



# Selected exposures as at 30 June 2013

Based on recommendations  
of the Financial Stability Board

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*Figures included in this presentation are unaudited. On 18 April 2013, BNP Paribas issued a restatement of its quarterly results for 2012 reflecting, in particular, (i) the amendment to IAS 19 "Employee Benefits" which has the effect of increasing the Group's 2012 pre-tax income by €7m; this adjustment has been re-allocated to the relevant division and business line operating expenses (ii) the allocation between the divisions and business lines of items which had temporarily been allocated to the Corporate Centre. In these restated results, data pertaining to 2012 has been represented as though the transactions had occurred on 1st January 2012. This presentation is based on the restated 2012 quarterly data.*

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**Throughout this chapter, figures highlighted in yellow are the most significant figures.**



# Funding Through Proprietary Securitisation

Cash securitisation  
as at 30 June 2013  
in €bn

	Amount of securitised assets	Amount of notes	Securitised positions held	
			First losses	Others
<b>Personal Finance</b>	<b>6.8</b>	<b>6.7</b>	<b>0.2</b>	<b>2.3</b>
o/w Residential loans	5.5	5.4	0.2	2.0
o/w Consumer loans	1.0	1.1	0.0	0.2
o/w Lease receivables	0.2	0.2	0.0	0.1
<b>BNL</b>	<b>2.0</b>	<b>1.9</b>	<b>0.1</b>	<b>0.2</b>
o/w Residential loans	2.0	1.9	0.1	0.2
o/w Consumer loans	-	-	-	-
o/w Lease receivables	-	-	-	-
o/w Public sector	-	-	-	-
<b>Total</b>	<b>8.8</b>	<b>8.6</b>	<b>0.3</b>	<b>2.5</b>

- Loans refinanced through securitisation: €8.8bn (+€0.6bn vs. 31.12.12)
  - Phedina 2013: securitisation of Personal Finance's mortgage loans in Netherlands (€1.0bn issued o/w €0.6bn placed with investors)
- Securitised positions held (other than first losses): €2.5bn
- SPVs consolidated in BNP Paribas' balance sheet since IFRS' first time application (2005)
  - BNP Paribas is retaining the majority of risks and returns



# Sensitive Loan Portfolio

## Personal Loans

Personal loans as at 30 June 2013, in €bn	Gross outstanding				Allowances		Net exposure	
	Consumer	First Mortgage Full Doc	Alt A	Home Equity Loans	Total	Portfolio		Specific
US	10.6	6.8	0.2	2.6	20.2	- 0.3	- 0.1	19.9
Super Prime <i>FICO* &gt; 730</i>	8.2	4.4	0.1	1.8	14.4	-	-	14.4
Prime <i>600 &lt; FICO* &lt; 730</i>	2.4	2.1	0.1	0.8	5.4	-	-	5.4
Subprime <i>FICO* &lt; 600</i>	0.1	0.3	0.0	0.0	0.4	-	-	0.4
UK	0.9	0.3	-	-	1.2	- 0.0	- 0.1	1.1
Spain	4.0	5.7	-	-	9.7	- 0.2	- 1.2	8.3

- Good quality of US portfolio
  - Net exposure: +€0,8bn vs 31.12.12, mainly through the pickup of “Super Prime” consumer loans
- Moderate exposure to the UK market
- Exposure to risks in Spain well secured
  - Property collateral on the mortgage portfolio
  - Large portion of auto loans in the consumer loan portfolio

\* At origination



# Sensitive Loan Portfolio Commercial Real Estate

Commercial Real Estate as at 30 June 2013, in €bn	Gross exposure					Allowances		Net exposure
	Home Builders	Non residential developers	Property companies	Others (1)	Total	Portfolio	Specific	
US	0.4	0.4	0.2	5.1	6.1	- 0.1	- 0.0	6.0
BancWest	0.4	0.4	-	5.1	5.8	- 0.1	- 0.0	5.8
CIB	-	0.1	0.2	-	0.2	-	-	0.2
UK	0.1	0.0	0.4	0.9	1.3	- 0.0	- 0.2	1.1
Spain	-	-	0.2	0.6	0.8	- 0.0	-	0.8

(1) Excluding owner-occupied and real estate backed loans to corporates

- US: diversified and granular exposure
  - Net exposure stable (+€0.3bn vs. 31.12.12)
  - Others: €5.1bn, very granular and well diversified financing of smaller property companies on a secured basis; mainly office, retail and residential multifamily property type
- UK exposure concentrated on large property companies
  - Total exposure decreased by €0.4bn vs. 31.12.2012
- Limited exposure to commercial real estate risk in Spain
  - Others: good quality of the commercial mortgage loan portfolio



# Real-Estate Related ABS and CDOs Exposure

- Banking book
  - Strong reduction in the Dutch RMBS portfolio (AAA-rated) due to sales and bond buy-backs at their call date
- 63% A-rated<sup>(1)</sup> or more
- Booked at amortised cost
  - With the appropriate allowances in case of permanent impairment

	31.12.2012	30.06.2013		
	Net exposure	Gross exposure *	Allowances	Net exposure
<i>Net exposure in €bn</i>				
<b>TOTAL RMBS</b>	<b>6.8</b>	<b>2.9</b>	<b>- 0.1</b>	<b>2.8</b>
<b>US</b>	<b>0.0</b>	<b>0.0</b>	<b>- 0.0</b>	<b>0.0</b>
Subprime	0.0	0.0	- 0.0	0.0
Mid-prime	0.0	-	-	-
Alt-A	-	-	-	-
Prime **	0.0	0.0	- 0.0	0.0
<b>UK</b>	<b>1.0</b>	<b>1.0</b>	<b>- 0.0</b>	<b>1.0</b>
Conforming	0.1	0.1	-	0.1
Non conforming	0.9	0.9	- 0.0	0.9
<b>Spain</b>	<b>0.9</b>	<b>0.8</b>	<b>- 0.0</b>	<b>0.8</b>
<b>The Netherlands</b>	<b>4.2</b>	<b>0.3</b>	<b>- 0.0</b>	<b>0.3</b>
<b>Other countries</b>	<b>0.7</b>	<b>0.7</b>	<b>- 0.1</b>	<b>0.7</b>
<b>TOTAL CMBS</b>	<b>1.8</b>	<b>1.6</b>	<b>- 0.0</b>	<b>1.5</b>
US	0.9	0.9	- 0.0	0.9
Non US	0.9	0.7	- 0.0	0.7
<b>TOTAL CDOs (cash and synthetic)</b>	<b>1.0</b>	<b>0.9</b>	<b>- 0.0</b>	<b>0.9</b>
<b>RMBS</b>	<b>0.6</b>	<b>0.6</b>	<b>- 0.0</b>	<b>0.6</b>
US	0.1	0.1	-	0.1
Non US	0.5	0.5	- 0.0	0.5
<b>CMBS</b>	<b>0.3</b>	<b>0.3</b>	<b>- 0.0</b>	<b>0.3</b>
<b>CDO of TRUPs</b>	<b>0.0</b>	<b>0.0</b>	<b>-</b>	<b>0.0</b>
Total	9.6	5.4	- 0.2	5.2
o/w Trading Book	0.3	-	-	0.4
<b>TOTAL Subprime, Alt-A, US CMBS and related CDOs</b>	<b>0.9</b>	<b>0.9</b>	<b>- 0.0</b>	<b>0.9</b>

\* Entry price + accrued interests – amortisation; \*\* Excluding Government Sponsored Entity backed securities

(1) Based on the lowest S&P, Moody's & Fitch rating



# Exposure to Programme Countries as at 30.06.13

## > Greek exposure

<i>€bn</i>	Total <sup>(a)</sup>	o/w sovereign bonds	o/w corporates	o/w others <sup>(b)</sup>
<b>Exposure netted of guarantees, collaterals and provisions</b>	<b>0.8</b>	<b>0.0</b>	<b>0.5</b>	<b>0.3</b>

(a) Excluding exposure to companies with Greek related interests (e.g.: shipping), not dependent on the economic situation of the country (€1.4bn)

(b) o/w Personal Finance, Arval, Wealth Management

## > Irish exposure

<i>€bn</i>	Total <sup>(a)</sup>	o/w sovereign bonds	o/w corporates	o/w others <sup>(b)</sup>
<b>Exposure netted of guarantees, collaterals and provisions</b>	<b>2.7</b>	<b>0.7</b>	<b>1.6</b>	<b>0.4</b>

(a) Excluding exposure to companies with Irish related interests, not dependent on the economic situation of the country (€1.1bn)

and excluding exposure to companies incorporated under Irish law, not dependent on the economic situation of the country

(b) o/w Retail Banking, Investment Solutions

## > Portuguese exposure

<i>€bn</i>	Total <sup>(a)</sup>	o/w sovereign bonds	o/w corporates	o/w others <sup>(b)</sup>
<b>Exposure netted of guarantees, collaterals and provisions</b>	<b>5.2</b>	<b>0.7</b>	<b>1.8</b>	<b>2.7</b>

(a) Excluding exposure to companies with Portuguese related interests, not dependent on the economic situation of the country (€0.6bn)

(b) o/w Personal Finance, Arval, Leasing Solutions, Wealth Management

