

Second Quarter 2013 Results



Disclaimer

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.

This presentation includes forward-looking statements based on current beliefs and expectations about future events. Forward-looking statements include financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future events, operations, products and services, and statements regarding future performance and synergies. Forward-looking statements are not guarantees of future performance and are subject to inherent risks, uncertainties and assumptions about BNP Paribas and its subsidiaries and investments, developments of BNP Paribas and its subsidiaries, banking industry trends, future capital expenditures and acquisitions, changes in economic conditions globally or in BNP Paribas' principal local markets, the competitive market and regulatory factors. Those events are uncertain; their outcome may differ from current expectations which may in turn significantly affect expected results. Actual results may differ materially from those projected or implied in these forward looking statements. Any forward-looking statement contained in this presentation speaks as of the date of this presentation. BNP Paribas undertakes no obligation to publicly revise or update any forward-looking statements in light of new information or future events.

The information contained in this presentation as it relates to parties other than BNP Paribas or derived from external sources has not been independently verified and no representation or warranty expressed or implied is made as to, and no reliance should be placed on the fairness, accuracy, completeness or correctness of, the information or opinions contained herein. None of BNP Paribas or its representatives shall have any liability whatsoever in negligence or otherwise for any loss however arising from any use of this presentation or its contents or otherwise arising in connection with this presentation or any other information or material discussed.



2Q13 Key Messages

Revenue resilience
thanks to a diversified business and geographic mix

Ongoing cost reduction
with the initial effects of Simple & Efficient

Moderate cost of risk despite the economy

A rock-solid balance sheet

- Very high solvency
- Liquidity reserve
- Sustained gathering of deposits across all the retail networks

Revenues of the operating divisions:
stable vs. 2Q12

Operating expenses of the operating divisions:
-1.0% vs. 2Q12

€1,109m (68 bp)

Basel 3 CET1 ratio: 10.4%*

€236bn as at 30.06.13

Retail Banking deposits: +6.4% vs. 2Q12

Net income attributable to equity holders €1.8bn
in a still challenging economic environment in Europe

** As at 30 June 2013, CRD4 (fully loaded), as applied by BNP Paribas*



Group Results

Division Results

2014-2016 Business Development Plan Preparation

1H13 Detailed Results

Appendix



Main Exceptional Items

- Revenues

- Losses from sovereign bond sales (*“Corporate Centre”*)
- Net gains from loan sales (*CIB – Corporate Banking*)
- Sale of Royal Park Investments’ assets (*“Corporate Centre”*)
- Own credit adjustment and DVA (*“Corporate Centre”*)

Total one-off revenue items

- Operating expenses

- Simple & Efficient transformation costs (*“Corporate Centre”*)

Total one-off operating expenses

- Non operating items

- Sale of BNP Paribas Egypt

Total one-off non operating items

- Total one-off items

>	2Q13	>	2Q12
			-€90m
			+€75m
	+€218m		
	-€68m		+€286m
	+€150m		+€271m
	-€74m		
	-€74m		
	+€81m		
	+€81m		
	+€157m		+€271m



2Q13 Consolidated Group

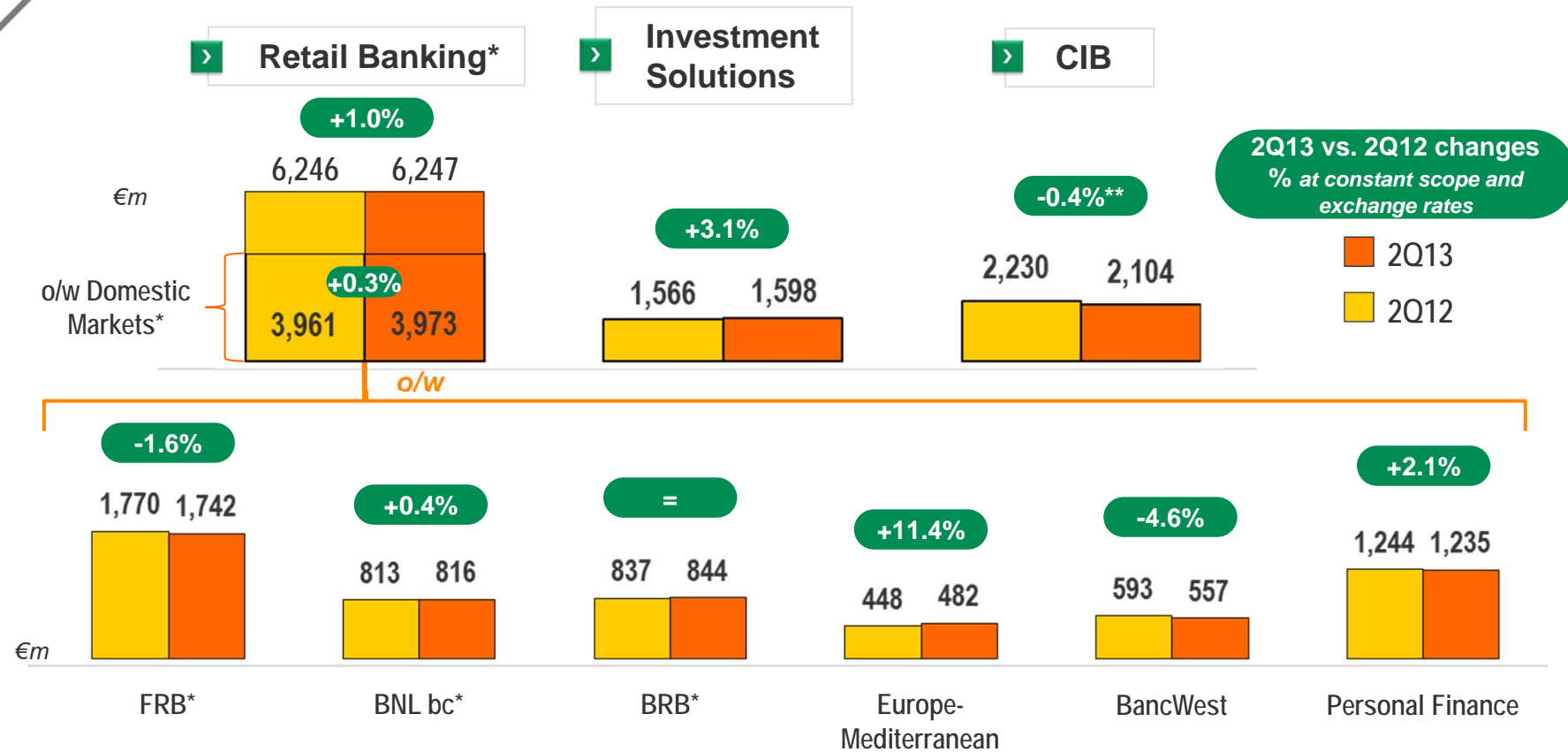
	> 2Q13	> 2Q13 vs. 2Q12	> 2Q13 vs. 2Q12 <i>operating divisions</i>
Revenues	€9,917m	-1.8%	Stable
Operating expenses	-€6,291m	-0.7%	-1.0%
Gross operating income	€3,626m	-3.6%	+1.7%
Cost of risk	-€1,109m	+30.0%	+31.8%
Non operating items	€183m	n.s.	n.s.
Pre-tax income	€2,700m	-9.6%	-3.2%
Net income <small>attributable to equity holders</small>	€1,763m	-4.7%	



**Solid performance
in a lacklustre economic environment in Europe**



2Q13 Revenues of the Operating Divisions

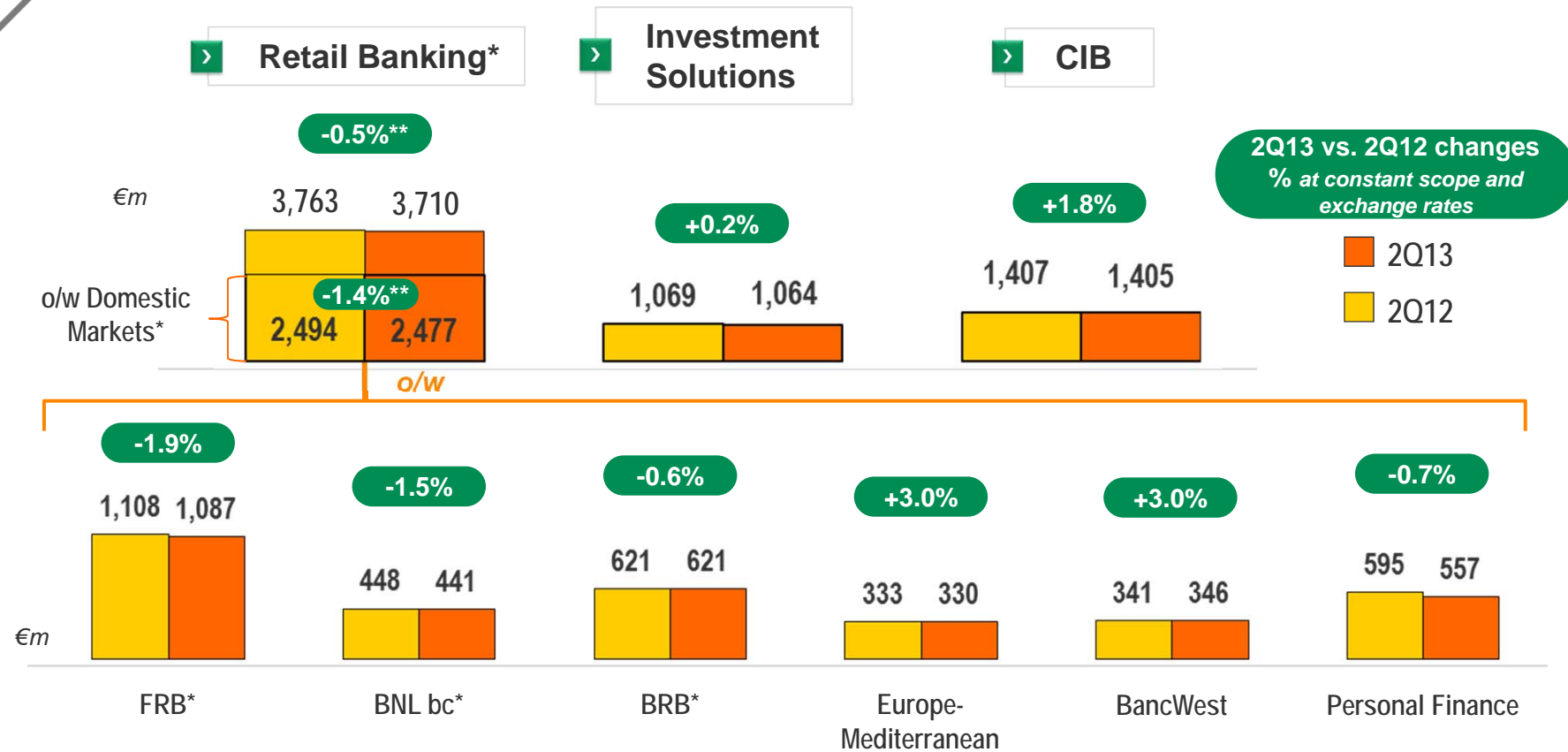


Revenue resilience thanks to a diversified business and geographic mix

* Including 100% of Private Banking of the domestic markets in France (excluding PEL/CEL effects), Italy, Belgium and Luxembourg; ** Excluding +€75m net impact from disposals in 2Q12



2Q13 Operating Expenses of the Operating Divisions



**Cost control
Initial effects of Simple & Efficient**

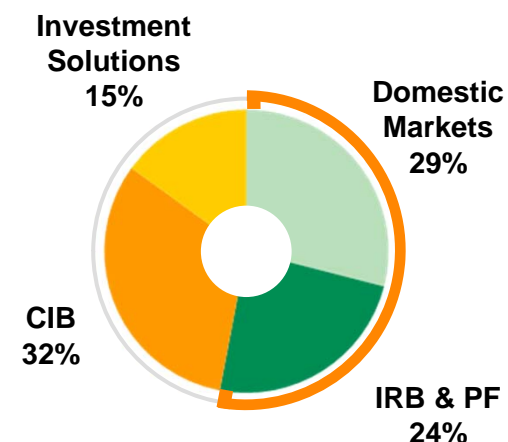
*Including 100% of Private Banking of the domestic markets in France, Italy, Belgium and Luxembourg;
** Net of Hello bank! launching costs (€16m)



Simple & Efficient

- Cost savings: €330m in 1H13
 - Rapid startup due to quick wins and projects anticipated at the end of 2012
 - Reminder: target of €2bn in recurring savings starting in 2015
- Transformation costs: €229m in 1H13
 - Of which €74m booked in 2Q13 (€155m in 1Q13)
 - Preparing investments for 2H13
- 1,028 programmes identified for the whole Group, including 2,053 projects
 - 1,760 projects already launched (~86%)
 - Each with an identified manager, a budget and a timetable

Breakdown of savings by division in 1H13



> Retail Banking
53%

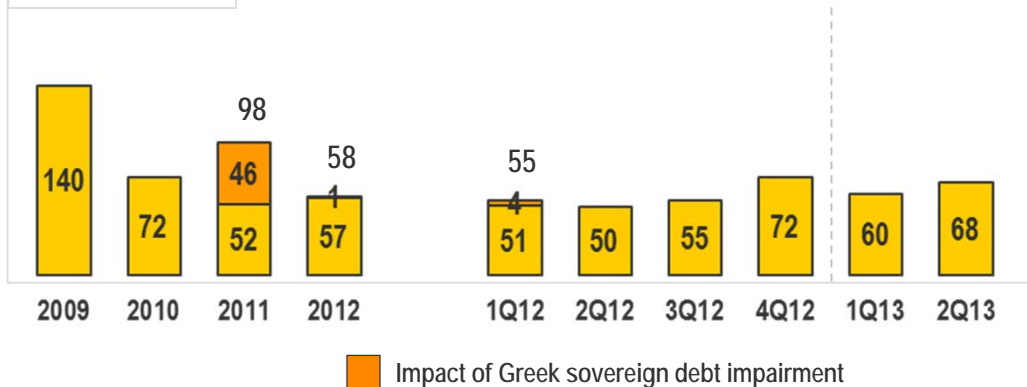
> Rapid startup of Simple and Efficient



Variation in the Cost of Risk by Business Unit (1/3)

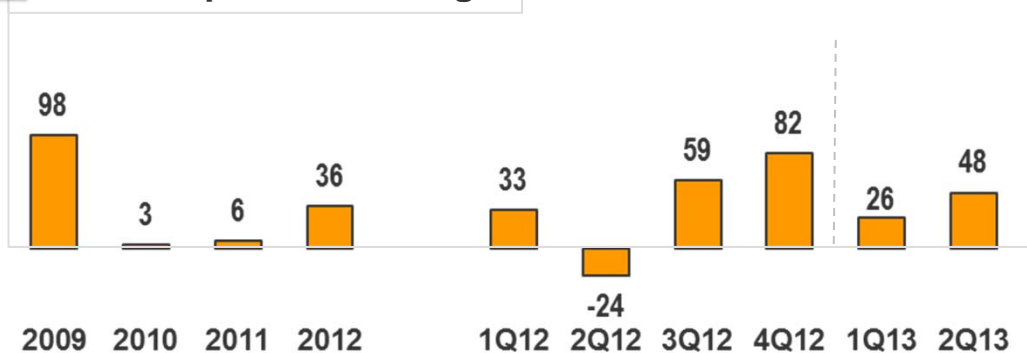
Net provisions/Customer loans (in annualised bp)

> Group



- Cost of risk: €1,109m
 - +€131m vs. 1Q13
 - +€256m vs. 2Q12
- +8 bp vs. 1Q13 due in particular to a one-off at CIB's Advisory & Capital Markets (+4 bp)
- Reminder: substantial write-backs at CIB in 2Q12

> CIB Corporate Banking



- Cost of risk: €123m
 - +€198m vs. 2Q12
 - +€57m vs. 1Q13
- Cost of risk at a moderate level
- 2Q12 not significant as basis for comparison due to write-backs



Variation in the Cost of Risk by Business Unit (2/3)

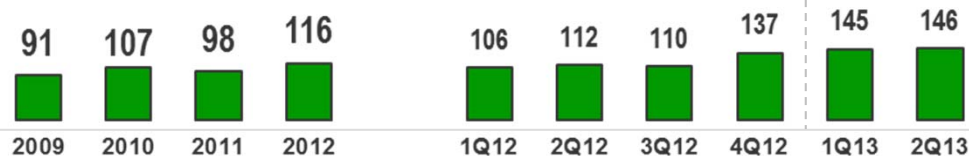
Net provisions/Customer loans (in annualised bp)

> FRB



- Cost of risk: €88m
 - +€3m vs. 2Q12
 - +€8m vs. 1Q13
- Cost of risk still low

> BNL bc



- Cost of risk: €295m
 - +€65m vs. 2Q12
 - -€1m vs. 1Q13
- Stabilisation of the cost of risk this quarter

> BRB



- Cost of risk: €43m
 - +€2m vs. 2Q12
 - +€22m vs. 1Q13
- Cost of risk still low

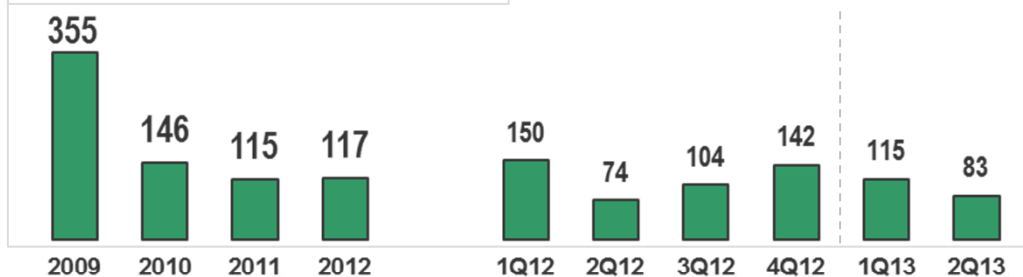
* Pro forma



Variation in the Cost of Risk by Business Unit (3/3)

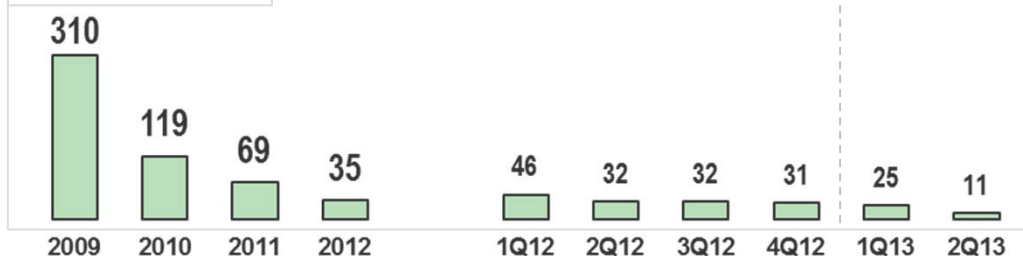
Net provisions/Customer loans (in annualised bp)

> Europe-Mediterranean



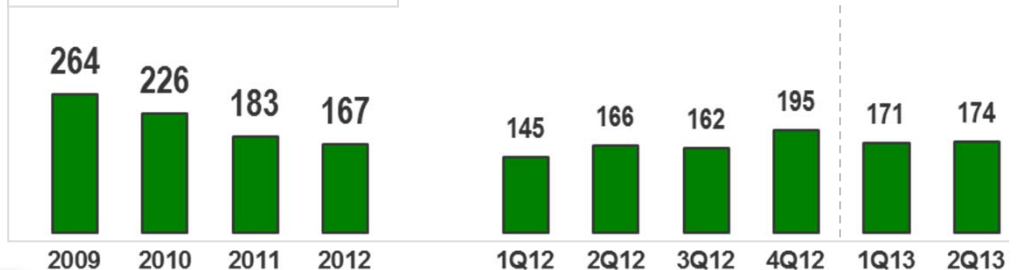
- Cost of risk: €53m
 - +€8m vs. 2Q12
 - -€18m vs. 1Q13
- Cost of risk down this quarter

> BancWest



- Cost of risk: €12m
 - -€20m vs. 2Q12
 - -€14m vs. 1Q13
- Cost of risk particularly low this quarter

> Personal Finance

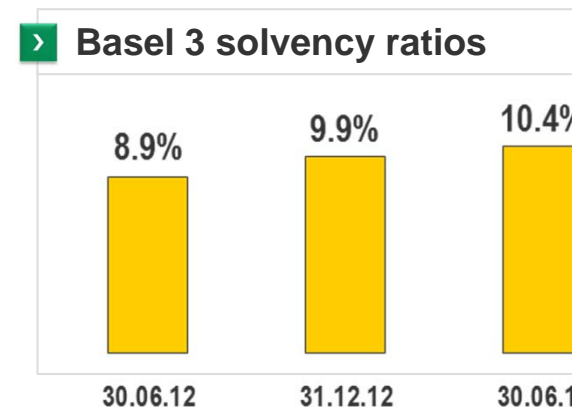


- Cost of risk: €378m
 - +€4m vs. 2Q12
 - +€1m vs. 1Q13
- Cost of risk stable



Financial Structure

- Basel 3 CET1 ratio⁽¹⁾: 10.4% as at 30.06.13 (+40 bp vs. 31.03.13)
 - Fully-loaded
 - +20 bp: 2Q13 results after conventional dividend pay-out assumption⁽²⁾
 - +20 bp: decline in risk-weighted assets
- Basel 3 leverage ratio⁽¹⁾: 3.4% as at 30.06.13
 - Fully-loaded
 - Calculated on the sole basis of CET1⁽³⁾
 - Reminder: regulatory threshold of 3.0% starting on 1st January 2018, calculated with Tier 1 capital
- Liquidity reserve: €236bn⁽⁴⁾ (€231bn as at 31.03.13)
 - Immediately available
 - Amounting to 145% of short-term wholesale funding
 - Over one year of room to manoeuvre



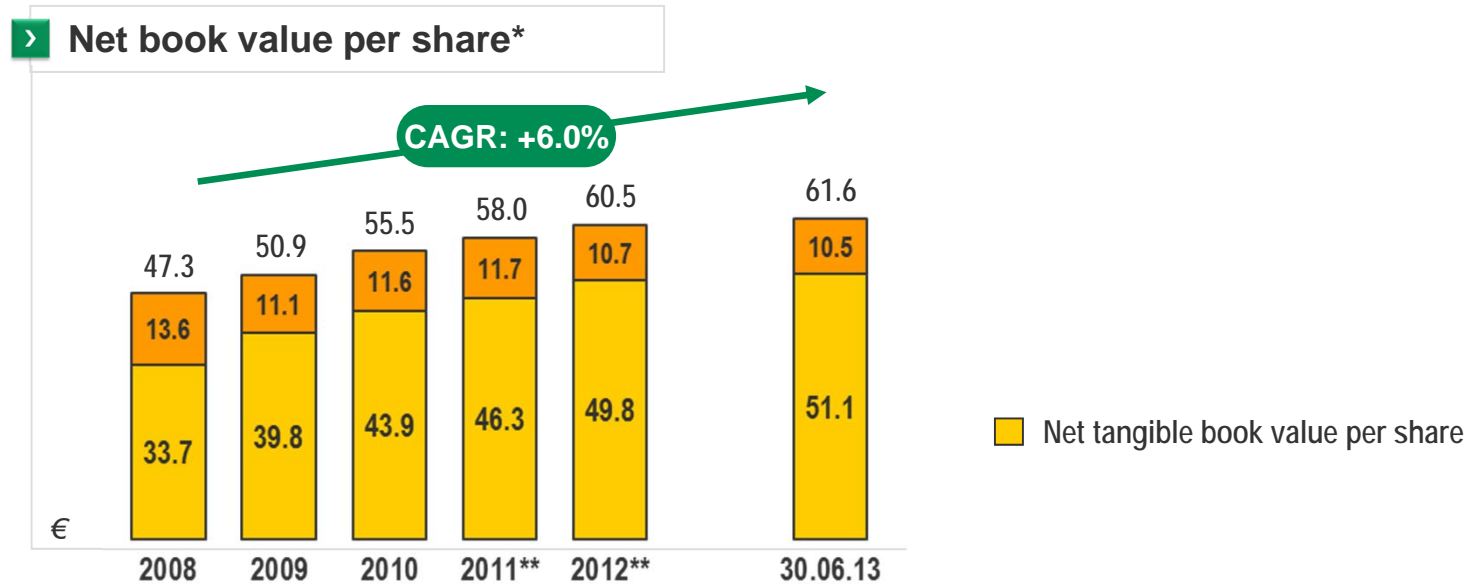
> **A rock-solid balance sheet**

⁽³⁾ 3.8% calculated on the basis of Tier 1 capital; ⁽⁴⁾ Deposits with central banks (of which \$42bn on deposit at the NY Fed) and unencumbered assets eligible to central banks, after haircuts;

⁽¹⁾ CRD4, as applied by BNP Paribas; ⁽²⁾ 29.7% 2012 pay-out ratio;



Net Book Value per Share



Growth of the net book value per share throughout the cycle

* Not revaluated; ** Restated following application of the IAS 19 amendment



Group Results

Division Results

2014-2016 Business Development Plan Preparation

1H13 Detailed Results

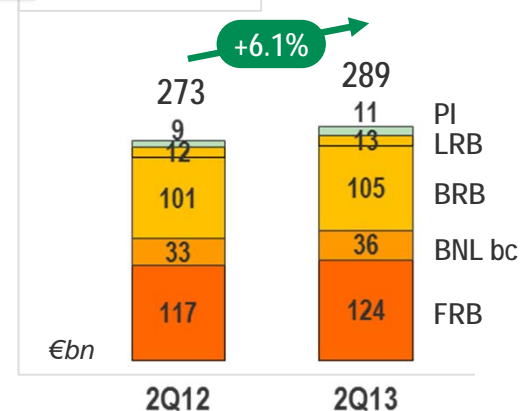
Appendix



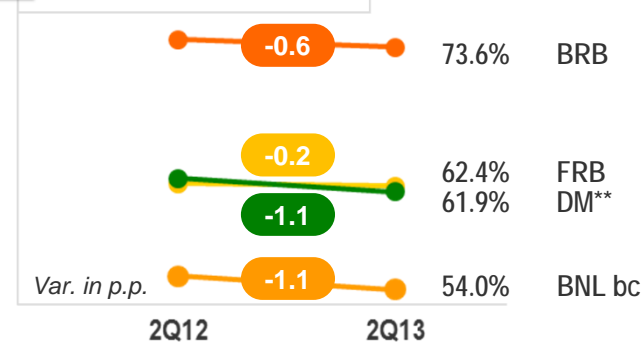
Domestic Markets - 2Q13

- Business activity
 - Deposits: +6.1% vs. 2Q12, strong and consistent growth across all the networks and at Cortal Consors in Germany
 - Loans: -1.7% vs. 2Q12, continued slowdown in demand
- Successful launch of Hello bank! in Germany, Belgium and France
- Revenues*: €4.0bn (+0.3% vs. 2Q12)
 - Persistently low interest rates; deceleration in loan volumes
 - Pickup of financial fees after several quarters of decline; good contribution of Arval
- Operating expenses*: -€2.5bn (-1.3%** vs. 2Q12)
 - Improvement of cost/income ratio in France, Italy and Belgium
- GOI*: €1.5bn (+2.0% vs. 2Q12)
- Pre-tax income***: €1.0bn (-5.3% vs. 2Q12)

> Deposits



> Cost/Income*



Good overall performance

Ongoing adaptation of costs in the face of a challenging environment

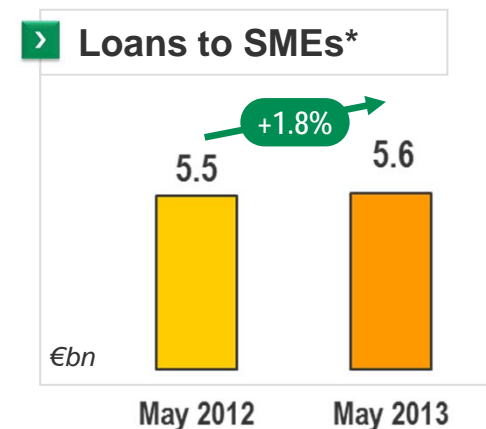
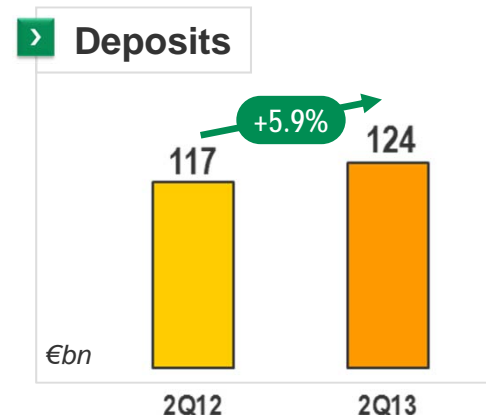
* Including 100% of Private Banking, excluding PEL/CEL effects; ** Net of Hello bank! launching costs (€16m)

*** Including 2/3 of Private Banking, excluding PEL/CEL effects



French Retail Banking - 2Q13

- Business activity
 - Deposits: +5.9% vs. 2Q12, good sales and marketing drive, strong growth in savings accounts (+6.9%)
 - Loans: -2.7% vs. 2Q12, less demand for loans
 - Loans to SMEs: 1.8%* rise in outstandings, surpassed target for the “€5bn and 40,000 projects” operation launched in July 2012 (€6.7bn for 61,466 projects as at the end of June 2013)
 - Creation of 10 SME Innovation Hubs
- Revenues^{**}: -1.6% vs. 2Q12
 - Net interest income: -3.0%, effects of the decline in loan volumes and a persistently low interest rate environment
 - Fees: +0.6%
- Operating expenses^{**}: -1.9% vs. 2Q12
 - Ongoing improvement of operating efficiency
- Pre-tax income^{***}: €536m (-2.2% vs. 2Q12)



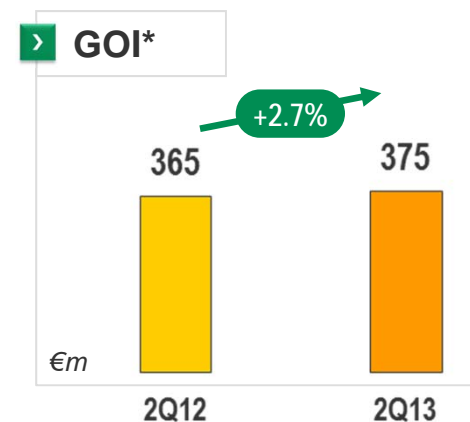
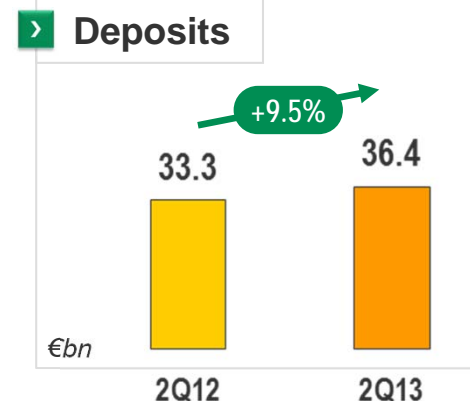
Resilient and recurring results

* Independent SMEs, variation May 13 vs. May 12 (Banque de France) ; ** Including 100% of French Private Banking, excluding PEL/CEL effects; *** Including 2/3 of French Private Banking, excluding PEL/CEL effects



BNL banca commerciale - 2Q13

- Business activity
 - Deposits: +9.5% vs. 2Q12, very good performance, rise in individual and corporate client deposits
 - Loans: -3.4% vs. 2Q12, slowdown on corporate and small business segments
 - Greater marketing activity with large corporates together with CIB
- Revenues*: +0.4% vs. 2Q12
 - Net interest income: contraction, effect of lower loan volumes; margins held up well
 - Fees: up, good performance of off balance sheet savings, especially in Private Banking
- Operating expenses*: -1.6% vs. 2Q12
- Pre-tax income**: €75m (-41.4% vs. 2Q12)
 - Increase in the cost of risk vs. 2Q12 (+28.3%; -0.3% vs. 1Q13)



> **Ongoing adaptation of the business model
in a still challenging environment**

* Including 100% of Italian Private Banking; ** Including 2/3 of Italian Private Banking



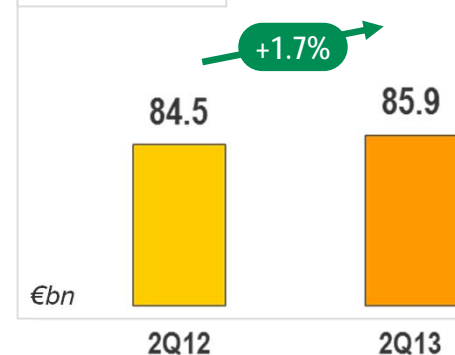
Belgian Retail Banking - 2Q13

- Business activity
 - Deposits: +4.0% vs. 2Q12, good growth in current and savings accounts
 - Loans*: +1.7% vs. 2Q12, rise in loans to individuals, and loans to SMEs held up well
 - Launch of a campaign geared to small businesses and SMEs: €1bn in new loans earmarked in 2013
- Revenues**: stable* vs. 2Q12
 - Net interest income: moderate reduction in line with persistently low interest rate environment
 - Rise of fees due to a pickup in financial fees; increase in off balance sheet savings
- Operating expenses**: -0.6%* vs. 2Q12
 - Impact of operating efficiency measures
- Pre-tax income***: €161m (-2.4% vs. 2Q12)

> Deposits



> Loans*



Sustained performance

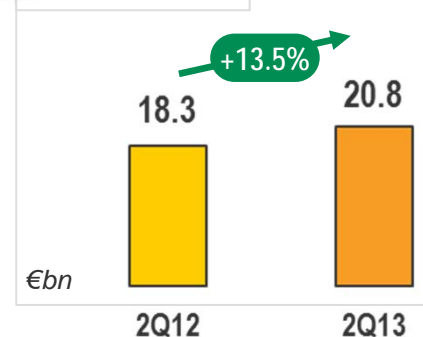
* At constant scope; ** Including 100% of Belgian Private Banking; *** Including 2/3 of Belgian Private Banking



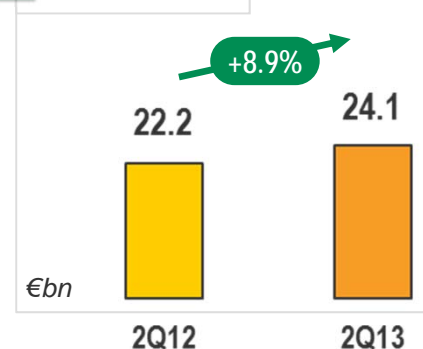
Europe-Mediterranean - 2Q13

- Strong sales and marketing drive
 - Deposits: + 13.5%* vs. 2Q12, growth in most countries, especially Turkey (+26.4%* vs. 2Q12)
 - Loans: +8.9%* vs. 2Q12, good performance in Turkey (+26.5%* vs. 2Q12)
 - Good growth in cross-selling with CIB and IS in Turkey
 - Bolstering of the cash management offering
- Revenues: +11.4%* vs. 2Q12
 - +27.1%* in Turkey
- Operating expenses: +3.0%* vs. 2Q12
 - +13.3%* in Turkey (opened 25 branches vs. 2Q12)
 - Effects of the operating efficiency measures in Poland and Ukraine
- Pre-tax income: €237m
 - +54.5%* vs. 2Q12, excluding capital gain from the sale of Egypt (€107m**)

> Deposits*



> Loans*



Strong income growth

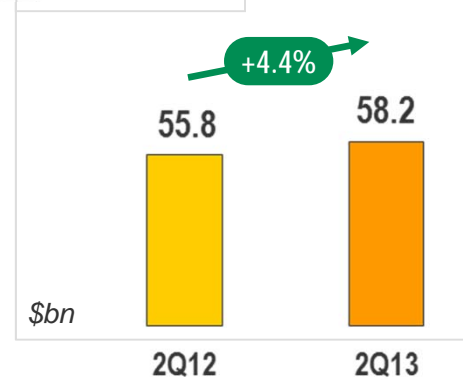
* At constant scope and exchange rates; TEB consolidated at 70.3%; ** Excluding in particular -€30m in exchange differences booked in the Corporate Centre



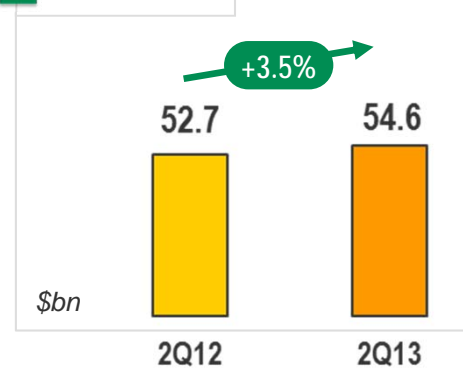
BancWest - 2Q13

- Dynamic sales and marketing drive
 - Deposits: +4.4%* vs. 2Q12, good growth in current and savings accounts
 - Loans: +3.5%* vs. 2Q12, strong growth in corporate loans (+10.1%*) thanks to business investments in the corporate and SME segments
 - Revving up Private Banking expansion, with \$6bn of assets under management as at 30.06.13 (+32% vs. 30.06.12)
 - 187,000 active users of the Mobile Banking offering (+33% vs. 31.03.13)
- Revenues: -4.6%* vs. 2Q12
 - Effect of a persistently low interest rate environment
 - Lower capital gains on loan sales vs. 2Q12
- Operating expenses: +3.0%* vs. 2Q12
 - Impact of the strengthening of the corporate and small business as well as Private Banking set up
- Pre-tax income: €200m (-7.9%* vs. 2Q12)

> Deposits



> Loans



> **Good sales and marketing activities**



Personal Finance - 2Q13

- Highlights

- France: Cetelem's new revolving credit rated socially responsible by Vigeo (independent social responsibility ratings agency)
- China: entered into a partnership with the Bank of Nanjing to develop consumer lending

- Revenues: -0.7% vs. 2Q12**

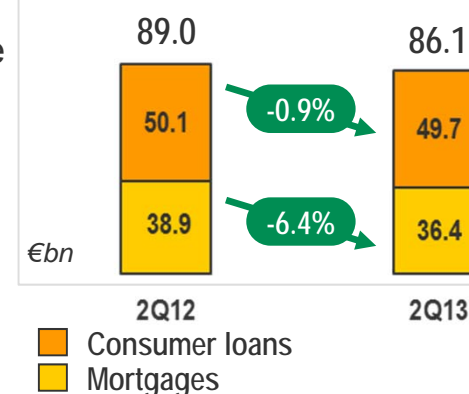
- Mortgages: continued decline in outstandings as part of the adaptation plan
- Consumer loans: impact of regulations in France; good drive in Belgium, Central Europe, Germany and Brazil

- Operating expenses: -6.4% vs. 2Q12**

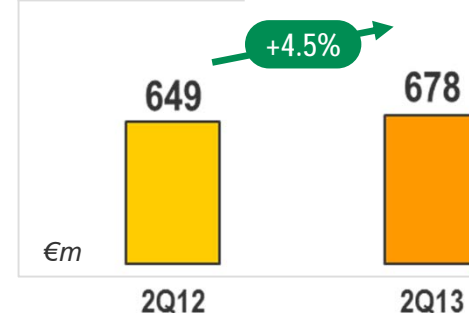
- Decline in operating expenses thanks to the effects of the adaptation plan; investments in partnerships
- 45.1% cost/income ratio

- Pre-tax income: €312m (+3.0% vs. 2Q12)

> Consolidated outstandings*



> GOI



> **Good profit-generation capacity**

** Reminder: sale of Laser Contact in 2Q12 and transfer of the business in Russia to the JV with Sberbank in August 2012

* At constant scope and exchange rates;

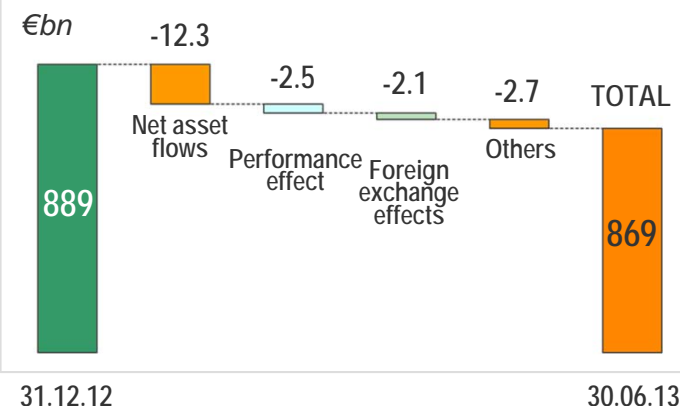


Investment Solutions

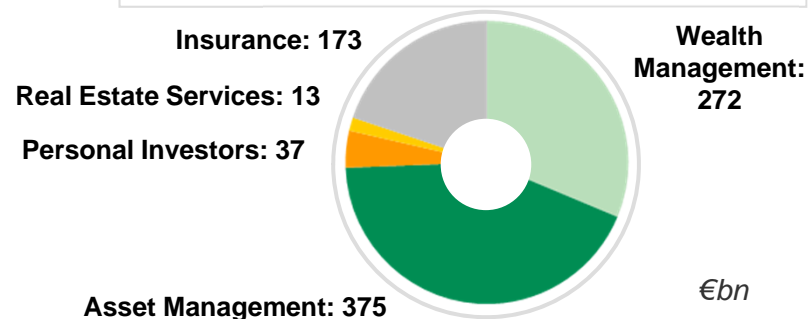
Asset Inflows and Assets under Management - 1H13

- Assets under management*: €869bn as at 30.06.13
 - -2.2% vs. 31.12.12; stable vs. 30.06.12
 - Performance effect penalised by the rise in interest rates and lower equity markets towards the end of the period
 - Unfavourable exchange effect due to the appreciation of the euro
- Net asset flows: -€12.3bn in 1H13
 - Asset Management: asset outflows, in particular in money market funds
 - Wealth Management: strong asset inflows, particularly in Asia and in the domestic markets
 - Insurance: good asset inflows in France, Italy and Asia (Taiwan, South Korea)
- Partnerships: signed an agreement** with Bank of Beijing (China) in life insurance

> Assets under management*



> Assets under management* at 30.06.13



Asset outflows in money market funds
Good asset inflows in Wealth Management and Insurance

* Including assets under advisory on behalf of external clients, distributed assets and Personal Investors; ** Announced on 8 July 2013, subject to regulatory approval



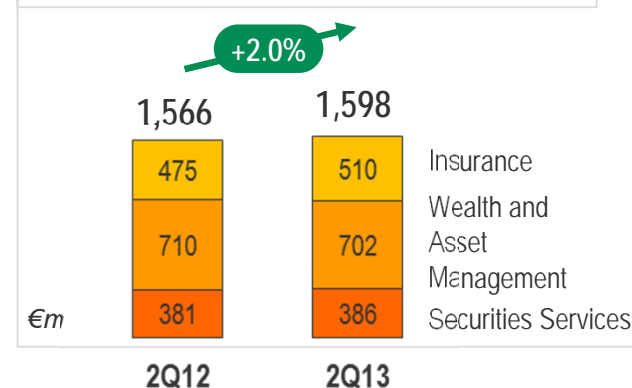
Investment Solutions - 2Q13

- Revenues: +2.0% vs. 2Q12
 - Insurance: +7.4% vs. 2Q12, good growth in protection insurance, in particular in Asia and Latin America
 - WAM*: -1.1% vs. 2Q12, decrease in average outstandings in Asset Management, good growth in Wealth Management
 - Securities Services: +1.3% vs. 2Q12, rise in the number of transactions in a persistently low interest rate environment

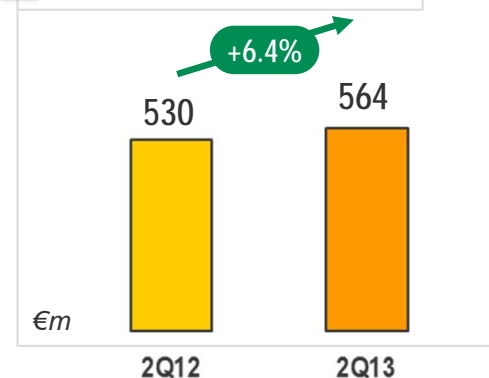
- Operating expenses: -0.5% vs. 2Q12
 - Insurance: +5.8% vs. 2Q12, rise in line with the increase in business activity
 - WAM: -2.8% vs. 2Q12, effects of the adaptation plan in Asset Management
 - Securities Services: -1.3% vs. 2Q12, benefit of the operating efficiency measures

- Pre-tax income: +6.4% vs. 2Q12

> Revenues by business unit



> Pre-tax income



Good income growth

* Asset Management, Wealth Management, Real Estate Services

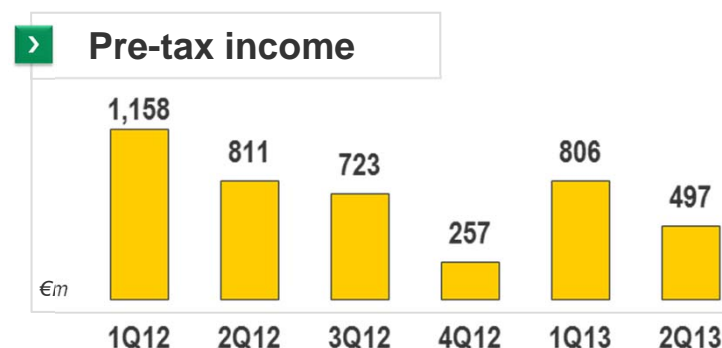
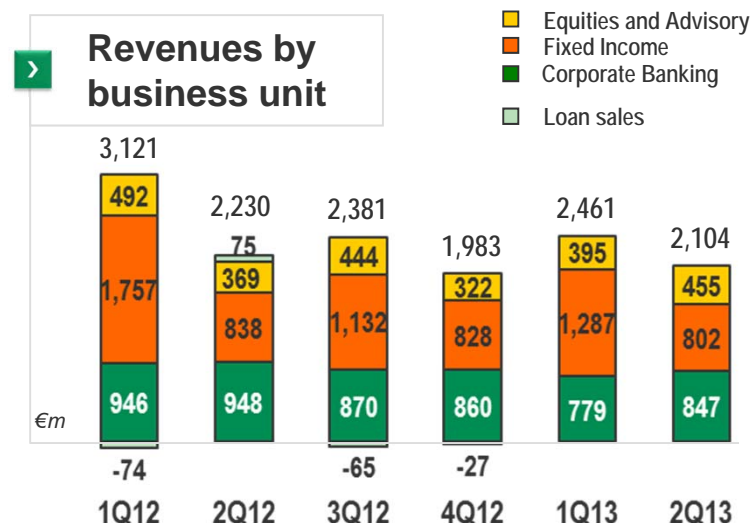


Corporate and Investment Banking - 2Q13

- Revenues: €2,104m (-2.4%* vs. 2Q12)
 - Advisory and Capital Markets: +4.1% vs. 2Q12, growth in client business activity
 - Corporate Banking: -10.7%** vs. 2Q12 in line with the 2012 adaptation plan; +8.7% up vs. 1Q13
 - Growth in Asia in all businesses

- Operating expenses: €1,405m (-0.1% vs. 2Q12)
 - Business development investments offset by the effects of Simple & Efficient
 - Cost/income ratio: 66.8%

- Pre-tax income: €497m (-38.7% vs. 2Q12)
 - Exceptionally low cost of risk base in 2Q12
 - Positive impact in 2Q12 of disposals as part of the adaptation plan



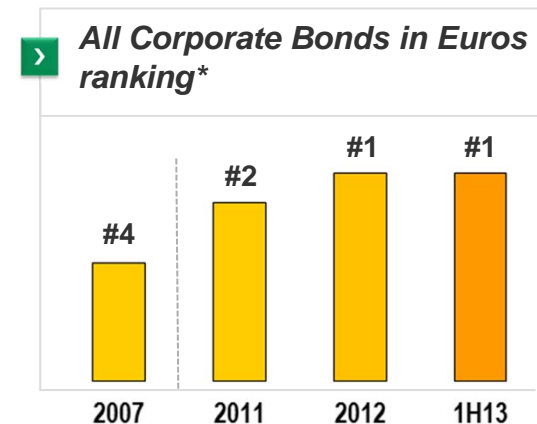
Growth in client business

* -0.4% at constant scope and exchange rates, excluding +€75m net impact from disposals in 2Q12; ** Excluding +€75m net impact from disposals in 2Q12



Corporate and Investment Banking Advisory and Capital Markets - 2Q13

- Revenues: €1,257m (+4.1% vs. 2Q12)
 - Growth in client business activity
 - Slowdown towards the end of the quarter due to renewed tensions in the markets (Fed announcements,...)
- Fixed Income: €802m (-4.3% vs. 2Q12)
 - Impact of high volatility at the closing of the quarter on the Rates business, good performance of the Credit and Forex businesses
 - Good business activity in bond issues (ranked #1 All Corporate Bonds in EUR and #8 All International Bond Issues*)
- Equities and Advisory: €455m (+23.3% vs. 2Q12)
 - Rise in transaction volumes and good performance in structured products, more particularly in Europe and Asia
 - Good Equity-Linked business: #1 Bookrunner EMEA by number and #4 by volume**
 - Significant transactions in the United States: Left Lead Bookrunner of \$850m exchangeable bond into Time Warner for Liberty Interactive and agent for a \$750m placement for Essex Property Trust, client of Bank of the West
- Pre-tax income: €227m (+47.4% vs. 2Q12)



> **Rebound in Equities and Advisory**
Fixed Income: strong volatility at end of quarter

* Source: Thomson Reuters 1st semester 2013; ** Source: Dealogic 1st semester 2013



Corporate and Investment Banking

Corporate Banking - 2Q13

- Sustained business performance

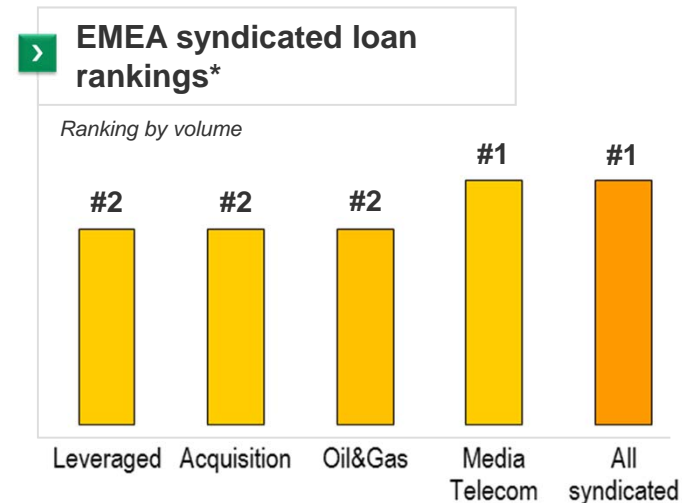
- #1 syndicated financing in Europe* with leading positions in the main market segments
- Development of the Originate to Distribute approach (ex: refinanced the acquisition of Virgin Media by Liberty Global with a \$11.8bn debt package)
- Continued growth in cash management, (new pan-European mandates: Pioneer, Hella,...)

- Revenues: €847m (-10.7%** vs. 2Q12)

- Still affected by the 2012 adaptation plan (-12.6% decrease in outstandings vs. 30.06.12)
- Sharp rise in fees (+22.1% vs. 2Q12)
- Limited demand in Europe, growth in Asia, significant upswing in the Americas (revenues: +22.9% vs. 1Q13)

- Pre-tax income: €270m (-58.9% vs. 2Q12)

- Exceptionally low cost of risk base in 2Q12
- Positive impact in 2Q12 of disposals as part of the adaptation plan



Continued roll-out of the new business model

* EMEA, source: Dealogic 1st semester 2013; ** Excluding +€75m net impact from disposals in 2Q12



Group Results

Division Results

2014-2016 Business Development Plan Preparation

1H13 Detailed Results

Appendix



2014-2016 Business Development Plan

- 1st phase: Simple & Efficient
- 2nd phase: implement specific business development plans by region and by business unit
 - 1st plan: Asia-Pacific
 - 2nd plan: Hello bank!
 - 3rd plan: Asset Management
 - 4th plan: Germany

 **Towards a comprehensive presentation early in 2014**

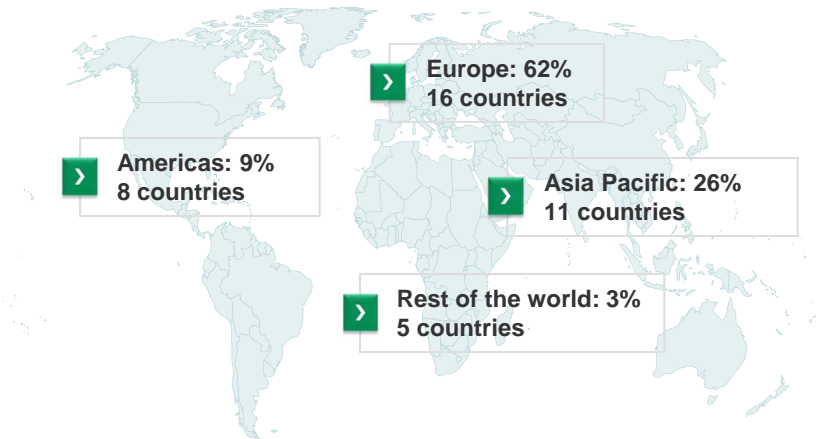


Asset Management (1/3)

A Strategic Business for the Group

- A strategic business for the Group
 - A key business for institutional clients
 - Management of our clients' assets
 - Substantial return on equity
- A global presence
 - 3,200 people in 40 countries
 - €375bn in assets under management as at 30 June 2013
- A major player in the institutional segment
 - #7 in Europe**
 - Investment management recognised by leading consultants and industry reviews in various capabilities: European equities (“European Equities manager of the year”***), Fixed Income in Asia, ...
- Strong positions with retail & private banking clients
 - Distribution across the networks of the 4 domestic markets: access to 15 million strong client base
 - Access to leading global distributors
- A significant set-up in emerging markets
 - 17 countries, €50bn in distributed assets
 - A presence bolstered through local partnerships (ex: Shinhan in South Korea, HFT in China)

> Global workforce breakdown*



A multi-local approach to customer service

* As at 31 May 2013; ** IPE ranking 2012; *** Global Investor Magazine 2012



Asset Management (2/3)

3 Priority Areas for Development

- Institutional clientele: strengthen recognition by leading international consultants and increase assets under management by winning new mandates
 - Develop new areas of expertise, in particular in loans and CLOs
 - Accelerate the development of the European Equities offering and solutions adapted to the needs of insurers and pension funds
 - Make selected investments to guarantee the best possible client service
- Asia Pacific and emerging markets: increase the volume of assets under management in growth markets and increase cross-selling worldwide
 - Consolidate positions in key markets (China, Brazil, South Korea, Indonesia)
 - Strengthen regional and local expertise
 - Forge local partnerships to gain access to individual clientele
- Distributors (retail and private banking clientele): create one of the 3 biggest distribution platforms in continental Europe
 - Forge partnerships with banking or distribution networks
 - Bolster the solution and risk profile offerings for individuals (e.g.: retirement savings)
 - Reinforce associated services for distributors (advisory, simulation tools, online services)
 - Industrialisation of processes

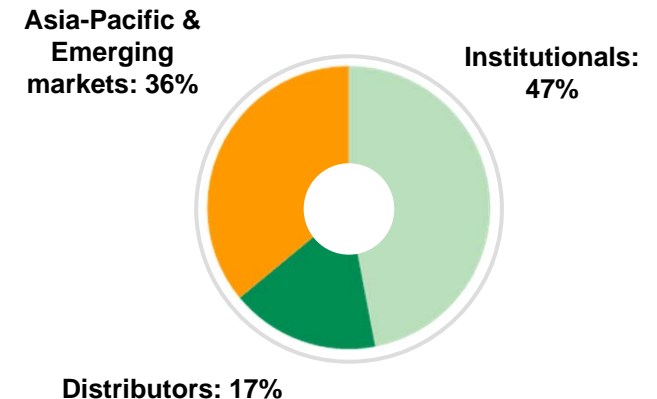


Asset Management (3/3)

Selective Investments in a Strategic Business Unit

- Selective investments, in particular in the institutional segment
- Increase assets under management
 - Jump-start asset inflows: €40bn net by 2016 in the value added segments
 - Primarily from institutional clients, in Asia Pacific and in emerging markets
- Revenues: +10% over the period
 - In line with the growth of average assets under management
- Limited capital consumption

Breakdown of asset inflows by 2016



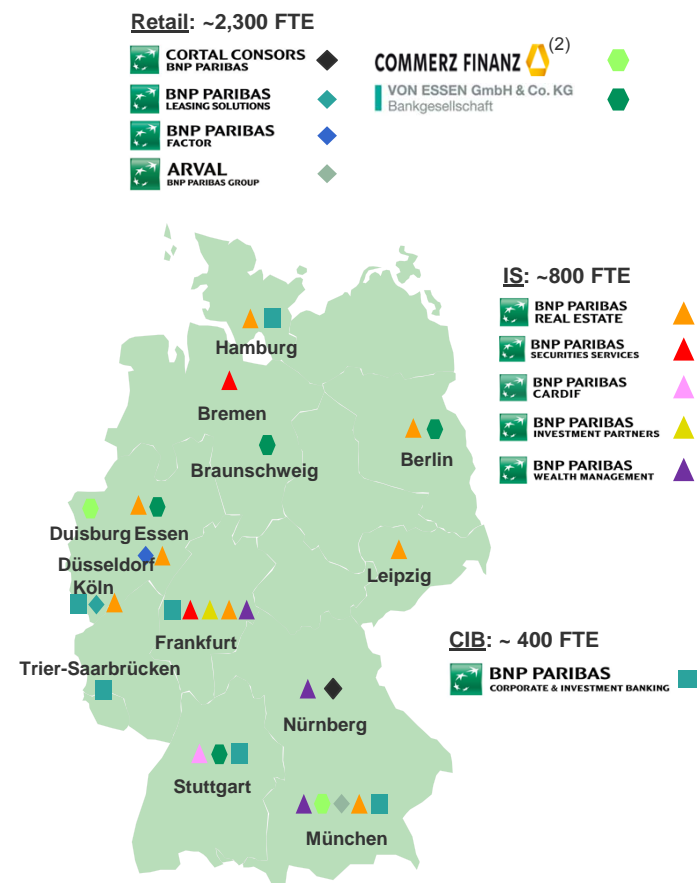
A highly profitable core business



Germany

A Target for our Development in Europe (1/3)

- A diversified organisation covering all client segments
 - 12 businesses, ~3,500 employees⁽¹⁾
- Retail Banking: strong specialised retail franchises
 - Cortal Consors: leader in online investment advisory services
 - Personal Finance: #3 in point of sale consumer lending
 - Leasing Solutions: #1 in farm equipment, leading positions in vendor programmes
- Corporate & Investment Banking: leading positions with large corporate and institutional clients
 - 6 regional business centres
 - Integral part of the Group's "One bank for Corporates" approach
- Investment Solutions: prominent positions
 - Securities Services: #1 depositary bank
 - Real Estate: #1 in commercial real estate transactions (BtoB)
 - Cardif: a key player in credit protection insurance



Strong positions to build future development

⁽¹⁾ FTE at the end of 2012, including Commerz Finanz; ⁽²⁾ 50.1% joint-venture with Commerzbank fully integrated, about 800 FTE



Germany

A Target for our Development in Europe (2/3)

- Significantly increase individuals' deposits via Hello bank!
 - Transform Cortal Consors into a digital bank and reach ~1.1 million clients by 2017
 - Target of 1% market share of individuals' deposits by 2017
- Grow outstandings and consolidate our positioning on the corporate segment
 - Reach top 5 position with large corporates and midcaps by 2018, leveraging the global reach of the Group and its diversified expertise
 - Deepen relationships with large corporates: become a reference bank, expand advisory services
 - Extend clientele to large exporting midcaps (turnover >€250m)
 - Expand the customer base in Leasing (€3bn in outstandings by 2016, +50% vs. 2012) and Factoring (6% market share by 2016, ~x2 vs. 2012)
- Step up the pace of developing strong positions in specialised businesses
 - Strengthen leading positions in Real Estate Services and Securities Services (see the acquisition of Commerzbank's depository businesses*)
 - Develop diversified distribution channels in order to grow Cardif's market position
 - Develop partnerships with Personal Finance, notably in retail and automotive sectors



**A global growth initiative
fostering cross-selling across all segments**

** Announced on 25 July 2013, subject to regulatory approval*



Germany

A Target for our Development in Europe (3/3)

- Bolster the organisation
 - Grow the workforce by +500 staff in 3 years
 - Enhance Group efficiency and visibility (ex: create “BNP Paribas Houses” to regroup teams)
- Sharp rise in commitments
 - Grow the business and the customer base
- Grow revenues to ~€1.5bn in Germany by 2016
 - Keep well-balanced revenues across businesses
 - Also grow revenues with large German corporates outside Germany**
- Build a long-term franchise



Target: grow revenues in Germany to ~€1.5bn by 2016



Conclusion



**Resilience in Europe
Good drive in fast-growing markets**



**Ongoing improvement of the operating efficiency
with the initial effects of Simple & Efficient**



Cost of risk at a moderate level despite the economy



**Rock-solid balance sheet
Business development plan making good progress**



Group Results

Division Results

2014-2016 Business Development Plan Preparation

1H13 Detailed Results

Appendix



BNP Paribas Group - 1H13

€m	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	9,917	10,098	-1.8%	10,055	-1.4%	19,972	19,984	-0.1%
Operating Expenses and Dep.	-6,291	-6,335	-0.7%	-6,514	-3.4%	-12,805	-13,180	-2.8%
Gross Operating Income	3,626	3,763	-3.6%	3,541	+2.4%	7,167	6,804	+5.3%
Cost of Risk	-1,109	-853	+30.0%	-978	+13.4%	-2,087	-1,798	+16.1%
Operating Income	2,517	2,910	-13.5%	2,563	-1.8%	5,080	5,006	+1.5%
Share of Earnings of Associates	71	119	-40.3%	35	n.s.	106	273	-61.2%
Other Non Operating Items	112	-42	n.s.	17	n.s.	129	1,648	-92.2%
Non Operating Items	183	77	n.s.	52	n.s.	235	1,921	-87.8%
Pre-Tax Income	2,700	2,987	-9.6%	2,615	+3.3%	5,315	6,927	-23.3%
Corporate Income Tax	-771	-915	-15.7%	-821	-6.1%	-1,592	-1,843	-13.6%
Net Income Attributable to Minority Interests	-166	-222	-25.2%	-210	-21.0%	-376	-365	+3.0%
Net Income Attributable to Equity Holders	1,763	1,850	-4.7%	1,584	+11.3%	3,347	4,719	-29.1%
Cost/Income	63.4%	62.7%	+0.7 pt	64.8%	-1.4 pt	64.1%	66.0%	-1.9 pt

- Corporate income tax
 - Average rate: 30.6% in 1H13
- Other non operating items
 - 1Q12 reminder: capital gain from the sale of a 28.7% stake in Klépierre S.A. (€1,790m)



Retail Banking - 1H13

€m	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	6,247	6,246	+0.0%	6,200	+0.8%	12,447	12,494	-0.4%
Operating Expenses and Dep.	-3,710	-3,763	-1.4%	-3,653	+1.6%	-7,363	-7,535	-2.3%
Gross Operating Income	2,537	2,483	+2.2%	2,547	-0.4%	5,084	4,959	+2.5%
Cost of Risk	-908	-832	+9.1%	-897	+1.2%	-1,805	-1,659	+8.8%
Operating Income	1,629	1,651	-1.3%	1,650	-1.3%	3,279	3,300	-0.6%
Associated Companies	54	47	+14.9%	50	+8.0%	104	102	+2.0%
Other Non Operating Items	109	4	n.s.	4	n.s.	113	9	n.s.
Pre-Tax Income	1,792	1,702	+5.3%	1,704	+5.2%	3,496	3,411	+2.5%
Income Attributable to Investment Solutions	-55	-53	+3.8%	-57	-3.5%	-112	-109	+2.8%
Pre-Tax Income of Retail Banking	1,737	1,649	+5.3%	1,647	+5.5%	3,384	3,302	+2.5%
Cost/Income	59.4%	60.2%	-0.8 pt	58.9%	+0.5 pt	59.2%	60.3%	-1.1 pt
Allocated Equity (€bn)						33.2	33.7	-1.6%

Including 100% of Private Banking of the domestic markets in France (excluding PEL/CEL effects), Italy, Belgium and Luxembourg for the Revenues to Pre-tax income line items



Domestic Markets - 1H13

€m	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	3,973	3,961	+0.3%	3,989	-0.4%	7,962	7,984	-0.3%
Operating Expenses and Dep.	-2,477	-2,494	-0.7%	-2,433	+1.8%	-4,910	-4,962	-1.0%
Gross Operating Income	1,496	1,467	+2.0%	1,556	-3.9%	3,052	3,022	+1.0%
Cost of Risk	-465	-381	+22.0%	-423	+9.9%	-888	-745	+19.2%
Operating Income	1,031	1,086	-5.1%	1,133	-9.0%	2,164	2,277	-5.0%
Associated Companies	14	10	+40.0%	12	+16.7%	26	21	+23.8%
Other Non Operating Items	-2	0	n.s.	1	n.s.	-1	3	n.s.
Pre-Tax Income	1,043	1,096	-4.8%	1,146	-9.0%	2,189	2,301	-4.9%
Income Attributable to Investment Solutions	-55	-53	+3.8%	-57	-3.5%	-112	-109	+2.8%
Pre-Tax Income of Domestic Markets	988	1,043	-5.3%	1,089	-9.3%	2,077	2,192	-5.2%
Cost/Income	62.3%	63.0%	-0.7 pt	61.0%	+1.3 pt	61.7%	62.1%	-0.4 pt
Allocated Equity (€bn)						20.5	21.3	-3.8%

Including 100% of Private Banking of the domestic markets in France (excluding PEL/CEL effects), Italy, Belgium and Luxembourg for the Revenues to Pre-tax income line items



French Retail Banking - 1H13

Excluding PEL/CEL Effects

€m	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	1,742	1,770	-1.6%	1,776	-1.9%	3,518	3,583	-1.8%
<i>Incl. Net Interest Income</i>	1,042	1,074	-3.0%	1,076	-3.2%	2,118	2,168	-2.3%
<i>Incl. Commissions</i>	700	696	+0.6%	700	+0.0%	1,400	1,415	-1.1%
Operating Expenses and Dep.	-1,087	-1,108	-1.9%	-1,081	+0.6%	-2,168	-2,209	-1.9%
Gross Operating Income	655	662	-1.1%	695	-5.8%	1,350	1,374	-1.7%
Cost of Risk	-88	-85	+3.5%	-80	+10.0%	-168	-169	-0.6%
Operating Income	567	577	-1.7%	615	-7.8%	1,182	1,205	-1.9%
Non Operating Items	1	1	+0.0%	2	-50.0%	3	1	n.s.
Pre-Tax Income	568	578	-1.7%	617	-7.9%	1,185	1,206	-1.7%
Income Attributable to Investment Solutions	-32	-30	+6.7%	-35	-8.6%	-67	-63	+6.3%
Pre-Tax Income of French Retail Banking	536	548	-2.2%	582	-7.9%	1,118	1,143	-2.2%
Cost/Income	62.4%	62.6%	-0.2 pt	60.9%	+1.5 pt	61.6%	61.7%	-0.1 pt
Allocated Equity (€bn)						7.5	7.8	-4.7%

Including 100% of French Private Banking for the Revenues to Pre-tax income line items

- Revenues: -1.8% vs. 1H12
 - Net interest income: -2.3%, effects of the decline in loan volumes and of a persistently low interest rate environment
 - Fees: -1.1%, in line with the decrease in the customer business of some retailers and corporates
- Operating expenses: -1.9% vs. 1H12
 - Continued improving operating efficiency



French Retail Banking Volumes

Average outstandings (€bn)	Outstandings 2Q13	%Var/2Q12	%Var/1Q13	Outstandings 1H13	%Var/1H12
LOANS	146.0	-2.7%	0.0%	146.0	-2.7%
Individual Customers	78.9	-1.4%	-0.5%	79.1	-1.3%
Incl. Mortgages	68.7	-1.1%	-0.5%	68.9	-0.9%
Incl. Consumer Lending	10.2	-3.6%	-0.4%	10.2	-3.8%
Corporates	67.1	-4.3%	+0.6%	66.9	-4.4%
DEPOSITS AND SAVINGS	124.2	+5.9%	+2.2%	122.8	+5.7%
Current Accounts	51.4	+4.4%	+3.6%	50.5	+2.7%
Savings Accounts	59.0	+6.9%	+2.8%	58.2	+7.6%
Market Rate Deposits	13.8	+7.1%	-4.9%	14.1	+9.5%
	30.06.13	%Var/ 30.06.12	%Var/ 31.03.13		
€bn					
OFF BALANCE SHEET SAVINGS					
Life Insurance	74.3	+4.0%	+0.3%		
Mutual Funds ⁽¹⁾	58.6	-14.5%	-10.1%		

(1) Does not include Luxembourg registered funds (PARVEST). Source: Europerformance

- Loans: -2.7% vs. 2Q12, stable vs. 1Q13
 - Individuals: lower demand for loans
 - Corporates: still weak demand but rise in loans to SMEs
- Deposits: +5.9% vs. 2Q12
 - Strong growth in current and savings accounts
- Off balance sheet savings:
 - Good asset inflows in life insurance
 - Decline of money market funds



BNL banca commerciale - 1H13

€m	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	816	813	+0.4%	823	-0.9%	1,639	1,629	+0.6%
Operating Expenses and Dep.	-441	-448	-1.6%	-438	+0.7%	-879	-893	-1.6%
Gross Operating Income	375	365	+2.7%	385	-2.6%	760	736	+3.3%
Cost of Risk	-295	-230	+28.3%	-296	-0.3%	-591	-449	+31.6%
Operating Income	80	135	-40.7%	89	-10.1%	169	287	-41.1%
Non Operating Items	0	0	n.s.	0	n.s.	0	0	n.s.
Pre-Tax Income	80	135	-40.7%	89	-10.1%	169	287	-41.1%
Income Attributable to Investment Solutions	-5	-7	-28.6%	-5	+0.0%	-10	-12	-16.7%
Pre-Tax Income of BNL bc	75	128	-41.4%	84	-10.7%	159	275	-42.2%
Cost/Income	54.0%	55.1%	-1.1 pt	53.2%	+0.8 pt	53.6%	54.8%	-1.2 pt
Allocated Equity (€bn)						6.4	6.3	+0.1%

Including 100% of Italian Private Banking for the Revenues to Pre-tax income line items

- Revenues: +0.6% vs. 1H12
 - Net interest income (-2.0% vs. 1H12): effect of lower loan volumes; margins held up well
 - Fees (+6.2% vs. 1H12): good performance on corporates and off balance sheet savings
- Operating expenses: -1.6% vs. 1H12
 - Positive 2.2 pt jaws effect



BNL banca commerciale

Volumes

Average outstandings (€bn)	Outstandings 2Q13	%Var/2Q12	%Var/1Q13	Outstandings 1H13	%Var/1H12
LOANS	80.1	-3.4%	-1.0%	80.5	-2.9%
Individual Customers	37.2	+1.2%	+0.5%	37.2	+1.1%
Incl. Mortgages	25.1	+3.9%	+1.4%	24.9	+2.9%
Incl. Consumer Lending	3.4	+9.3%	+2.8%	3.4	+8.5%
Corporates	42.8	-7.1%	-2.2%	43.3	-6.2%
DEPOSITS AND SAVINGS	36.4	+9.5%	+3.1%	35.9	+9.6%
Individual Deposits	21.6	+5.7%	+2.4%	21.4	+4.4%
Incl. Current Accounts	20.9	+5.9%	+2.3%	20.7	+4.7%
Corporate Deposits	14.8	+15.6%	+4.1%	14.5	+18.2%

€bn	30.06.13	%Var/ 30.06.12	%Var/ 31.03.13
OFF BALANCE SHEET SAVINGS			
Life Insurance	12.0	+4.1%	+0.9%
Mutual Funds	9.2	+7.9%	+0.9%

- Loans: -3.4% vs. 2Q12
 - Individuals: +1.2% vs. 2Q12, increase in mortgage loans
 - Corporates: -7.1% vs. 2Q12, slowdown in an adverse economic context
- Deposits: +9.5% vs. 2Q12
 - Individuals: rise in current accounts and slight gain of market share
 - Corporates: sustained growth



Belgian Retail Banking - 1H13

€m	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	844	837	+0.8%	838	+0.7%	1,682	1,678	+0.2%
Operating Expenses and Dep.	-621	-621	+0.0%	-598	+3.8%	-1,219	-1,225	-0.5%
Gross Operating Income	223	216	+3.2%	240	-7.1%	463	453	+2.2%
Cost of Risk	-43	-41	+4.9%	-21	n.s.	-64	-78	-17.9%
Operating Income	180	175	+2.9%	219	-17.8%	399	375	+6.4%
Non Operating Items	-2	6	n.s.	2	n.s.	0	14	n.s.
Pre-Tax Income	178	181	-1.7%	221	-19.5%	399	389	+2.6%
Income Attributable to Investment Solutions	-17	-16	+6.3%	-16	+6.3%	-33	-33	+0.0%
Pre-Tax Income of Belgian Retail Banking	161	165	-2.4%	205	-21.5%	366	356	+2.8%
Cost/Income	73.6%	74.2%	-0.6 pt	71.4%	+2.2 pt	72.5%	73.0%	-0.5 pt
Allocated Equity (€bn)						3.5	3.6	-3.1%

Including 100% of Belgian Private Banking for the Revenues to Pre-tax income line items

- Revenues: +0.2% vs. 1H12
 - Net interest income: -1.9% vs. 1H12, in line with a persistently low interest rate environment
 - Fees: +7.3% vs. 1H12, good performance of off balance sheet savings
- Operating expenses: -0.5% vs. 1H12
 - Positive impact of operating efficiency measures
 - Positive 0.7 pt jaws effect



Belgian Retail Banking Volumes

Average outstandings (€bn)	Outstandings 2Q13	%Var/2Q12	%Var/1Q13	Outstandings 1H13	%Var/1H12
LOANS	86.8	+2.7%	+1.6%	86.1	+2.4%
Individual Customers	57.0	+2.8%	+0.7%	56.8	+3.2%
Incl. Mortgages	39.6	+4.1%	+0.6%	39.5	+4.7%
Incl. Consumer Lending	0.2	-36.1%	+90.4%	0.2	-63.9%
Incl. Small Businesses	17.1	+0.7%	+0.3%	17.1	+1.9%
Corporates and Local Governments*	29.8	+2.5%	+3.5%	29.3	+0.8%
DEPOSITS AND SAVINGS	105.0	+4.0%	+1.6%	104.2	+4.1%
Current Accounts	31.6	+9.6%	+4.3%	31.0	+10.4%
Savings Accounts	62.7	+6.8%	+1.6%	62.2	+7.0%
Term Deposits	10.7	-20.2%	-5.2%	11.0	-20.4%

* Including €0.8bn in 2Q13 due to the integration of FCF Germany and United-Kingdom (factoring).

€bn	30.06.13	%Var/ 30.06.12	%Var/ 31.03.13
OFF BALANCE SHEET SAVINGS			
Life Insurance	25.6	+3.3%	-1.4%
Mutual Funds	24.7	+1.7%	-4.6%

- Loans: +2.7% vs. 2Q12 (+1.7% at constant scope)
 - Individuals: +2.8% vs. 2Q12, rise in particular of mortgages
 - Corporates: +2.5% vs. 2Q12 (-0.4% at constant scope), loans to SMEs held up well
- Deposits: +4.0% vs. 2Q12
 - Individuals: good growth in current and savings accounts
 - Corporates: increase in current accounts



Luxembourg Retail Banking - 2Q13

Personal Investors - 2Q13

> Luxembourg Retail Banking

Average outstandings (€bn)	Outstandings 2Q13	%Var/2Q12	%Var/1Q13	Outstandings 1H13	%Var/1H12
LOANS	8.4	+1.4%	-1.4%	8.5	+2.7%
Individual Customers	5.6	+3.0%	+1.0%	5.5	+2.7%
Corporates and Local Governments	2.9	-1.5%	-5.6%	3.0	+2.6%
DEPOSITS AND SAVINGS	12.8	+6.0%	-0.2%	12.8	+8.3%
Current Accounts	4.7	+11.5%	+1.9%	4.7	+14.1%
Savings Accounts	5.7	+29.4%	+2.2%	5.6	+30.8%
Term Deposits	2.4	-30.7%	-9.3%	2.5	-26.9%
	30.06.13	%Var/ 30.06.12	%Var/ 31.03.13		
OFF BALANCE SHEET SAVINGS					
Life Insurance	1.1	-4.0%	-13.3%		
Mutual Funds	2.1	-13.9%	-16.8%		

- Loans: good growth in mortgages
- Deposits: strong asset inflows, especially in the corporate client segment

> Personal Investors

Average outstandings (€bn)	Outstandings 2Q13	%Var/2Q12	%Var/1Q13	Outstandings 1H13	%Var/1H12
LOANS	0.4	-9.0%	+4.1%	0.4	-12.5%
DEPOSITS	10.8	+20.5%	+8.0%	10.4	+18.2%
	30.06.13	%Var/ 30.06.12	%Var/ 31.03.13		
ASSETS UNDER MANAGEMENT	36.6	+9.9%	-1.2%		
European Customer Orders (millions)	2.1	+10.4%	+0.2%		

- Deposits vs. 2Q12: strong increase thanks to a good level of new customers and the launch of Hello bank! in Germany
- Assets under management vs. 2Q12: good sales and marketing drive
- Brokerage business up vs. 2Q12
- Cortal Consors voted 2nd best online broker in Germany by *brokerwahl.de*



Arval - 2Q13

Leasing Solutions - 2Q13

> Arval

Average outstandings (€bn)	Outstandings 2Q13	%Var*/2Q12	%Var*/1Q13	Outstandings 1H13	%Var*/1H12
Consolidated Outstandings	8.6	+0.4%	-0.3%	8.6	+1.5%
Financed vehicles ('000 of vehicles)	683	-0.9%	-0.1%	683	-0.6%

- Outstandings up slightly vs. 2Q12
- Strong revenue growth vs. 2Q12, driven by a rise in used vehicle prices
- Continued improvement of the cost/income ratio

> Leasing Solutions

Average outstandings (€bn)	Outstandings 2Q13	%Var*/2Q12	%Var*/1Q13	Outstandings 1H13	%Var*/1H12
Consolidated Outstandings	17.6	-7.0%	-0.5%	17.7	-7.5%

- Reduction in outstandings, in line with the adaptation plan
- Limited impact on revenues due to a selective policy in terms of profitability of transactions
- Improvement of the cost/income ratio due to good cost control

* At constant scope and exchange rates



Europe-Mediterranean - 1H13

€m	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	482	448	+7.6%	474	+1.7%	956	861	+11.0%
Operating Expenses and Dep.	-330	-333	-0.9%	-327	+0.9%	-657	-651	+0.9%
Gross Operating Income	152	115	+32.2%	147	+3.4%	299	210	+42.4%
Cost of Risk	-53	-45	+17.8%	-71	-25.4%	-124	-135	-8.1%
Operating Income	99	70	+41.4%	76	+30.3%	175	75	n.s.
Associated Companies	28	13	n.s.	21	+33.3%	49	33	+48.5%
Other Non Operating Items	110	-1	n.s.	-1	n.s.	109	0	n.s.
Pre-Tax Income	237	82	n.s.	96	n.s.	333	108	n.s.
Cost/Income	68.5%	74.3%	-5.8 pt	69.0%	-0.5 pt	68.7%	75.6%	-6.9 pt
Allocated Equity (€bn)						3.6	3.4	+7.4%

- At constant scope and exchange rates vs. 1H12
 - Revenues: +13.6%, very good performance in Turkey (+31.6%)
 - Operating expenses: +3.4%, rise in Turkey (+14.4%, opened 25 branches vs. 1H12), effects of the operating efficiency measures in Poland and Ukraine
- Associated companies: strong contribution from the Bank of Nanjing
- Other non operating items: capital gain from the sale of Egypt (€107m*)

* Excluding in particular -€30m in exchange differences booked in the Corporate Centre



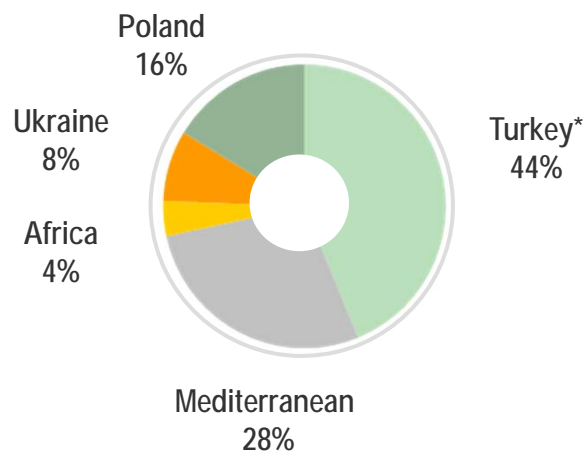
Europe-Mediterranean Volumes and Risks

Average outstandings (€bn)	Outstandings		%Var/2Q12 at constant scope and exchange rates		%Var/1Q13 at constant scope and exchange rates		Outstandings		%Var/1H12 at constant scope and exchange rates	
	2Q13	1H13	historical	historical	historical	historical	1H13	historical	historical	historical
LOANS	24.1	24.1	+3.3%	+8.9%	0.0%	+3.5%	24.1	+4.4%	+7.5%	
DEPOSITS	20.8	21.4	+2.2%	+13.5%	-5.7%	+2.2%	21.4	+7.4%	+14.0%	

- Strong growth in loans and deposits

- Turkey: loans (+23.5%** vs. 1H12), deposits (+28.4%** vs. 1H12)

Geographic distribution of outstanding loans 2Q13



Cost of risk/outstandings

Annualised cost of risk/outstandings as at beginning of period	2Q12	3Q12	4Q12	1Q13	2Q13
Turkey	0.91%	1.01%	0.92%	1.73%	0.75%
UkrSibbank	0.41%	1.25%	4.69%	0.79%	0.60%
Poland	0.66%	0.30%	-0.24%	0.77%	0.43%
Others	0.70%	1.34%	1.96%	0.83%	1.17%
Europe-Mediterranean	0.74%	1.04%	1.42%	1.15%	0.83%

* TEB consolidated at 70.3%; ** At constant scope and exchange rates



BancWest – 1H13

€m	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	557	593	-6.1%	559	-0.4%	1,116	1,174	-4.9%
Operating Expenses and Dep.	-346	-341	+1.5%	-346	+0.0%	-692	-682	+1.5%
Gross Operating Income	211	252	-16.3%	213	-0.9%	424	492	-13.8%
Cost of Risk	-12	-32	-62.5%	-26	-53.8%	-38	-78	-51.3%
Operating Income	199	220	-9.5%	187	+6.4%	386	414	-6.8%
Associated Companies	0	0	n.s.	0	n.s.	0	0	n.s.
Other Non Operating Items	1	1	+0.0%	3	-66.7%	4	2	n.s.
Pre-Tax Income	200	221	-9.5%	190	+5.3%	390	416	-6.3%
Cost/Income	62.1%	57.5%	+4.6 pt	61.9%	+0.2 pt	62.0%	58.1%	+3.9 pt
Allocated Equity (€bn)						4.2	4.0	+5.0%

- Foreign exchange effect:
 - USD vs. EUR*: -1.8% vs. 2Q12, +1.1% vs. 1Q13, -1.2% vs. 1H12
- At constant exchange rates vs. 1H12
 - Revenues: -3.8%, effect of a persistently low interest rate environment
 - Operating expenses: +2.7%, impact of the strengthening of the corporate and small business as well as Private Banking set up

* Average rate



BancWest Volumes

Average outstandings (€bn)	Outstandings	%Var/2Q12		%Var/1Q13		Outstandings	%Var/1H12	
	2Q13	historical	at constant scope and exchange rates	historical	at constant scope and exchange rates	1H13	historical	at constant scope and exchange rates
LOANS	41.8	+1.7%	+3.5%	+2.0%	+0.9%	41.4	+2.5%	+3.7%
Individual Customers	19.4	-1.5%	+0.3%	+1.1%	0.0%	19.3	-1.0%	+0.2%
Incl. Mortgages	9.3	-7.2%	-5.5%	-0.5%	-1.6%	9.3	-6.8%	-5.7%
Incl. Consumer Lending	10.1	+4.4%	+6.2%	+2.6%	+1.5%	10.0	+5.2%	+6.5%
Commercial Real Estate	10.6	+1.0%	+2.8%	+1.4%	+0.4%	10.5	+1.7%	+2.9%
Corporate Loans	11.8	+8.1%	+10.1%	+4.0%	+2.9%	11.6	+9.6%	+10.9%
DEPOSITS AND SAVINGS	44.6	+2.6%	+4.4%	+1.8%	+0.8%	44.2	+3.2%	+4.4%
Deposits Excl. Jumbo CDs	40.3	+6.3%	+8.2%	+3.2%	+2.1%	39.7	+6.5%	+7.8%

- Loans: +3.5%* vs. 2Q12; continued growth
 - Increase in loans to corporate clients and consumer loans
 - Continued contraction in mortgages due to the sale of conforming loans to Fannie Mae
- Deposits: +4.4%* vs. 2Q12, good growth in current and savings accounts

* At constant scope and exchange rates



Personal Finance - 1H13

€m	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	1,235	1,244	-0.7%	1,178	+4.8%	2,413	2,475	-2.5%
Operating Expenses and Dep.	-557	-595	-6.4%	-547	+1.8%	-1,104	-1,240	-11.0%
Gross Operating Income	678	649	+4.5%	631	+7.4%	1,309	1,235	+6.0%
Cost of Risk	-378	-374	+1.1%	-377	+0.3%	-755	-701	+7.7%
Operating Income	300	275	+9.1%	254	+18.1%	554	534	+3.7%
Associated Companies	12	24	-50.0%	17	-29.4%	29	48	-39.6%
Other Non Operating Items	0	4	n.s.	1	n.s.	1	4	-75.0%
Pre-Tax Income	312	303	+3.0%	272	+14.7%	584	586	-0.3%
Cost/Income	45.1%	47.8%	-2.7 pt	46.4%	-1.3 pt	45.8%	50.1%	-4.3 pt
Allocated Equity (€bn)						4.8	5.0	-3.5%

- Revenues: -2.5% vs. 1H12
 - Mortgages: continued decline in outstandings as part of the adaptation plan
 - Consumer loans: impact of regulations in France but good drive in Belgium, Germany and Central Europe
- Operating expenses: -11.0% vs. 1H12
 - Operating expenses down as a result of the adaptation plan
 - 45.8% cost/income ratio
- Cost of risk: +7.7% vs. 1H12
 - Reminder: one-off write-backs in 1H12



Personal Finance Volumes and Risks

Average outstandings (€bn)	Outstandings	%Var/2Q12		%Var/1Q13		Outstandings	%Var/1H12	
	2Q13	historical	at constant scope and exchange rates	historical	at constant scope and exchange rates	1H13	historical	at constant scope and exchange rates
TOTAL CONSOLIDATED OUTSTANDINGS	86.3	-4.4%	-3.3%	-1.7%	-1.3%	87.1	-3.8%	-2.8%
Consumer Loans	49.9	-2.8%	-0.9%	-1.1%	-0.6%	50.2	-2.3%	-0.5%
Mortgages	36.5	-6.5%	-6.4%	-2.4%	-2.4%	36.9	-5.8%	-5.8%
TOTAL OUTSTANDINGS UNDER MANAGEMENT ⁽¹⁾	106.9	-12.9%	-2.6%	-4.5%	-1.1%	109.4	-11.2%	-2.5%

(1) Including 100% of outstandings of subsidiaries not fully owned as well as of all partnerships

> Cost of risk/outstandings

Annualised cost of risk/outstandings as at beginning of period	2Q12	3Q12	4Q12	1Q13	2Q13
France	1.52%	0.90%	1.91%*	1.27%	1.53%
Italy	2.85%	3.56%	2.94%	3.42%	2.84%
Spain	1.88%	2.56%	3.02%*	2.83%	2.09%
Other Western Europe	1.08%	0.98%	1.10%	0.96%	0.96%
Eastern Europe	1.54%*	3.01%	1.73%	1.09%	3.18%
Brazil	3.81%	4.72%	4.26%	5.47%	4.90%
Others	1.31%	0.82%	0.48%	0.65%	1.46%
Personal Finance	1.66%	1.62%	1.95%	1.71%	1.74%

* Exceptional adjustments



Investment Solutions - 1H13

<i>€m</i>	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	1,598	1,566	+2.0%	1,563	+2.2%	3,161	3,087	+2.4%
Operating Expenses and Dep.	-1,064	-1,069	-0.5%	-1,054	+0.9%	-2,118	-2,115	+0.1%
Gross Operating Income	534	497	+7.4%	509	+4.9%	1,043	972	+7.3%
Cost of Risk	-14	-3	n.s.	-7	n.s.	-21	-14	+50.0%
Operating Income	520	494	+5.3%	502	+3.6%	1,022	958	+6.7%
Associated Companies	36	35	+2.9%	35	+2.9%	71	44	+61.4%
Other Non Operating Items	8	1	n.s.	4	n.s.	12	8	+50.0%
Pre-Tax Income	564	530	+6.4%	541	+4.3%	1,105	1,010	+9.4%
Cost/Income	66.6%	68.3%	-1.7 pt	67.4%	-0.8 pt	67.0%	68.5%	-1.5 pt
Allocated Equity (€bn)						8.3	7.9	+4.8%

- Associated companies

- Rise in income from associated companies in Insurance
- Reminder: impact of the Greek debt in 1Q12 (-€12m)



Investment Solutions Business

	30.06.13	30.06.12	%Var/ 30.06.12	31.03.13	%Var/ 31.03.13
Assets under management (€bn)*	869	873	-0.4%	906	-4.0%
Asset Management	375	412	-9.0%	404	-7.2%
Wealth Management	272	257	+6.0%	277	-1.6%
Real Estate Services	13	13	+3.3%	13	+0.6%
Insurance	173	158	+9.1%	175	-1.6%
Personal Investors	37	33	+9.9%	37	-1.2%

	2Q13	2Q12	%Var/ 2Q12	1Q13	%Var/ 1Q13
Net asset flows (€bn)*	-15.4	-4.1	n.s.	3.1	n.s.
Asset Management	-19.0	-9.7	n.s.	-7.0	n.s.
Wealth Management	2.8	4.5	-38.1%	6.3	-55.8%
Real Estate Services	0.2	0.1	+20.7%	0.2	-14.6%
Insurance	0.3	0.3	+14.9%	2.2	-85.7%
Personal Investors	0.3	0.7	-51.0%	1.4	-75.1%

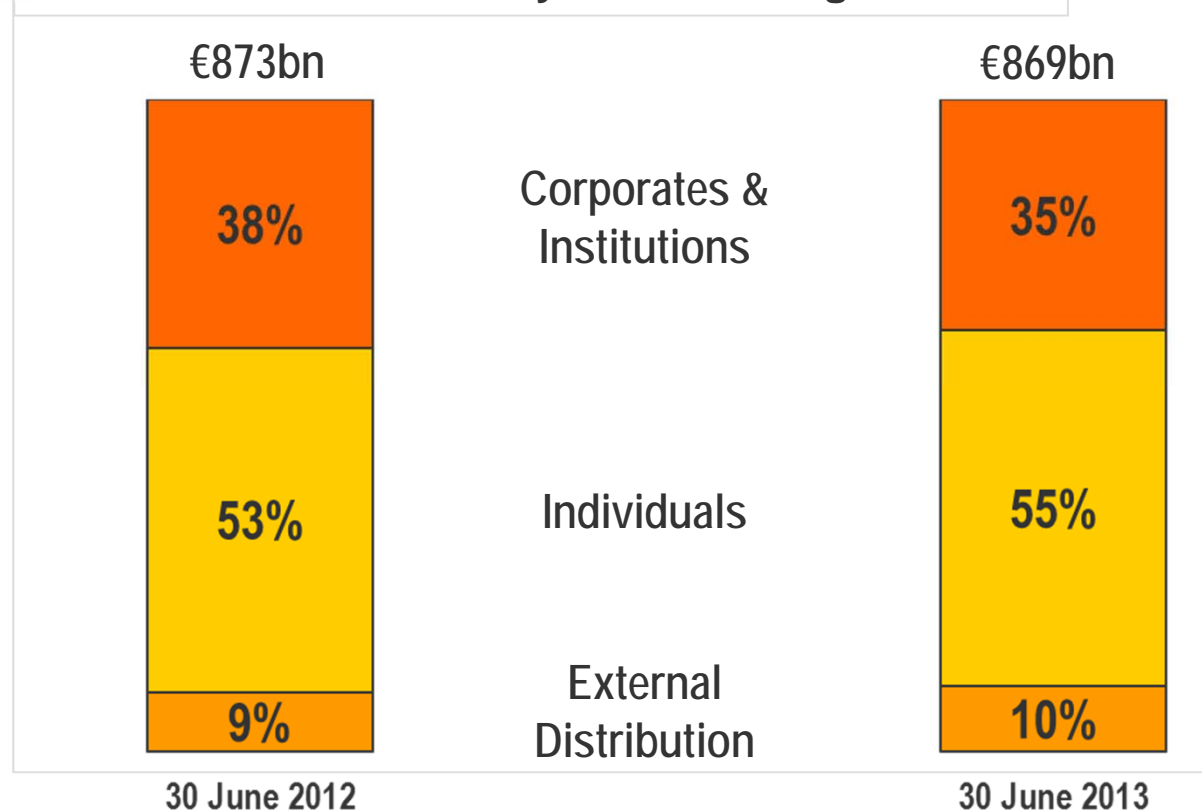
	30.06.13	30.06.12	%Var/ 30.06.12	31.03.13	%Var/ 31.03.13
Securities Services					
Assets under custody (€bn)	5,849	5,029	+16.3%	5,532	+5.7%
Assets under administration (€bn)	1,052	938	+12.1%	1,022	+2.9%
	2Q13	2Q12	2Q13/2Q12	1Q13	2Q13/1Q13
Number of transactions (in millions)	13.7	11.5	+19.2%	11.6	+18.0%

* Including assets under advisory on behalf of external clients, distributed assets and Personal Investors

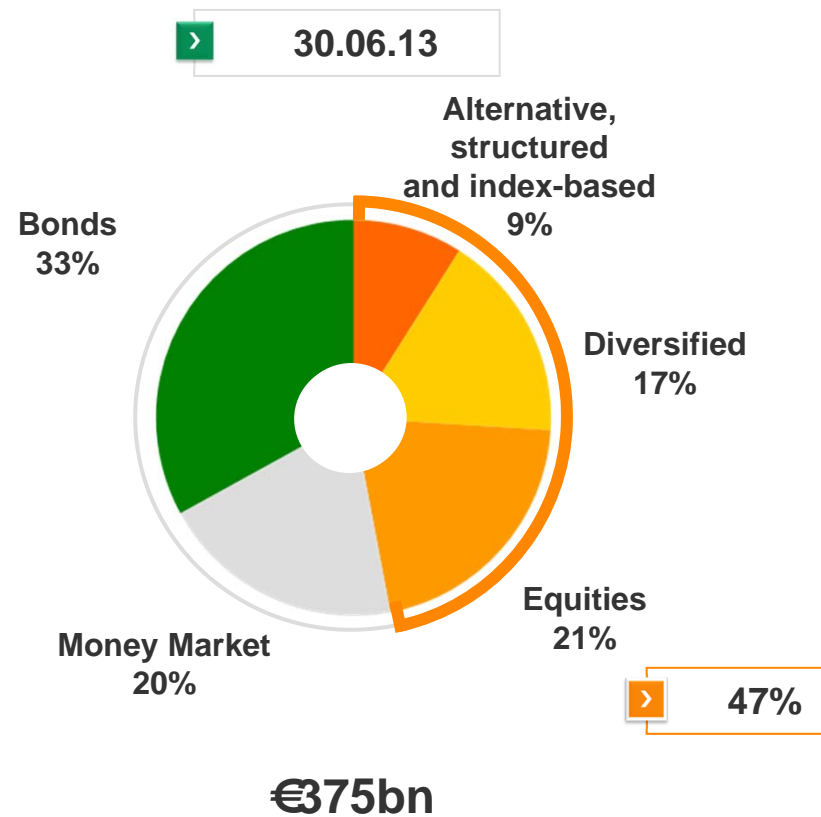
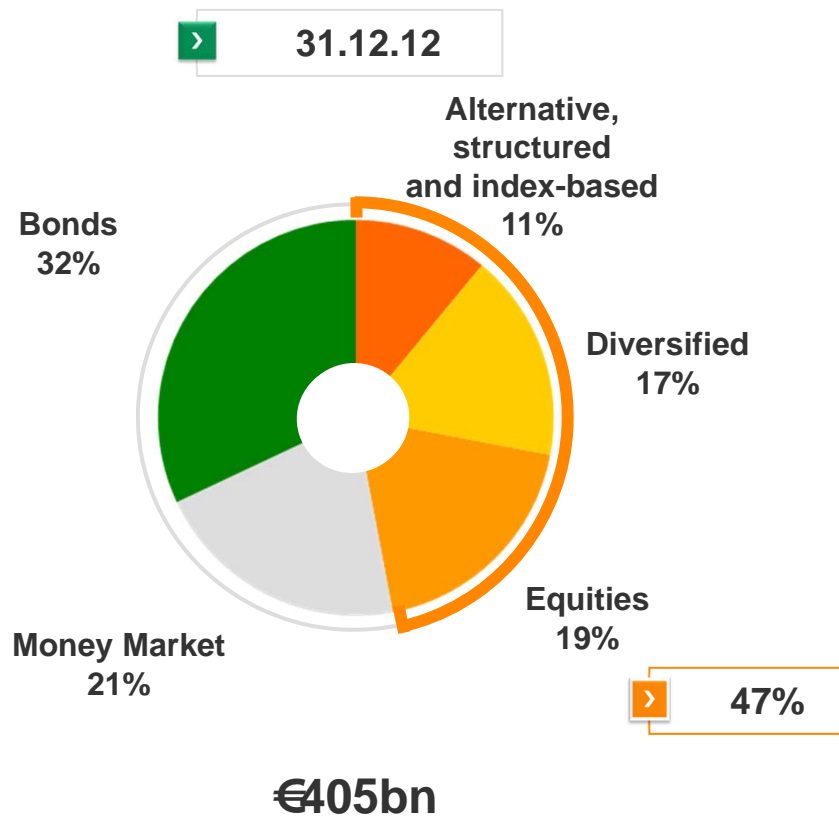


Investment Solutions Breakdown of Assets by Customer Segment

> Breakdown of assets by customer segment



Asset Management Breakdown of Managed Assets



Investment Solutions Wealth and Asset Management - 1H13

€m	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	702	710	-1.1%	702	+0.0%	1,404	1,416	-0.8%
Operating Expenses and Dep.	-514	-529	-2.8%	-509	+1.0%	-1,023	-1,051	-2.7%
Gross Operating Income	188	181	+3.9%	193	-2.6%	381	365	+4.4%
Cost of Risk	-14	1	n.s.	-3	n.s.	-17	-5	n.s.
Operating Income	174	182	-4.4%	190	-8.4%	364	360	+1.1%
Associated Companies	8	12	-33.3%	7	+14.3%	15	19	-21.1%
Other Non Operating Items	6	1	n.s.	0	n.s.	6	6	+0.0%
Pre-Tax Income	188	195	-3.6%	197	-4.6%	385	385	+0.0%
Cost/Income	73.2%	74.5%	-1.3 pt	72.5%	+0.7 pt	72.9%	74.2%	-1.3 pt
Allocated Equity (€bn)						1.8	1.8	-1.1%

- Revenues: -0.8% vs. 1H12
 - Decrease of average outstandings in Asset Management
 - Good performance of Wealth Management especially in Asia
- Operating expenses: -2.7% vs. 1H12
 - Effect of the adaptation plan in Asset Management
 - Improvement of cost/income ratio (-1.3 pt)



Investment Solutions Insurance - 1H13

€m	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	510	475	+7.4%	538	-5.2%	1,048	950	+10.3%
Operating Expenses and Dep.	-255	-241	+5.8%	-257	-0.8%	-512	-475	+7.8%
Gross Operating Income	255	234	+9.0%	281	-9.3%	536	475	+12.8%
Cost of Risk	0	-4	n.s.	-4	n.s.	-4	-9	-55.6%
Operating Income	255	230	+10.9%	277	-7.9%	532	466	+14.2%
Associated Companies	29	23	+26.1%	28	+3.6%	57	24	n.s.
Other Non Operating Items	2	1	+100.0%	4	-50.0%	6	2	n.s.
Pre-Tax Income	286	254	+12.6%	309	-7.4%	595	492	+20.9%
Cost/Income	50.0%	50.7%	-0.7 pt	47.8%	+2.2 pt	48.9%	50.0%	-1.1 pt
Allocated Equity (€bn)						6.0	5.6	+8.3%

- Gross written premiums: €13.8bn (+7.6% vs. 1H12)
 - Good growth in savings and protection activities, in particular in Asia and Latin America
- Technical reserves: +6.1% vs. 1H12
- Revenues: +10.3% vs. 1H12
 - Effect of the rise in gross written premiums and of the favourable trend in the markets
- Operating expenses: +7.8% vs. 1H12
 - Improvement of cost/income ratio (-1.1 pt)
- Associated companies: rise in income from associated companies
 - Reminder: impact of Greek debt in 1Q12 (-€12m)



Investment Solutions Securities Services - 1H13

€m	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	386	381	+1.3%	323	+19.5%	709	721	-1.7%
Operating Expenses and Dep.	-295	-299	-1.3%	-288	+2.4%	-583	-589	-1.0%
Gross Operating Income	91	82	+11.0%	35	n.s.	126	132	-4.5%
Cost of Risk	0	0	n.s.	0	n.s.	0	0	n.s.
Operating Income	91	82	+11.0%	35	n.s.	126	132	-4.5%
Non Operating Items	-1	-1	+0.0%	0	n.s.	-1	1	n.s.
Pre-Tax Income	90	81	+11.1%	35	n.s.	125	133	-6.0%
Cost/Income	76.4%	78.5%	-2.1 pt	89.2%	-12.8 pt	82.2%	81.7%	+0.5 pt
Allocated Equity (€bn)						0.5	0.6	-11.0%

- Revenues: -1.7% vs. 1H12
 - Persistently low interest rate environment partly offset by a rise in transaction volumes (+7.2% vs. 1H12)
- Operating expenses: -1.0% vs. 1H12
 - Good cost control
 - Continued business development, especially in the United States and Asia
- Assets under custody
 - Started extended custody account-keeping for Caisse des Dépôts in 2Q13



Corporate and Investment Banking - 1H13

€m	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	2,104	2,230	-5.7%	2,461	-14.5%	4,565	5,351	-14.7%
Operating Expenses and Dep.	-1,405	-1,407	-0.1%	-1,590	-11.6%	-2,995	-3,308	-9.5%
Gross Operating Income	699	823	-15.1%	871	-19.7%	1,570	2,043	-23.2%
Cost of Risk	-206	-19	n.s.	-80	n.s.	-286	-97	n.s.
Operating Income	493	804	-38.7%	791	-37.7%	1,284	1,946	-34.0%
Associated Companies	3	6	-50.0%	15	-80.0%	18	20	-10.0%
Other Non Operating Items	1	1	+0.0%	0	n.s.	1	3	-66.7%
Pre-Tax Income	497	811	-38.7%	806	-38.3%	1,303	1,969	-33.8%
Cost/Income	66.8%	63.1%	+3.7 pt	64.6%	+2.2 pt	65.6%	61.8%	+3.8 pt
Allocated Equity (€bn)						14.8	17.2	-13.5%

- Revenues: -13.4%* vs. 1H12
 - Advisory and Capital Markets: -13.4%* vs. 1H12
 - Corporate Banking: -13.3%* vs. 1H12, still significant effects of the 2012 adaptation plan
- Operating expenses: -8.0%* vs. 1H12
 - Effects of Simple & Efficient on costs
 - Impact of investments in business development initiatives (Asia, North America, cash management)
- Pre-tax income: -32.8%* vs. 1H12
 - Very low cost of risk in 1H12 which still benefited from write-backs
 - Annualised ROE: about 18% pre-tax

*At constant scope and exchange rates



Corporate and Investment Banking Advisory and Capital Markets - 1H13

€m	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	1,257	1,207	+4.1%	1,682	-25.3%	2,939	3,456	-15.0%
<i>Incl. Equity and Advisory</i>	455	369	+23.3%	395	+15.2%	850	862	-1.4%
<i>Incl. Fixed Income</i>	802	838	-4.3%	1,287	-37.7%	2,089	2,594	-19.5%
Operating Expenses and Dep.	-946	-962	-1.7%	-1,179	-19.8%	-2,125	-2,436	-12.8%
Gross Operating Income	311	245	+26.9%	503	-38.2%	814	1,020	-20.2%
Cost of Risk	-83	-94	-11.7%	-14	n.s.	-97	-57	+70.2%
Operating Income	228	151	+51.0%	489	-53.4%	717	963	-25.5%
Associated Companies	-2	2	n.s.	9	n.s.	7	11	-36.4%
Other Non Operating Items	1	1	+0.0%	0	n.s.	1	3	-66.7%
Pre-Tax Income	227	154	+47.4%	498	-54.4%	725	977	-25.8%
Cost/Income	75.3%	79.7%	-4.4 pt	70.1%	+5.2 pt	72.3%	70.5%	+1.8 pt
Allocated Equity (€bn)						7.3	8.3	-12.6%

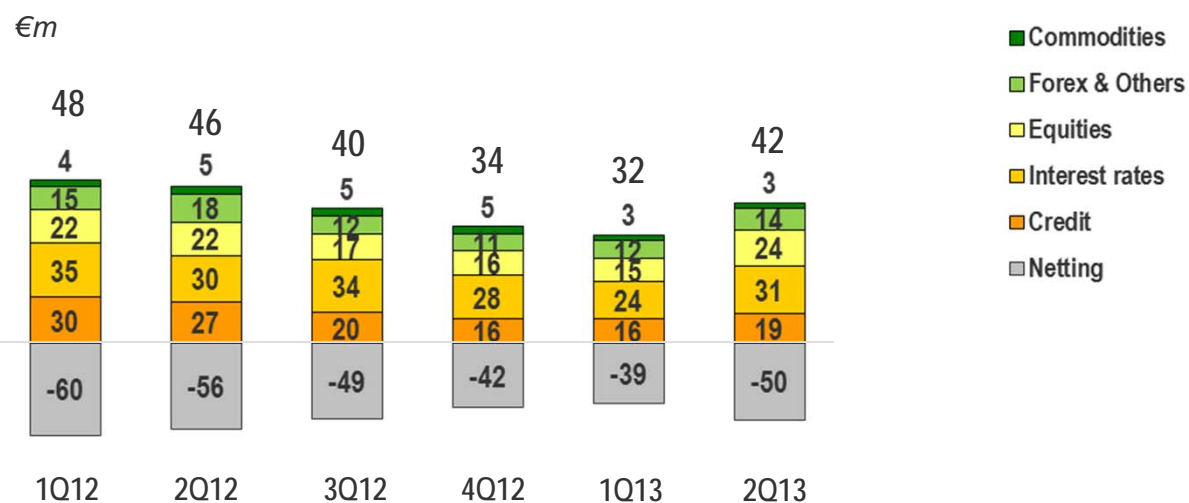
- Revenues: -13.4%* vs. 1H12
 - Fixed Income: effect of renewed periods of tensions in the markets
 - Equities and Advisory: slight decline in revenues, pickup in volumes and investor demand in 2Q13
- Operating expenses: -11.2%* vs. 1H12
- Pre-tax income: -24.1%* vs. 1H12
 - Cost of risk: impact of a one-off in 2Q13
 - Annualised ROE: about 20% pre-tax

*At constant scope and exchange rates



Corporate and Investment Banking Market Risks - 2Q13

Average 99% 1-day Interval VaR



- VaR up compared to the very low level of the past 2 quarters
 - Impact of the rise in business activity and renewed tensions in the markets
 - One day of losses greater than VaR in June due to major market movements following Fed statements



Corporate and Investment Banking

Corporate Banking - 1H13

€m	2Q13	2Q12	2Q13 / 2Q12	1Q13	2Q13/ 1Q13	1H13	1H12	1H13 / 1H12
Revenues	847	1,023	-17.2%	779	+8.7%	1,626	1,895	-14.2%
Operating Expenses and Dep.	-459	-445	+3.1%	-411	+11.7%	-870	-872	-0.2%
Gross Operating Income	388	578	-32.9%	368	+5.4%	756	1,023	-26.1%
Cost of Risk	-123	75	n.s.	-66	+86.4%	-189	-40	n.s.
Operating Income	265	653	-59.4%	302	-12.3%	567	983	-42.3%
Non Operating Items	5	4	+25.0%	6	-16.7%	11	9	+22.2%
Pre-Tax Income	270	657	-58.9%	308	-12.3%	578	992	-41.7%
Cost/Income	54.2%	43.5%	+10.7 pt	52.8%	+1.4 pt	53.5%	46.0%	+7.5 pt
Allocated Equity (€bn)						7.6	8.9	-14.4%

- Revenues: -13.3% vs. 1H12*
 - Effect of the 2012 adaptation plan (12.6% decrease in outstandings vs. 30.06.12)
 - Rise in fees
- Operating expenses: +0.8% vs. 1H12*
 - Significant business development investments in Asia, North America and in cash management
- Pre-tax income: -41.2% vs. 1H12*
 - Cost of risk: comparison base in 1H12 not significant because of substantial write-backs in 2Q12
 - Annualised ROE: about 15% pre-tax

*At constant scope and exchange rates














Corporate and Investment Banking Advisory and Capital Markets - 2Q13

	<p>Republic of Rwanda USD400m 6.625% due May 2023 Debut capital markets transaction; IMF-backed Joint Bookrunner <i>April 2013</i></p>		<p>Republic of Italy EUR6bn 4.750% BTP due Sep 2044 Joint Bookrunner <i>May 2013</i></p>
	<p>India: State Bank of India USD1bn 3.250% due April 2018 Joint Bookrunner <i>April 2013</i></p>		<p>USA: Ford Motor Credit Company LLC USD1bn 1.700% & USD500m FRN due May 2016 Joint Bookrunner <i>May 2013</i></p>
	<p>Malaysia: AirAsia X Berhad USD309m IPO the largest Malaysian IPO in 2013 YTD Joint Bookrunner <i>June 2013</i></p>		<p>Italy: Wind Acquisition Finance S.A. USD550m and EUR150m Senior Secured Notes issuance Sole Lead-Left Bookrunner (Billing & Delivery) <i>April 2013</i></p>
	<p>France: Essilor International SA USD500m seven-tranche USPP Sole Bookrunner & Placement Agent <i>June 2013</i></p>		<p>Belgium: bpost EUR866.4m IPO Joint Global Coordinator & Joint Bookrunner <i>June 2013</i></p>
	<p>UK: Barclays Bank plc USD1bn 7.750% 10NC5 Contingent Capital Notes Joint Bookrunner <i>April 2013</i></p>		<p>France/Hong Kong: Advisor to CMA CGM for the sale of 49% in Terminal Link to China Merchants Holdings, initiating a strategic partnership in operating and developing container terminals on a global basis EUR400m <i>June 2013</i></p>



Corporate and Investment Banking

Corporate Banking - 2Q13

 <p>LIBERTY GLOBAL</p>	<p>US/UK: Acquisition of Virgin Media by Liberty Global USD11.7bn debt package: USD4.7bn credit facilities, USD3.7bn bonds and USD3.3bn bridge with associated cross currency swaps Joint Bookrunner <i>June 2013</i></p>	 	<p>Germany: Open Grid Europe Refinancing Partial refinancing of the acquisition debt of OGE Debt Amount: two bonds for a total of EUR1.5bn placed with large investors Bookrunner <i>June 2013</i></p>
	<p>USA: Cablevision USD2.45bn Revolving Credit Facility / Term Loan A and USD2.35bn Term Loan B Joint Lead Arranger & Joint Bookrunner <i>April 2013</i></p>		<p>Europe, US, Asia: Refinancing of LBC tank terminals Debt Amount: USD350m High Yield and c. USD400m Senior Bank Facilities Mandated Lead Arranger, Underwriter and Bookrunner <i>May 2013</i></p>
	<p>Belgium: Brussels Airport Refinancing Debt Amount: EUR1.15bn Bank Facilities Arranger <i>June 2013</i></p>		<p>Denmark: DFDS (transportation & logistics services) Pan-European cash management mandate: Payments/Collections, Cash Pool, e-Banking <i>2nd quarter 2013</i></p>
	<p>Switzerland/Chile: Casa de Moneda de Chile USD50m SERV covered facility for financing a banknotes production line provided by KBA-NotaSys Switzerland with FX and IRS Hedge. 100% external funding Mandated Lead Arranger and Agent <i>April 2013</i></p>		<p>Europe/Japan: Pioneer Europe (Japan's electronics company) Pan-European cash management mandate: Payments/Collections, Cash Pool, e-Banking <i>2nd quarter 2013</i></p>
	<p>Russia: Gazprom Neft EUR750m 5 year bond (+ partial cross-currency) and USD1bn 3&5 year club term & revolving facilities Joint Bookrunner & Mandated Lead Arranger <i>April 2013</i></p>		<p>Germany: Hella (automotive components) Pan-European cash management mandate: Payments factory, Cash Pool Main Bank in 2 countries <i>2nd quarter 2013</i></p>



Corporate and Investment Banking Rankings and Awards - 2Q13

● Advisory and Capital Markets: recognised global franchises

- #1 All Corporate Bonds in EUR and #3 High Yield Corporate non-USD (*IFR Thomson Reuters*) – 1H13
- #8 All International Bonds all currencies, #3 All Bonds in EUR, #10 All International Bonds in USD and #3 Dimsum Bonds (Offshore RMB) (*IFR Thomson Reuters*) – 1H13
- #1 bookrunner EMEA Equity-Linked by number of deals and #4 by volume (*Dealogic*) – 1H13
- Exane BNP Paribas: #4 for equity sectors research in Europe and 19 sectors in the Top 5 (*2013 Thomson Reuters Extel*)
- #10 in EMEA for M&A (completed deals) (*IFR Thomson Reuters*) – 1H13
- #2 China Overall and #1 Options – Asia ex-Japan (*Euromoney FX Survey 2013*)
- “Best Wholesale bank for technology innovation” (*Euromoney Global Awards 2013*)
- “Overall Best Regional Commodities Derivatives, Overall Best Regional Commodities Research, Overall Best Regional Commodities Sales” (*Asiamoney Awards 2013*)

● Corporate Banking: confirmed leadership in all the business units

- #1 Bookrunner in EMEA Syndicated Loans by volume and number of deals (*Dealogic*) – 1H13
- #2 Financial Advisor for Power & Renewables, *Infrastructure Journal*
- #3 Mandated lead arranger of Trade Flow Business (*Dealogic*) – 1H13
- #4 Bookrunner for U.S. Automotive syndicated loans (*Thomson Reuters*) – 1H13
- “Best Project Finance House in Western Europe” (*Euromoney Award 2013*)
- “Best Trade Bank in Oil and Energy” (*Trade & Forfaiting Review Award 2013*)



Corporate Centre - 2Q13

€m	2Q13	2Q12	1Q13	1H13	1H12
Revenues	39	218	-63	-24	-653
Operating Expenses and Dep. <i>incl. restructuring and transformation costs</i>	-172 -74	-152 -104	-273 -155	-445 -229	-332 -169
Gross Operating income	-133	66	-336	-469	-985
Cost of Risk	18	2	4	22	-27
Operating Income	-115	68	-332	-447	-1,012
Share of earnings of associates	-22	31	-65	-87	107
Other non operating items	-6	-48	9	3	1,628
Pre-Tax Income	-143	51	-388	-531	723

- 2Q13 revenues

- Own credit adjustment* and Debit Value Adjustment (DVA): -€68m (+€286m in 2Q12)
- Sale of Royal Park Investments assets: €218m
- Impact of the surplus deposits placed with Central Banks partly offset this quarter by dividends from investments

- Operating expenses

- Simple & Efficient transformation costs: -€74m

- Other items

- Exchange difference due to the sale of BNP Paribas Egypt: -€30m
- 2Q12 reminder: impairment of the goodwill on Laser Netherlands (-€27m)

* Fair value takes into account any changes in value attributable to issuer risk relating to the BNP Paribas Group. For most amounts concerned, fair value is the replacement value of each instrument, which is calculated by discounting the instrument's cash flows using a discount rate corresponding to that of a similar debt instrument that might be issued by the BNP Paribas Group at the closing date.



Group Results

Division Results

2014-2016 Business Development Plan Preparation

1H13 Detailed Results

Appendix



Number of Shares, Earnings and Book Value per Share

> Number of Shares and Book Value per Share

<i>in millions</i>	30-Jun-13	31-Dec-12*
Number of Shares (end of period)	1,244	1,242
Number of Shares excluding Treasury Shares (end of period)	1,242	1,239
Average number of Shares outstanding excluding Treasury Shares	1,241	1,215
Book value per share (a)	63.5	63.1
<i>of which net assets non revaluated per share (a)</i>	<i>61.6</i>	<i>60.5</i>

(a) Excluding undated super subordinated notes

> Earnings per Share

<i>in euros</i>	1H13	1H12*
Net Earnings Per Share (EPS)	2.59	3.84

> Equity

<i>€bn</i>	30-Jun-13	31-Dec-12*
Shareholders' equity Group share, not revaluated (a)	75.5	73.0
Valuation Reserve	2.3	3.2
Return on Equity	7.7%	8.9%
Total Capital Ratio (b)	15.2%	15.6%
Tier 1 Ratio (b)	13.6%	13.6%
Common equity Tier 1 ratio (b)	12.2%	11.8%

(a) Excluding undated super subordinated notes and after estimated distribution

(b) On Basel 2.5 (CRD3) risk-weighted assets of €563bn as at 30.06.13 and €552bn as at 31.12.12

* Restated following application of the IAS 19 amendment



A Solid Financial Structure

> Doubtful loans/gross outstandings

	30-Jun-13	31-Dec-12
Doubtful loans (a) / Loans (b)	4.5%	4.6%
(a) Doubtful loans to customers and credit institutions excluding repos, netted of guarantees		
(b) Gross outstanding loans to customers and credit institutions excluding repos		

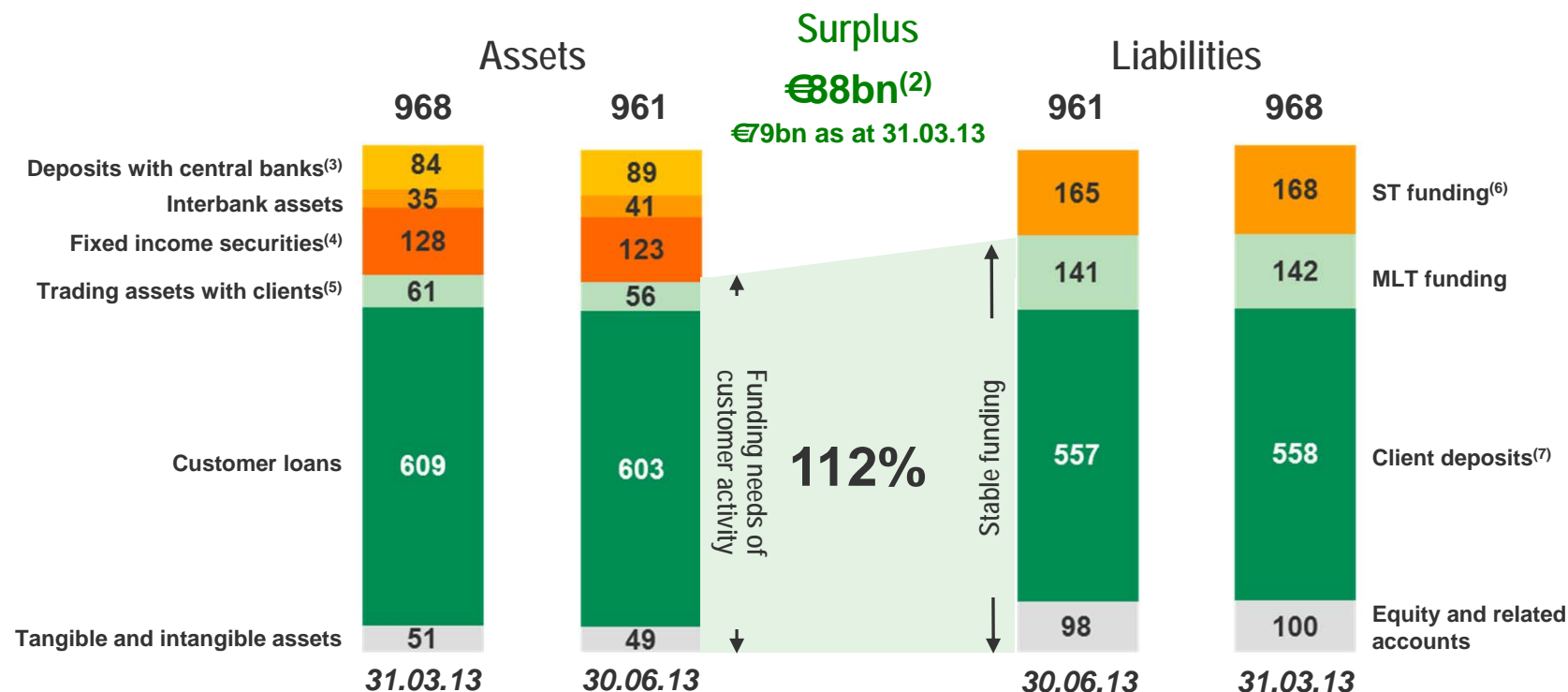
> Coverage ratio

<i>€bn</i>	30-Jun-13	31-Dec-12
Doubtful loans (a)	33.4	33.2
Allowance for loan losses (b)	27.8	27.6
Coverage ratio	83%	83%
(a) Gross doubtful loans, balance sheet and off-balance sheet, netted of guarantees and collaterals		
(b) Specific and on a portfolio basis		



All Currencies Cash Balance Sheet

> Global Cash Balance Sheet⁽¹⁾ (€bn, banking prudential scope)



€88bn surplus of stable funding

⁽¹⁾ Balance sheet with netted amounts for derivatives, repos, securities lending/borrowing and payables/receivables; ⁽²⁾ o/w USD61bn;

⁽³⁾ Including term deposits at central banks previously included in interbank assets in the cash balance sheet; ⁽⁴⁾ Including HQLA;

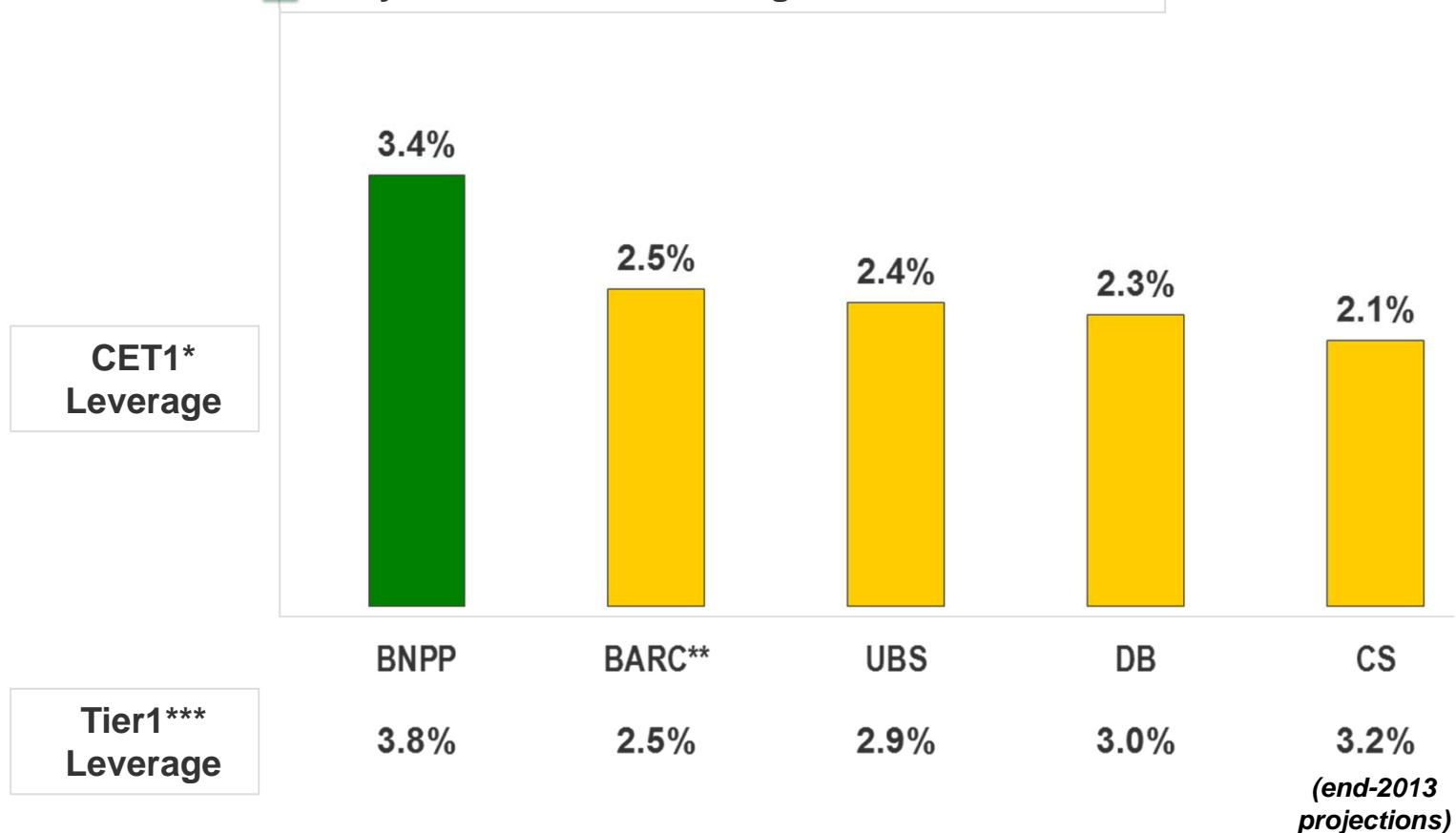
⁽⁵⁾ With netted amounts for derivatives, repos and payables/receivables; ⁽⁶⁾ Including LTRO;

⁽⁷⁾ o/w MLT funding placed in the networks: €45bn at 30.06.13 and €46bn at 31.03.13



Basel 3 Leverage Ratio

> Fully loaded Basel 3 leverage ratio as at 30.06.13



* Calculated on the basis of disclosed data; CRD4 or Swiss rule; ** Before £5.8bn rights issue announced on 30 July 2013;

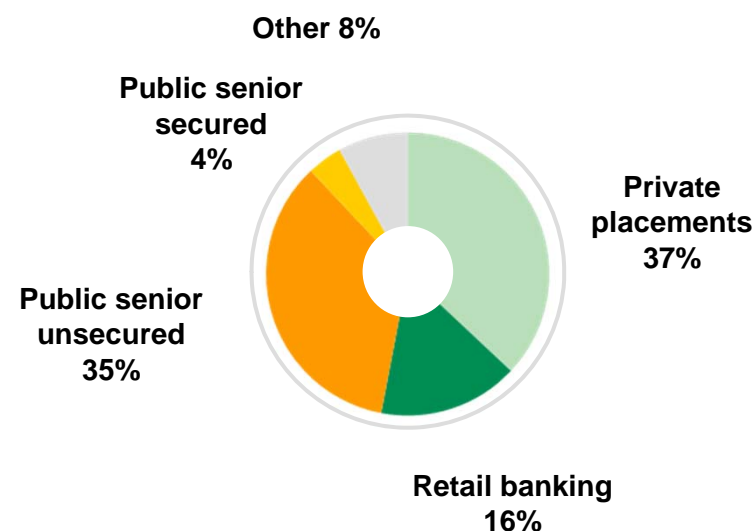
*** As published in 2Q13; for Credit Suisse, end-2013 projections (2.7% at 30.06.13)



Medium/Long-Term Funding

- 2013 MLT programme: €30bn
- €25bn realised* at the end of June 2013
 - Maturity of 5.6 years
 - Mid-swap +73 bp on average

> 2013 MLT funding structure - €25bn - breakdown by source



2013 MLT funding programme practically completed, at competitive conditions

** Including issues at the end of 2012 on top of the €34bn completed under the 2012 programme*



Sovereign Debt Exposure in the Banking Book as at 30 June 2013

Sovereign exposures (€bn)*	31.12.2012	30.06.2013	Change vs. 31.12.2012	30.06.2013 Group Share
Programme countries				
Cyprus	0.0	0.0		0.0
Greece	0.0	0.0		0.0
Ireland	0.2	0.7		0.7
Portugal	0.6	0.7		0.5
Total programme countries	0.8	1.4	79.9%	1.2
Germany	0.5	1.7		1.6
Austria	0.1	0.5		0.4
Belgium	16.1	15.7		11.6
Spain	0.4	1.9		1.8
Estonia	0.0	0.0		0.0
Finland	0.3	0.2		0.1
France	9.9	10.4		10.0
Italy	11.6	11.6		11.3
Luxembourg	0.0	0.1		0.1
Malta	0.0	0.0		0.0
Netherlands	3.2	3.4		2.6
Slovakia	0.0	0.0		0.0
Slovenia	0.0	0.0		0.0
Other euro zone countries	42.1	45.5	8.1%	39.5
Total euro zone	42.9	46.9	9.4%	40.7
Other EEA countries	3.0	2.7	-10.0%	2.4
Rest of the world	19.2	19.0	-1.0%	18.4
Total	65.1	68.6	5.4%	61.5

* After impairment, excluding revaluations and accrued coupons



Cost of Risk on Outstandings (1/2)

> **Cost of risk** *Net provisions/Customer loans (in annualised bp)*

	2010	2011	1Q12	2Q12	3Q12	4Q12	2012	1Q13	2Q13
Domestic Markets*									
Loan outstandings as of the beg. of the quarter (€bn)	322.6	337.1	347.6	349.7	352.6	345.6	348.9	344.2	341.7
Cost of risk (€m)	1,775	1,405	364	381	358	470	1,573	423	465
Cost of risk (in annualised bp)	55	42	42	44	41	54	45	49	54
FRB*									
Loan outstandings as of the beg. of the quarter (€bn)	137.8	144.9	149.9	152.0	154.0	148.3	151.1	148.0	146.8
Cost of risk (€m)	482	315	84	85	66	80	315	80	88
Cost of risk (in annualised bp)	35	22	22	22	17	22	21	22	24
BNL bc*									
Loan outstandings as of the beg. of the quarter (€bn)	76.3	81.1	82.9	82.3	83.1	82.4	82.7	81.5	80.6
Cost of risk (€m)	817	795	219	230	229	283	961	296	295
Cost of risk (in annualised bp)	107	98	106	112	110	137	116	145	146
BRB*									
Loan outstandings as of the beg. of the quarter (€bn)	75.6	79.2	84.3	85.8	86.1	85.5	85.4	87.0	87.1
Cost of risk (€m)	195	137	37	41	28	51	157	21	43
Cost of risk (in annualised bp)	26	17	18	19	13	24	18	10	20

*With Private Banking at 100%



Cost of Risk on Outstandings (2/2)

> Cost of risk *Net provisions/Customer loans (in annualised bp)*

	2010	2011	1Q12	2Q12	3Q12	4Q12	2012	1Q13	2Q13
BancWest									
Loan outstandings as of the beg. of the quarter (€bn)	38.9	37.1	40.4	39.6	42.1	41.9	41.0	41.2	42.4
Cost of risk (€m)	465	256	46	32	34	33	145	26	12
Cost of risk (in annualised bp)	119	69	46	32	32	31	35	25	11
Europe-Mediterranean									
Loan outstandings as of the beg. of the quarter (€bn)	23.7	23.2	24.0	24.3	25.4	25.0	24.7	24.7	25.4
Cost of risk (€m)	346	268	90	45	66	89	290	71	53
Cost of risk (in annualised bp)	146	115	150	74	104	142	117	115	83
Personal Finance									
Loan outstandings as of the beg. of the quarter (€bn)	84.5	89.5	90.5	90.0	89.8	88.8	89.8	88.1	87.0
Cost of risk (€m)	1,913	1,639	327	374	364	432	1,497	377	378
Cost of risk (in annualised bp)	226	183	145	166	162	195	167	171	174
CIB - Corporate Banking									
Loan outstandings as of the beg. of the quarter (€bn)	160.0	153.2	137.7	123.9	116.4	106.8	121.2	102.8	103.2
Cost of risk (€m)	48	96	115	-75	173	219	432	66	123
Cost of risk (in annualised bp)	3	6	33	-24	59	82	36	26	48
Group*									
Loan outstandings as of the beg. of the quarter (€bn)	665.4	690.9	692.4	682.4	683.2	661.6	679.9	654.9	654.8
Cost of risk (€m)	4,802	6,797	945	853	944	1,199	3,941	978	1,109
Cost of risk (in annualised bp)	72	98	55	50	55	72	58	60	68

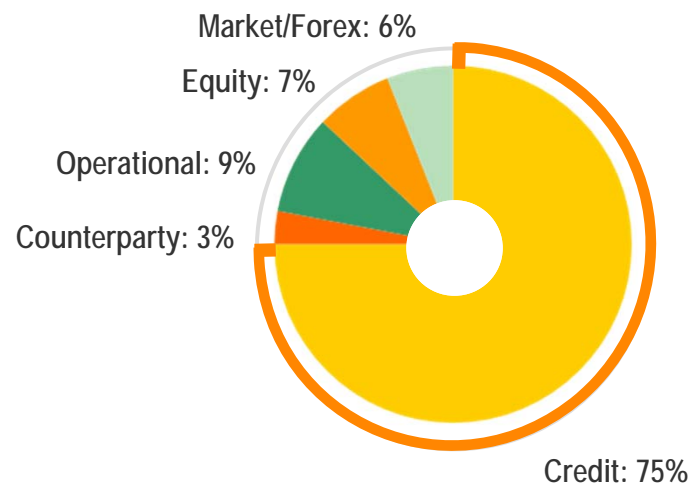
*Including cost of risk of market activities, Investment Solutions and Corporate Centre



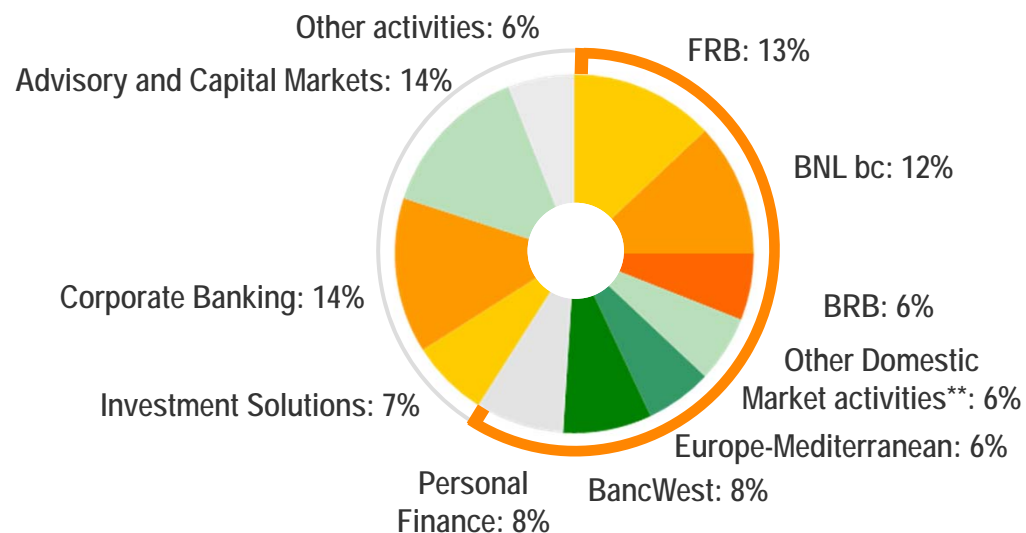
Basel 2.5* Risk-Weighted Assets

- Basel 2.5* Risk-Weighted Assets: €563bn (-€15bn vs. 31.03.13)
 - Effect in particular of the sale of BNP Paribas Egypt and the decrease in risk-weighted assets regarding credit risk

➤ **Basel 2.5* risk-weighted assets by type of risk as at 30.06.2013**



➤ **Basel 2.5* risk-weighted assets by business as at 30.06.2013**

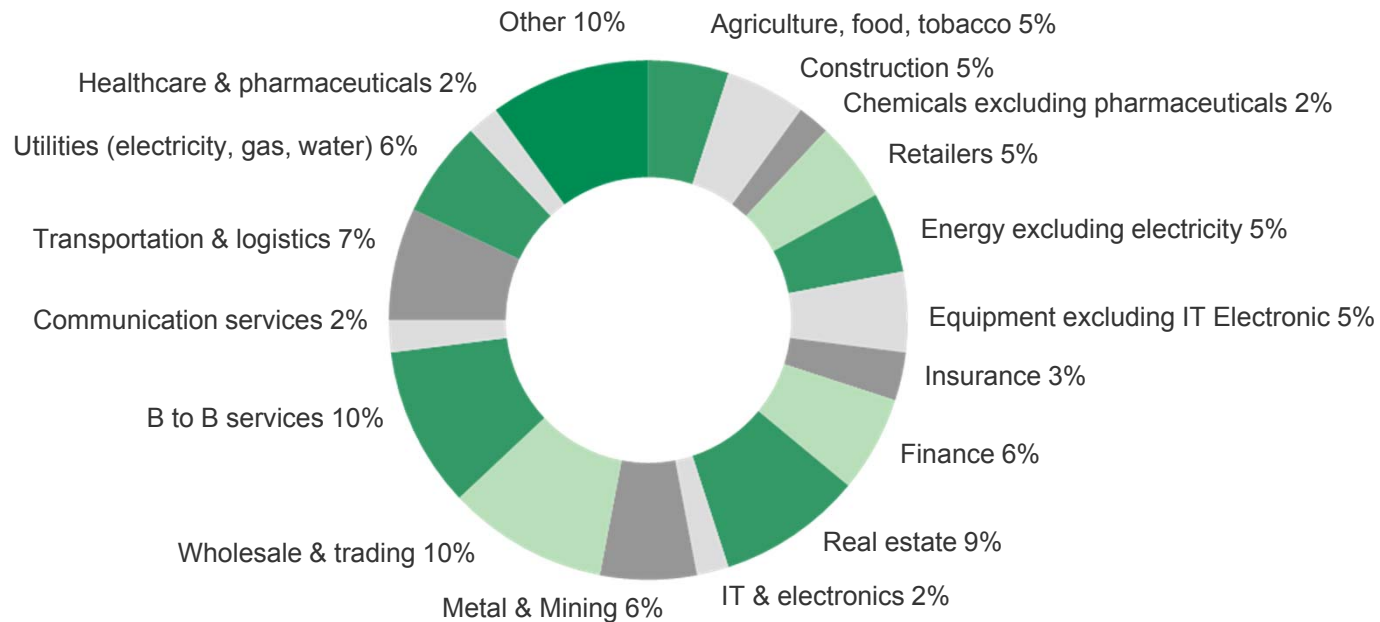


➤ **Retail Banking: 59%**

* CRD3; ** Including Luxembourg



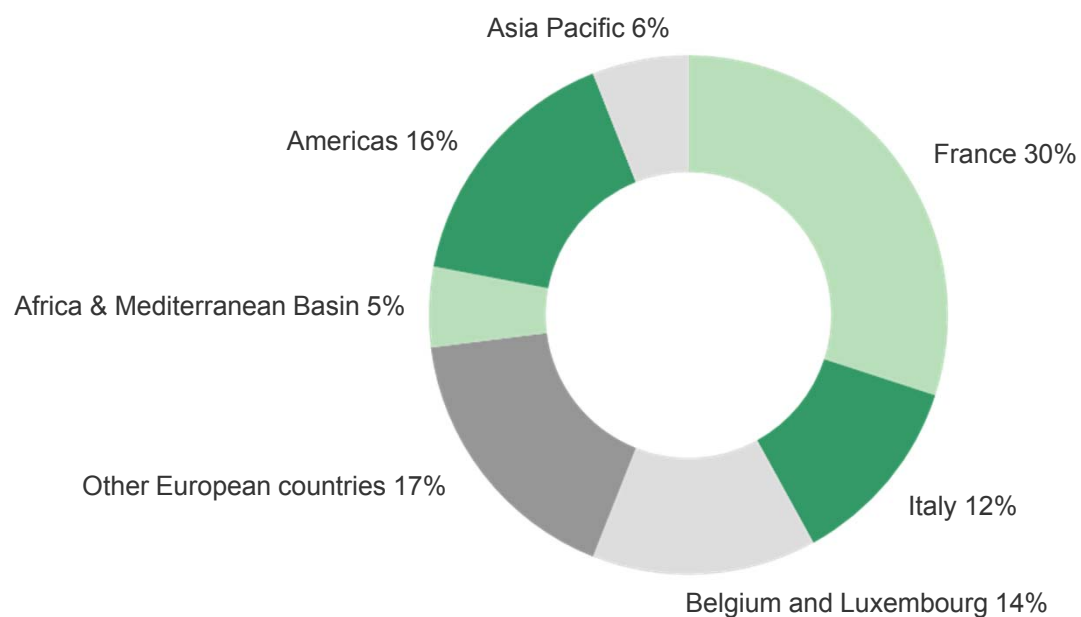
Breakdown of Commitments by Industry (Corporate Asset Class)



**Total gross commitments on and off-balance sheet,
unweighted (corporate asset class) = €512bn as at 30.06.2013**



Breakdown of Commitments by Region



**Total gross commitments on and off-balance sheet,
unweighted = €1,157bn as at 30.06.2013**

