret Inc.	U.S.A	30/06/2011 < thresholds	Full	100.00%	74.93%
Omnium de Gestion et de Développement Immobilier	France		Full	100.00%	100.00%
Plagelin - Placement, Gestion, Finance Holding SA	Luxembourg		Full	100.00%	53.43%
Sagip	Belgium		Full	100.00%	100.00%
Société Auxiliaire de Construction Immobilière - SACI	France		Full	100.00%	100.00%
Société Orbaisienne de Participations	France		Full	100.00%	100.00%
UCB Bail 2	France		Full	100.00%	100.00%
UCB Entreprises	France		Full	100.00%	100.00%
UCB Localimmo 2	France	30/06/2012 < thresholds	Equity	1	100.00%
		30/06/2011	Equity	1	100.00%
<b>Special Purpose Entities</b>					
BNP Paribas Capital Trust LLC 6	U.S.A		Full		
BNP Paribas Capital Preferred LLC 6	U.S.A		Full		
BNP Paribas US Medium Term Notes Program	U.S.A		Full		
BNP Paribas US Structured Medium Term Notes LLC	U.S.A		Full		
<b>Klépierre</b>					
Klépierre SA (Groupe)	France	30/06/2012 Partial disposal	Equity	5	22.89%
		30/06/2011	Full	56.73%	51.58%

\* French subsidiaries whose regulatory supervision falls within the scope of the consolidated Group, in accordance with article 4.1 of CRBF regulation 2000.03.

1 - Simplified consolidation by the equity method (non-material entities)

2 - Entities excluded from the prudential scope of consolidation

3 - Entities consolidated under the equity method for prudential purposes

5 - The Klépierre Group was fully consolidated until 14 March 2012, then, following the partial disposal of the interest of BNP Paribas, the Klépierre Group has been consolidated under the equity method (see note 6.d).





## 6.c CHANGE IN THE GROUP'S INTEREST AND MINORITY INTERESTS IN THE CAPITAL AND RETAINED EARNINGS OF SUBSIDIARIES

- **Internal restructuring that led to a change in minority shareholders' interest in the equity of subsidiaries**

In millions of euros	First half 2012	
	Attributable to shareholders	Minority interests
Internal sale of BNP Paribas Leasing Solutions by BNP Paribas to BGL BNP Paribas	18	(18)
<b>Total</b>	<b>18</b>	<b>(18)</b>

- **Acquisitions of additional interests and partial sales of interests leading to changes in minority interests in the equity of subsidiaries**

During the first half of 2012 there has been no operation leading to changes in minority interests in capital or reserves.

In connection with the acquisition of certain entities, the Group granted minority shareholders put options on their holdings at a predetermined price. The total value of these commitments, which are recorded as a reduction in shareholders' equity, amounts to EUR 118 million at 30 June 2012, compared with EUR 157 million at 31 December 2011.

## 6.d BUSINESS COMBINATION AND LOSS OF CONTROL

- **Operations realised in the first half of 2012**

- Klépierre S.A.

BNP Paribas and Simon Property Group signed an agreement on 14 March 2012 relating to the sale by BNP Paribas of 28.7% of the share capital of Klépierre. The disposal enables BNP Paribas to realise a EUR 1,516 million gain, including a EUR 631 million net income from BNP Paribas' interest after the operation. An additional EUR 227 million gain from internal transaction reevaluation is also recognized in Net gain on non-current assets. Following this operation, BNP Paribas owns 22.7% of the share capital of Klépierre valued at EUR 1,134 million on 14 March 2012, based on a market price of 26.93 euros at the transaction date.

The consolidation of Klépierre under the equity method leads the Group to recognise a EUR 67 million goodwill.

The loss of control over Klépierre leads to EUR 10.4 billion of investment property being removed from the carrying value of investment property assets in the Group's balance sheet.



- **Operations realised in the first half of 2011**
  - TEB Bank

Following the acquisition of Fortis Banque SA, an agreement foreseeing the merger of TEB and Fortis Bank Turkey was reached between BNP Paribas, the Colakoglu group (co- shareholder of TEB since 2005) and BNP Paribas Fortis. The merger of the two entities was voted on by the general shareholders' meetings of the two banks on 25 January 2011 and achieved on 14 February 2011. The TEB governance principles were extended to the new entity which is consolidated using the proportional integration method. The Colakoglu group has an option to sell its share in TEB Holding, the holding company controlling TEB, to the BNP Paribas group at fair value starting from 15th February 2012. This option includes a minimum price on the historical stake of the Colakoglu Group of 1,633 millions Turkish Liras starting the 1st of April 2014.

Through a public tender offer, the BNP Paribas group also acquired 6% of the quoted shares of the new TEB Bank entity in June 2011.