



BNP PARIBAS | The bank for a changing world

Third Quarter 2010 Results

4 November 2010

Disclaimer

Figures included in this presentation are unaudited. On 19 April 2010, BNP Paribas issued a restatement of its divisional results for 2009 reflecting the breakdown of BNP Paribas Fortis businesses across the Group's different business units and operating divisions, transfers of businesses between business units and an increase in the equity allocation from 6 to 7% of risk-weighted assets. Similarly, in this presentation, data pertaining to 2009 results and volumes has been represented as though the transactions had occurred as at 1st January 2009, BNP Paribas Fortis' contribution being effective only as from 12 May 2009, the date when it was first consolidated. To calculate the "at constant scope" variation rate between 2010 and 2009, BNP Paribas Fortis' pro forma data for 2009 was added to this period's legacy data and the sum was compared to 2010 data.

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Group Summary

Summary by Division

Conclusion

Detailed Results

Key 3Q10 Messages

Despite a risk averse environment, sustained activity driven by the Group's active role in financing the real economy

**Revenues
€10.9bn**

Confirmed reduction in cost of risk

**Cost of risk
€1.2bn**

Strong profit generation capacity

**Net income
€1.9bn**

Continuing organic improvement in solvency

**Common equity Tier 1: 9.0%
Tier 1: 11.2%**

ROE: 13.2%* for 9M10



Consolidated Group 3Q10

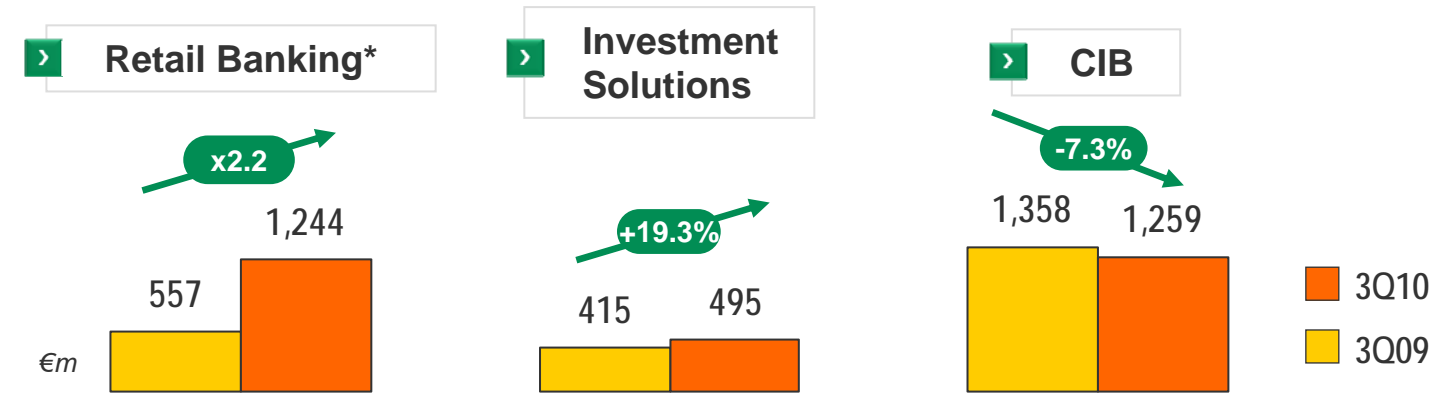
	> 3Q10	> 3Q10 vs. 3Q09	> 3Q10 vs. 2Q10
● Revenues	€10,856m	+1.8%	-2.8%
<i>O/w operating divisions</i>	€10,298m	-1.6%	+1.5%
● Operating expenses	-€6,620m	+9.7%	+3.2%
<i>O/w operating divisions</i>	-€6,209m	+6.5%	+1.3%
● Gross operating income	€4,236m	-8.4%	-11.0%
● Cost of risk	-€1,222m	-46.9%	+13.0%
● Pre-tax income	€3,151m	+28.9%	-14.3%
● Net income attributable to equity holders	€1,905m	+46.0%	-9.5%



Effectiveness of the business model demonstrated once again



Pre-Tax Income of the Operating Divisions in 3Q10



- Excellent integration of Fortis confirming the Group's know-how
- Retail Banking*: strong growth for BDDF, BeLux RB, Personal Finance and Equipment Solutions; return to profit for BancWest and break even for Europe-Mediterranean confirmed
- Investment Solutions: good growth for Insurance and WAM, rebound in Securities Services
- CIB: sustained activity in financing businesses and resilience of market activities
Very good relative performance and stable earnings

> Rebalancing of the contribution of the divisions due to rebound of results in retail banking

**Including 2/3 of Private Banking in France (excl. PEL/CEL effects), in Italy and Belgium*



BNP Paribas Fortis

Implementation of the Industrial Plan

● CIB

- Europe: optimised coordination between CTBE and domestic markets; cross-selling with Corporate & Public Banking Belgium
- United States and Asia: target operational set-up implemented

● Investment Solutions

- Asset Management: restructuring of funds portfolio 25% completed, transfer of the former FIM funds depository bank business to BP2S completed
- Wealth Management: IT migration in Asia completed
- Securities Services: transfer of the former FIM funds' assets under BGL BNPP's custody completed

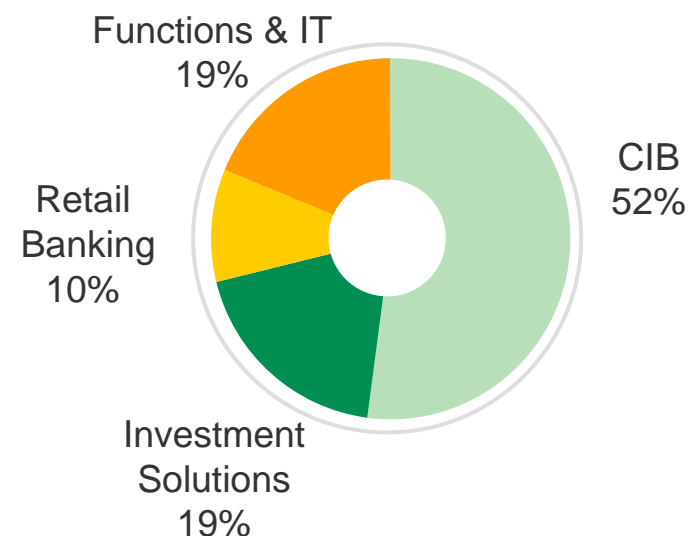
● Retail Banking

- Belgium and Luxembourg: rebranding almost completed, branch renovation programme well advanced; CPBB, cash management & factoring: commercial set-up fully in place
- France, Italy and Poland: integration in progress

● Turkey

- Regulatory approval for the TEB – Fortis Turkey merger obtained

Breakdown by booked cost synergy contributors



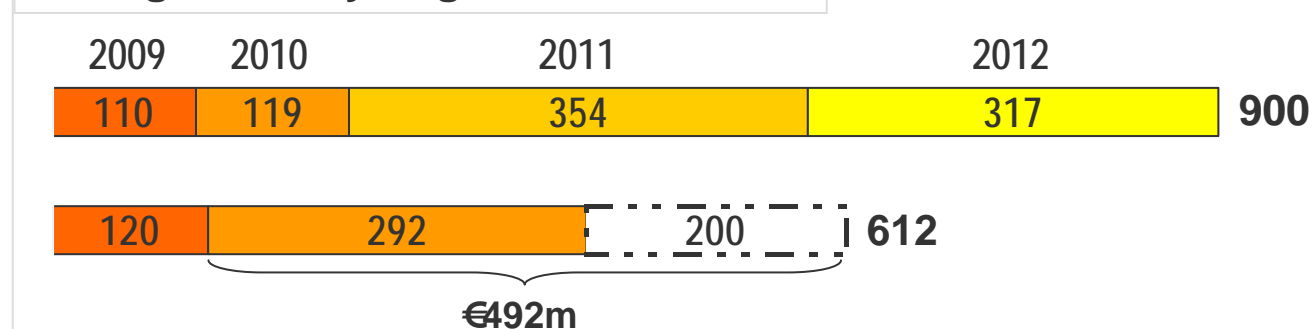
A wide-ranging industrial plan swiftly implemented



BNP Paribas Fortis Synergies

- Plan 1 December 2009: €900m
- Synergies implemented: €612m

Progress of synergies



■ 2009 financial statements

■ 2010 financial statements

■ 2011 financial statements

■ 2012 financial statements

▤ Full year effect of the synergies implemented

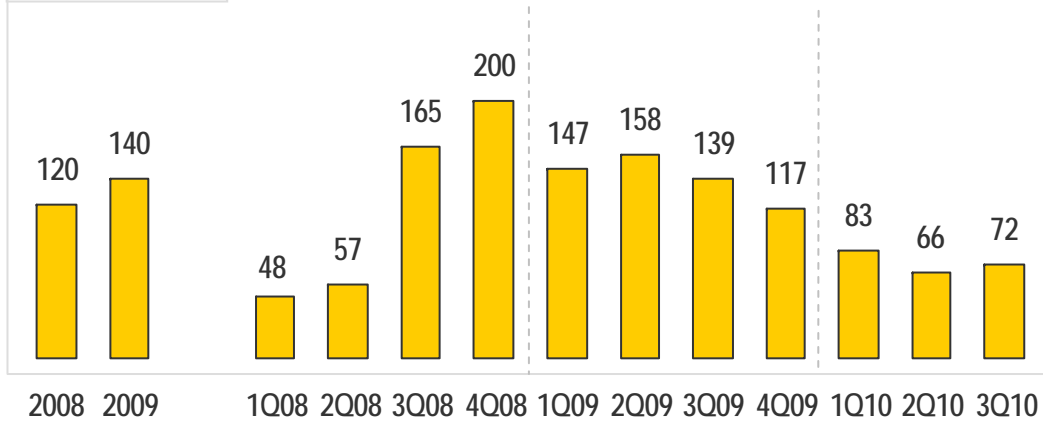
> **Synergies ahead of the announced schedule**



Cost of Risk Trend by Business Unit (1/3)

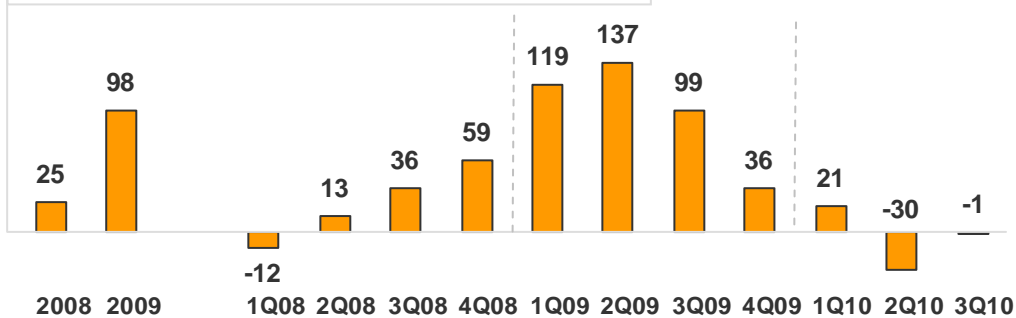
Net provisions/Customer loans (in annualised bp)

Group



- €1,078m decrease vs. 3Q09 (-46.9%)
- Stabilised vs. 2Q10 excl. CIB (provision write-backs in 2Q10)

CIB Financing Businesses



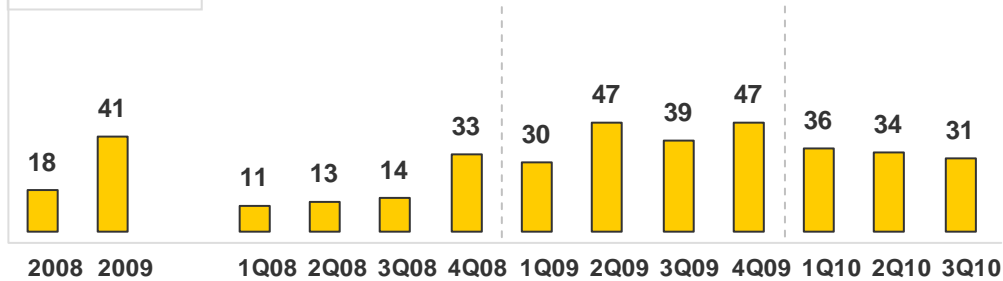
- Cost of risk: €3m provision write-back
 - -€428m vs. 3Q09
 - +€115m vs. 2Q10
- Very low since beginning of 2010



Cost of Risk Trend by Business Unit (2/3)

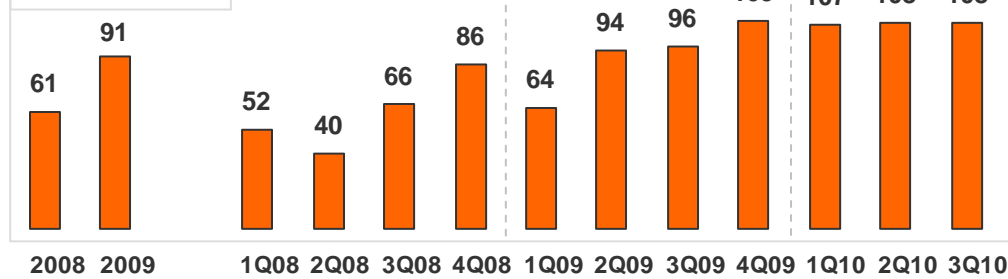
Net provisions/Customer loans (in annualised bp)

FRB



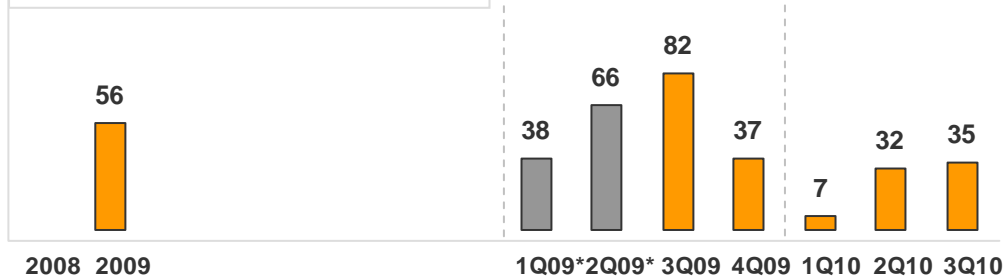
- Cost of risk: €107m
 - -€21m vs. 3Q09
 - -€9m vs. 2Q10
- Start of decline

BNL bc



- Cost of risk: €209m
 - +€24m vs. 3Q09
 - +€4m vs. 2Q10
- Currently stabilising

BeLux Retail Banking



- Cost of risk: €71m
 - -€97m vs. 3Q09
 - +€5m vs. 2Q10
- Moderate level confirmed

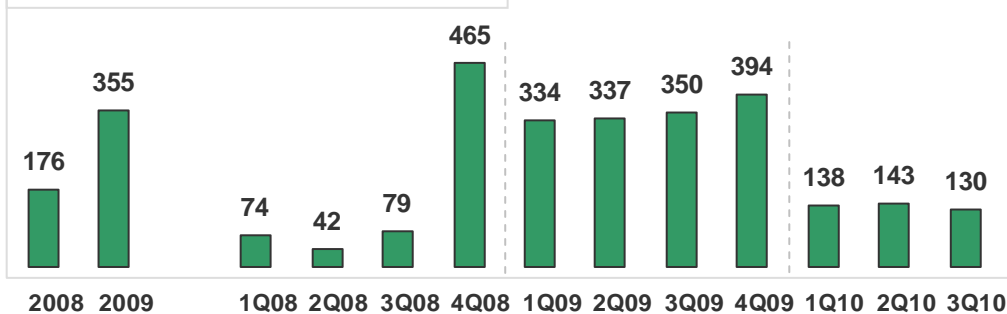
*Pro forma



Cost of Risk Trend by Business Unit (3/3)

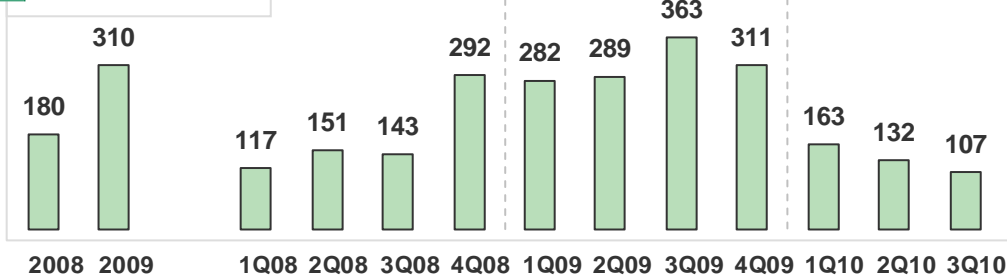
Net provisions/Customer loans (in annualised bp)

> Europe-Mediterranean



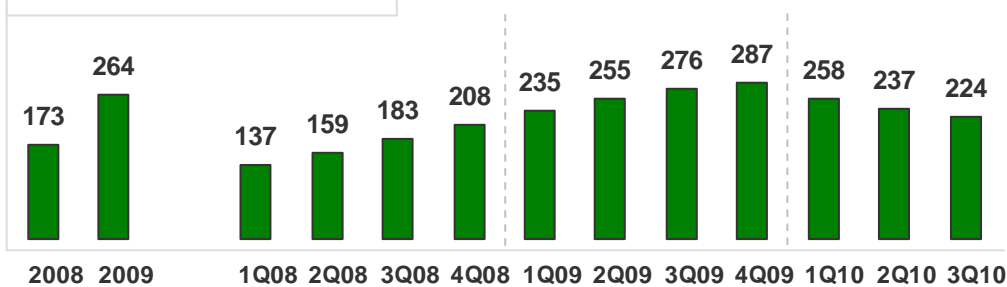
- Cost of risk: €89m
 - -€145m vs. 3Q09
 - -€3m vs. 2Q10
- Stabilised in Ukraine
- Cost of risk very low this quarter in the other countries

> BancWest



- Cost of risk: €113m
 - -€229m vs. 3Q09
 - -€14m vs. 2Q10
- Ongoing portfolio quality improvement

> Personal Finance



- Cost of risk: €469m
 - -€44m vs. 3Q09 despite a €40m Findomestic scope effect
 - -€19m vs. 2Q10
- Declining trend in the cost of risk confirmed



Consolidated Group 9M10

	> 9M10	> 9M10 vs. 9M09	> 9M10 vs. 9M09 <i>At constant scope and exchange rates Excl. Restructuring costs</i>
● Revenues	€33,560m	+11.4%	-0.3%
● Operating expenses	-€19,630m	+14.1%	-1.0%
● Gross operating income	€13,930m	+7.7%	+0.8%
● Cost of risk	-€3,640m	-43.7%	-52.3%
● Pre-tax income	€10,667m	+54.5%	<i>n.s.</i>
● Net income attributable to equity holders	€6,293m	+40.9%	<i>n.s.</i>
● Annualised ROE	13.2%		
● EPS	€5.12		

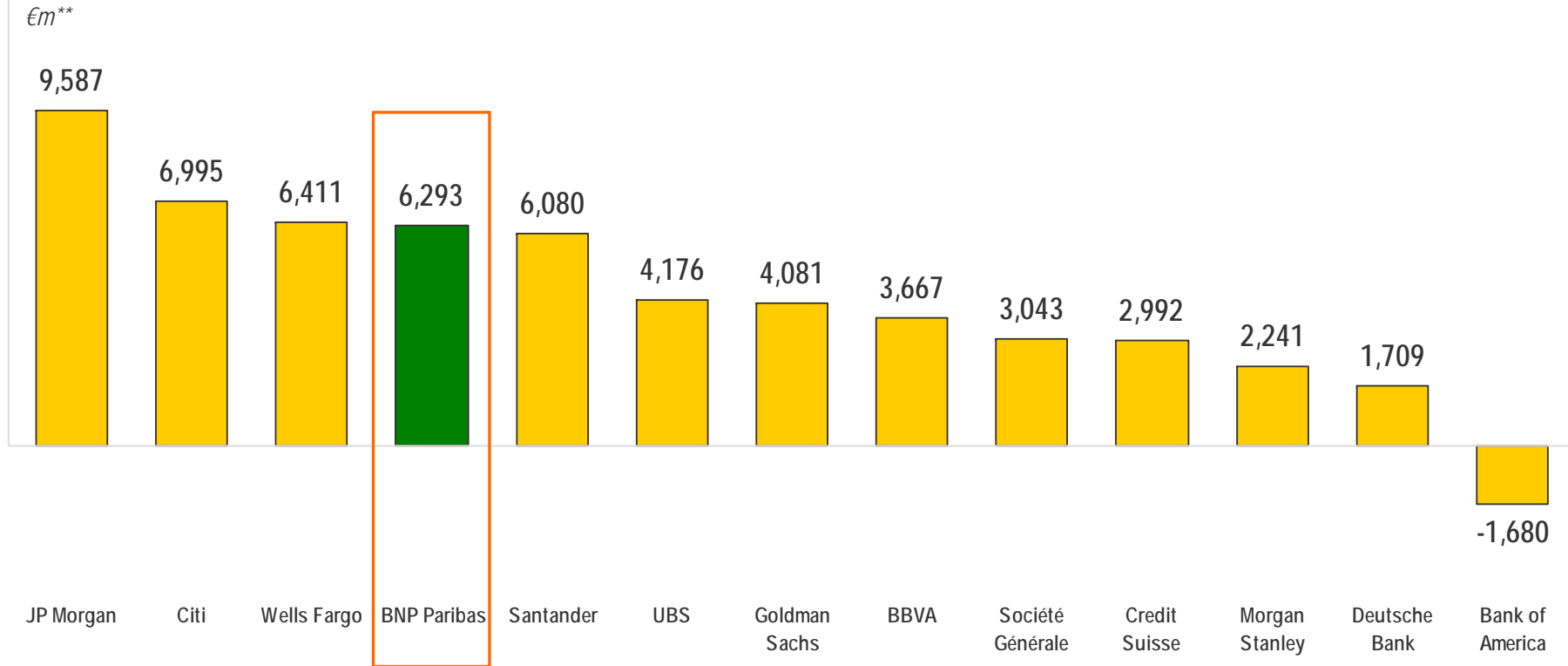


Strong cash flow generation capacity ensuring the strength of the Group



9M10: Net Income Benchmark

Net income attributable to equity holders*

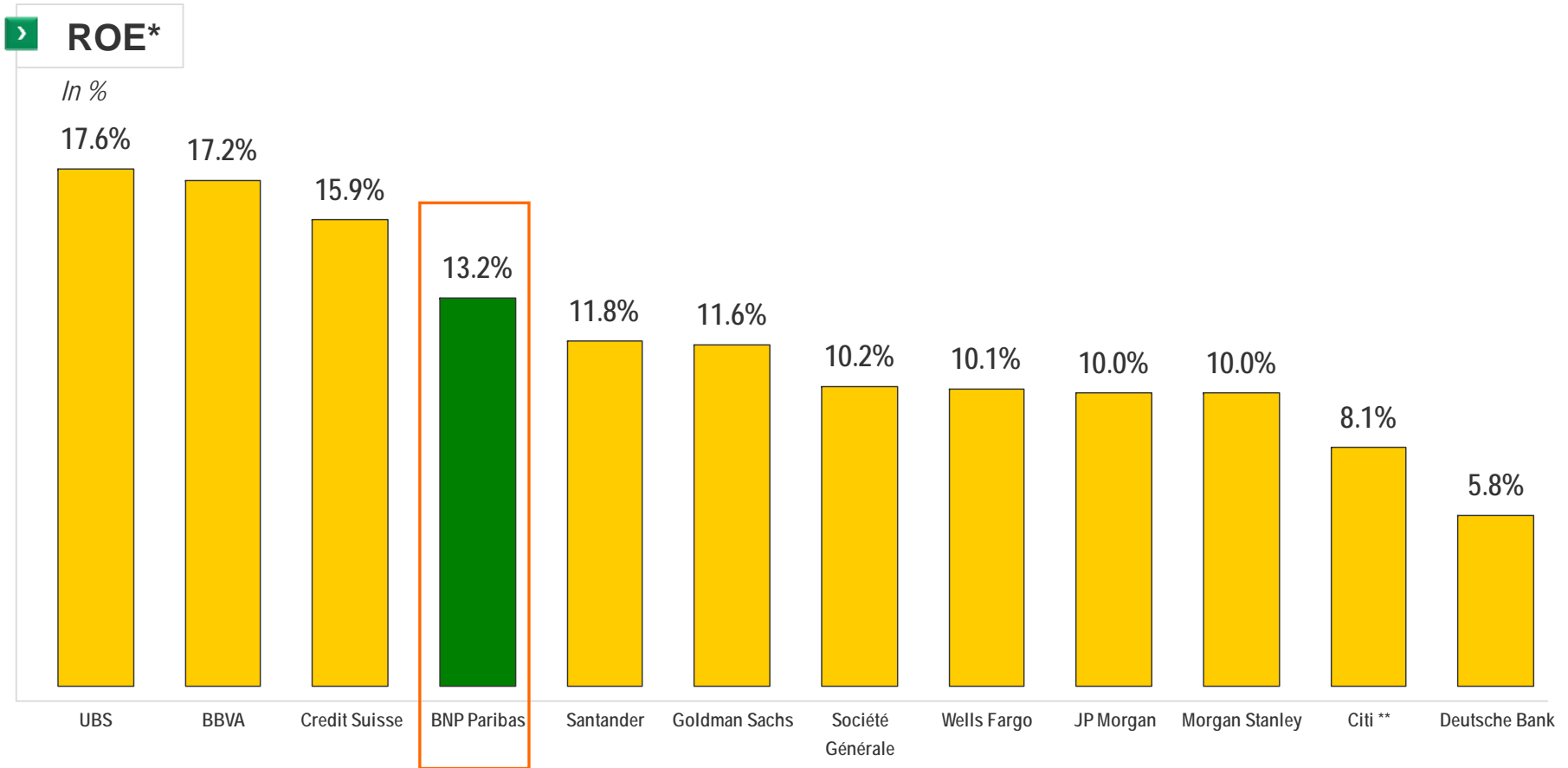


Leading position confirmed

Source: banks; *Excl. banks not publishing quarterly results; **Average exchange rate over 9M10



9M10: ROE Benchmark



> Strong profitability

Source: banks; *Excl. banks not publishing quarterly results; **Calculated percentage





Group Summary

Summary by Division

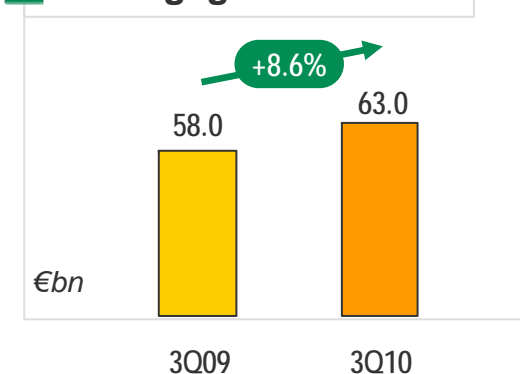
Conclusion

Detailed Results

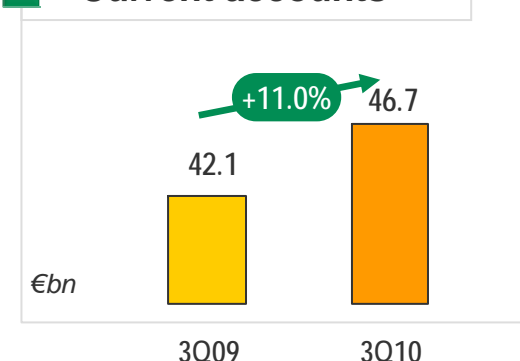
French Retail Banking

- Sustained business volumes
 - Loans: +3.3% vs. 3Q09, continuing sharp growth in mortgages (+8.6%) in a low interest rate environment and a vigorous real estate market
 - Deposits: +4.7% vs. 3Q09, strong increase in current accounts (+11.0%) and savings accounts (+3.4%)
- Tailored service offering:
 - Online Branch: 7,000 new account applications at 20 October; the first year target of 8,000 will be beaten
 - Small Business Centres: 27 opened at the end of September; a 2 year target of 60
- Revenues*: €1,709m (+3.0% vs. 3Q09)
- Operating expenses*: €1,163m (+2.0% vs. 3Q09)
- Pre-tax income**: €412m (+12.6% vs. 3Q09)

> Mortgages



> Current accounts



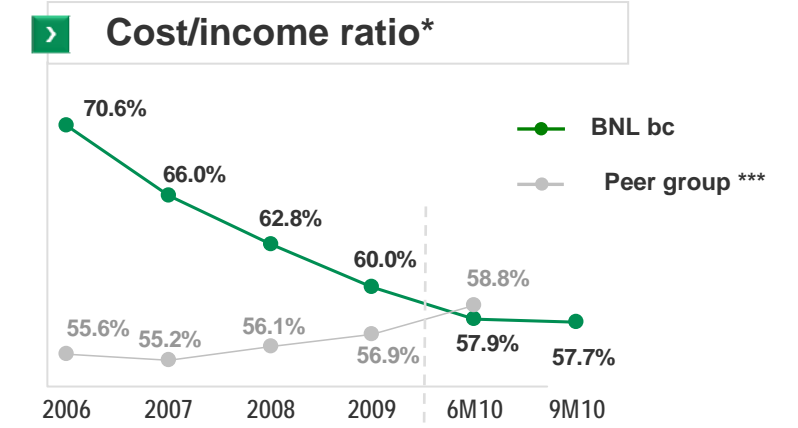
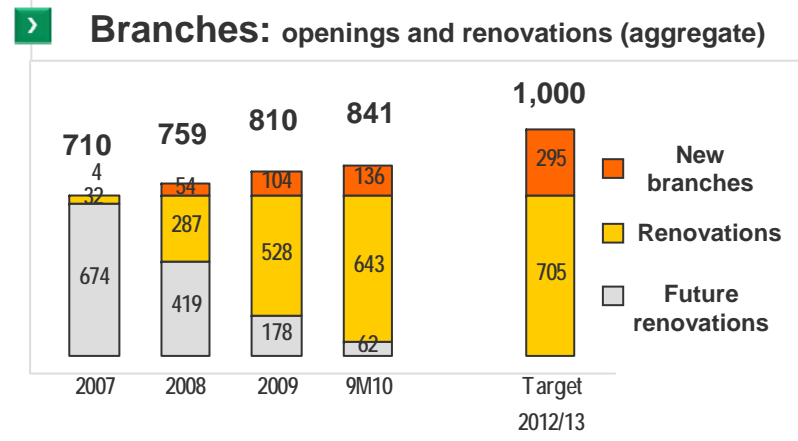
> Continued development and vigorous growth in earnings

*Including 100% of French Private Banking, excl. PEL/CEL effects; **Including 2/3 of FPB, excl. PEL/CEL effects



BNL banca commerciale

- Revenues*: €765m (+0.7% vs. 3Q09)
 - Deposits: +1.5% vs. 3Q09, growth in current accounts
 - Loans: -0.6% vs. 3Q09, strong increase in corporate investment loans (+5.8% vs. 3Q09)
 - Life insurance and mutual funds: positive net inflows
- Operating expenses*: -0.9% vs. 3Q09
 - 32 new branches opened during 9M10
 - Impact of additional synergies from the integration of Banca UCB and Fortis Italia
- Ongoing improvement in cost/income ratio*
- Pre-tax income**: €115m (-11.5% vs. 3Q09)



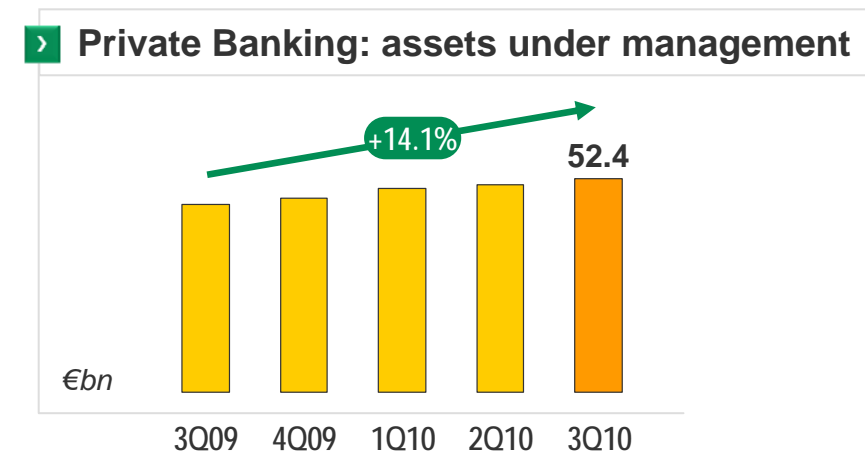
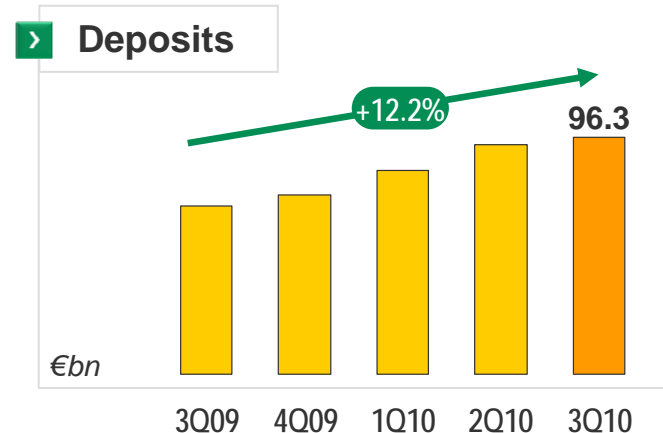
Ongoing improvement in operating efficiency

*Including 100% of Italian Private Banking; **Including 2/3 of Italian Private Banking; ***Italian retail banking network: Unicredito, Intesa, MPS, Banco Popolare, UBI Banca



BeLux Retail Banking

- Good sales and marketing dynamics
 - Loans: +2.0% vs. 3Q09 driven by strong mortgage growth (+10.7% vs. 3Q09) and small business loans (+3.8% vs. 3Q09)
 - Deposits: +12.2% vs. 3Q09, especially good asset inflows for current accounts (+12.9% vs. 3Q09)
 - Private Banking assets under management: +14.1% vs. 3Q09 (good net inflows and impact of the JV with the retail network)
 - Increase in cross-selling with corporate and public sector customers
- Revenues: €837m*, (+3.3% vs. 3Q09)
 - Growth in volumes
- Operating expenses: +2.3%* vs. 3Q09
 - Renovation of the branch network
 - 7 Private Banking centres opened
- Pre-tax income: €178m**, x 2.7 vs. 3Q09



> Franchise restored, sharp rise in income

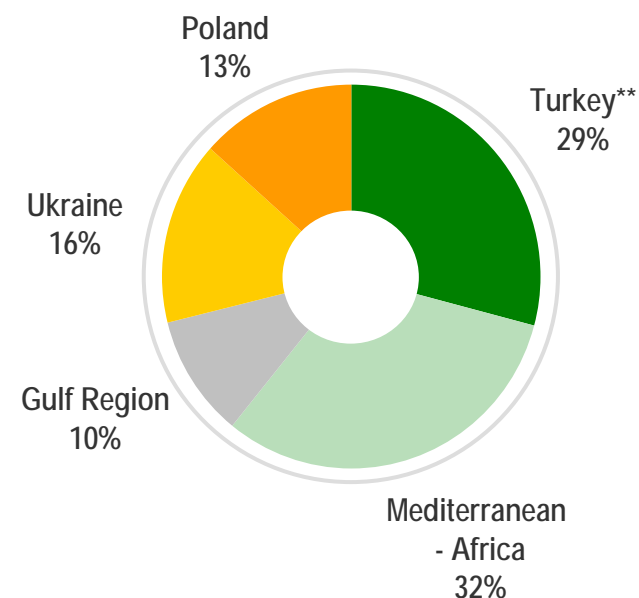
*Including 100% of Belgian Private Banking; **Including 2/3 of Belgian Private Banking



Europe-Mediterranean

- Good sales and marketing dynamics
 - Good growth in outstanding loans excl. Ukraine: +5.7%* vs. 3Q09, particularly in Turkey
 - Continuing restructuring in Ukraine: selective increase in loan production; reduction in outstanding loans (-15.9%* vs. 3Q09) to €3.7bn
- Revenues: €463m, +4.5%* vs. 3Q09
 - +8.3%* excl. Ukraine
 - -15.6%* in Ukraine due to a decrease in outstanding loans
- Operating expenses: +4.8%* vs. 3Q09
 - Increase due to growth excl. Ukraine
- Pre-tax income: €27m

Outstanding loans 3Q10 (€25.3bn)



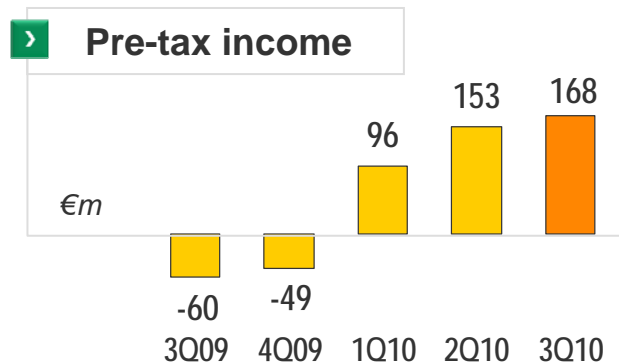
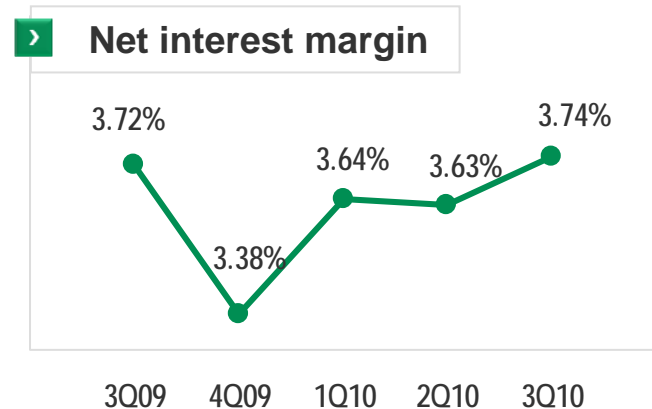
Continued development (excl. Ukraine)

*At constant scope and exchange rates; **Incl. 50% of TEB



BancWest

- Revenues: €599m (-0.7%* vs. 3Q09) (+1.0%* vs. 2Q10)
 - Slight increase in interest margin
 - Deposits: -0.8%* vs. 3Q09, strong and consistent growth in core deposits** (+7.6%* vs. 3Q09)
 - Loans: -3.9%* vs. 3Q09 but corporates remain stable driven by a resumption in loan production
- Operating expenses: +8.4%* vs. 3Q09 (+0.8%* vs. 2Q10)
 - Increase in commercial expenses
 - Impact of new regulations
- Pre-tax income: €168m vs. €60m loss in 3Q09
- Negligible level of mortgage foreclosures
 - Due to a very limited amount of subprime mortgages



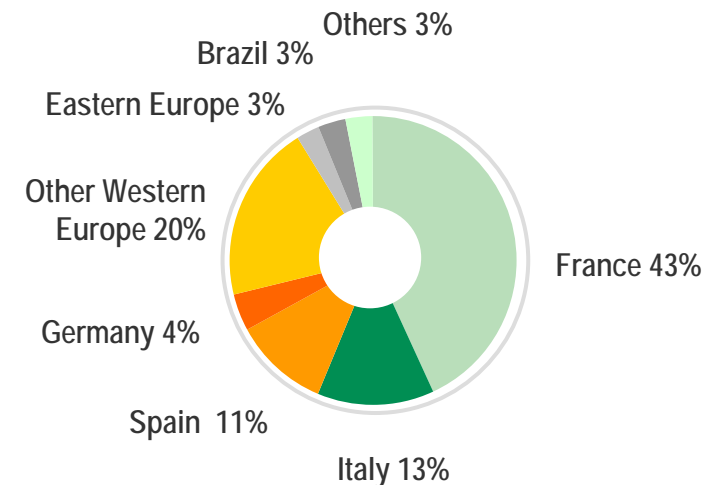
Revenues held up well in a challenging environment



Personal Finance

- Good sales and marketing dynamics
 - With a low risk profile and good profitability
 - Consumer loans: growth in production (Germany, Latin America and Russia)
 - Mortgages: strong growth in production (France and The Netherlands)
 - Consolidated outstanding loans: +4.3%* vs. 3Q09
- Revenues: €1,256m (+13.9% vs. 3Q09)
 - + 3.6%* vs. 3Q09
- Cost/income ratio stable at 44.8% vs. 3Q09
 - Despite a rise in marketing expenses
- Pre-tax income: €244m (x2.2 vs. 3Q09)

3Q10 consolidated
outstandings: €6.8bn



> **Sharp increase in income**



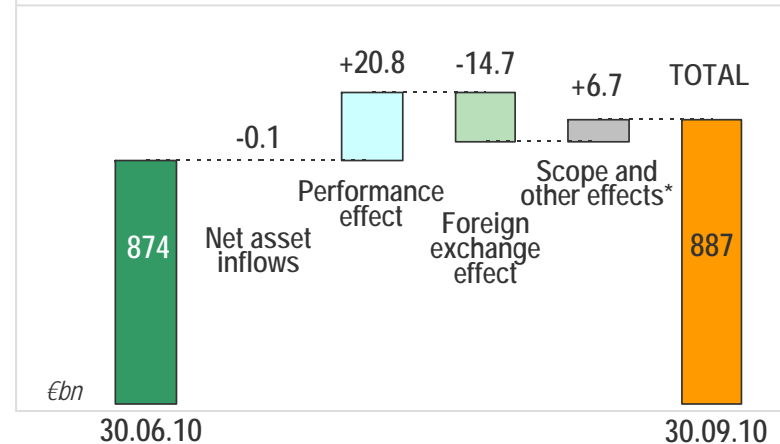
Investment Solutions

Asset Inflows and Assets Under Management

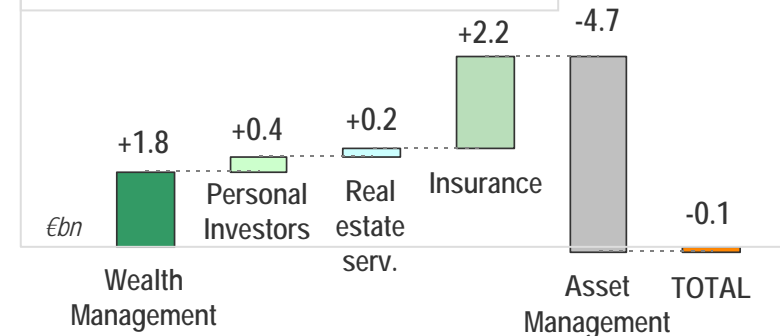
- Assets under management: €887bn as at 30.09.10
 - +6.9% vs. 30.09.09
 - +1.4% vs. 30.06.10
 - Negative foreign exchange effect offset by a favourable performance effect

- Net inflows: -€0.1bn in 3Q10
 - Wealth management: good asset inflows, especially in Asia and Belgium
 - Insurance: strong asset inflows in domestic markets and in Asia (Taiwan, Korea)
 - Asset management: net asset outflows, mainly in money market and equity funds, net asset inflows in bonds

> Assets under management as at 30.09.10



> Net asset inflows in 3Q10



> **Assets under management increased to €887bn**



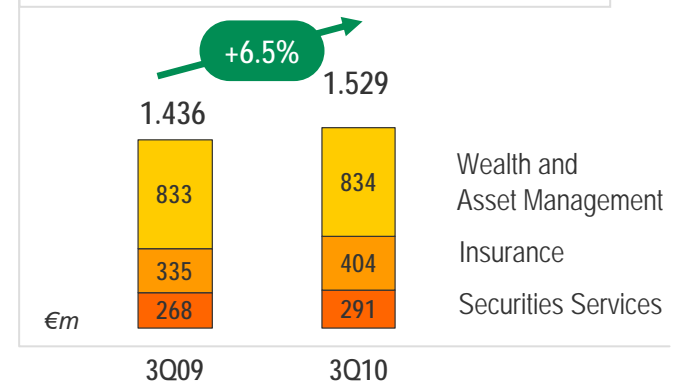
Investment Solutions Results

- Revenues: €1,529m, +6.5% vs. 3Q09 thanks to the diversified business mix
 - Wealth & Asset Management*: stable vs. 3Q09, held up well despite low transaction volumes
 - Insurance: +20.6% vs. 3Q09, continuing sharp growth in gross written premiums
 - Securities Services: +8.6% vs. 3Q09, increase in assets under administration and assets under custody

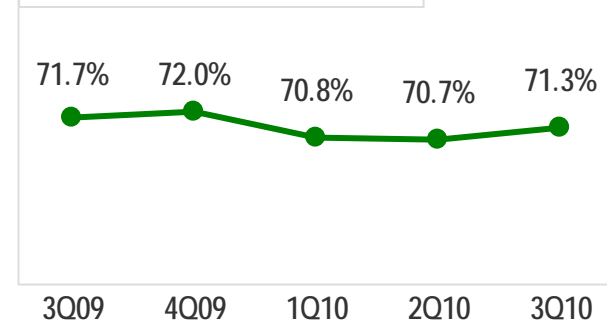
- Cost/income ratio maintained at a very good level: 71.3% (-0.4pt vs. 3Q09)

- Pre-tax income: €495m, +19.3% vs. 3Q09
 - Including €32m of one-off capital gains

> Revenues per business unit



> Cost/income ratio

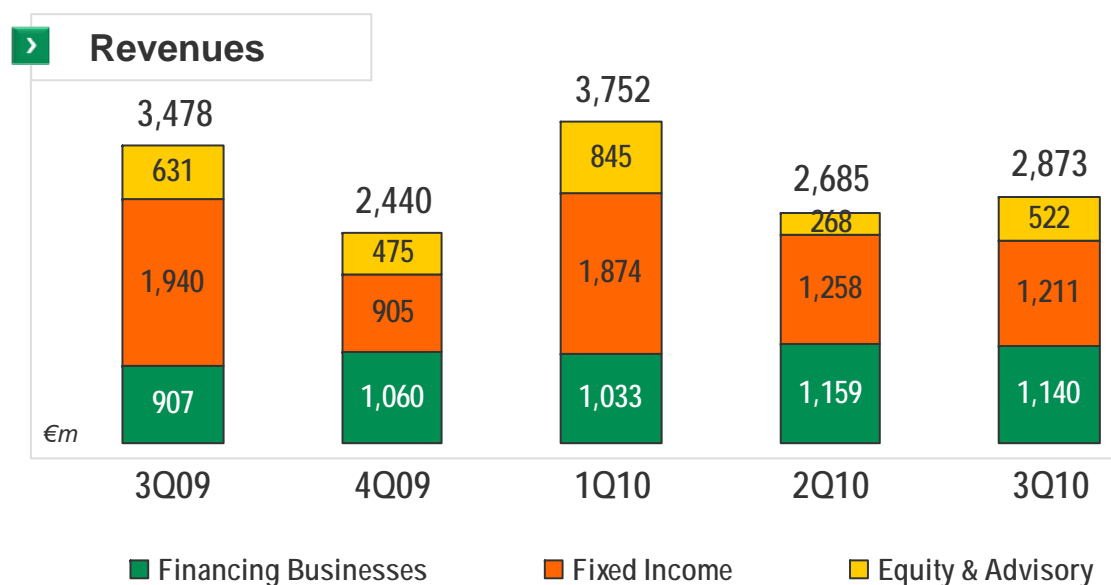


> Good resilience of the business mix



Corporate and Investment Banking

- Revenues: €2,873m (+7.0% vs. 2Q10; -17.4% vs. 3Q09)
 - Equity and Advisory: sustained business in a less volatile market
 - Fixed Income: good volumes especially on primary issues and flow products
 - Financing Businesses: generating recurring revenues

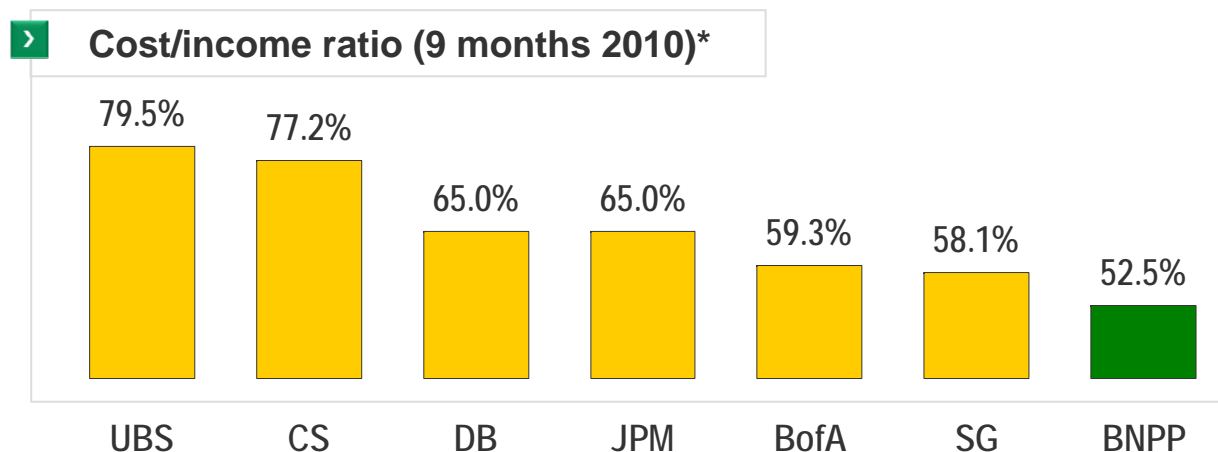


➤ **Good relative results for each business unit driven by a client-focused and diversified model**



Corporate and Investment Banking

- Operating expenses: €1,546m (+4.1% vs. 2Q10; +9.0% vs. 3Q09)
 - Low level of expenses in 3Q09
 - Fixed Income and Structured Finance resources strengthened, particularly in the USA and Asia
- Cost/income ratio: 53.8% in 3Q10
 - Still the best level in the industry



- Pre-tax income: €1,259m (-1.5% vs. 2Q10; -7.3% vs. 3Q09)

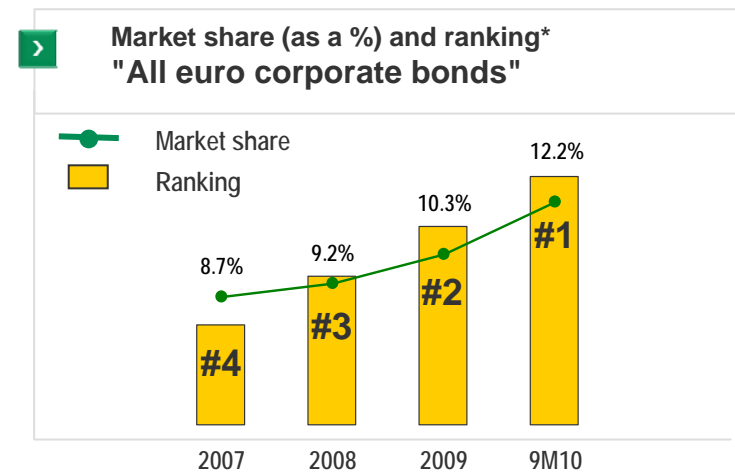
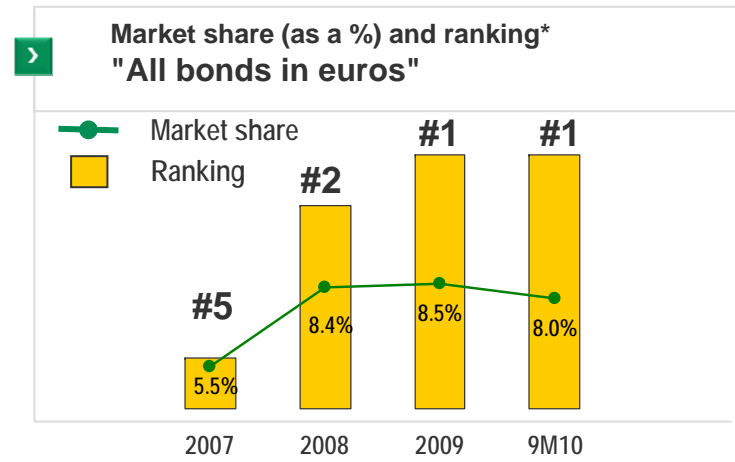
> **Best operational efficiency in the industry**

Source: banks; *Excl. banks not publishing quarterly results



Corporate and Investment Banking Capital Markets – Fixed Income

- Revenues: €1,211m
(-3.7% vs. 2Q10, -37.6% vs. 3Q09)
- Interest rate and credit markets
 - Global #1 ranking confirmed for all euro bond issues
 - #1 for euro corporate bond issues
Market share increased to 12.2%
 - Flow products: volumes up, good overall performance
 - Structured products: low business volumes this quarter
- Foreign exchange markets
 - Down vs. 2Q10 due to lower volatility in exchange rates

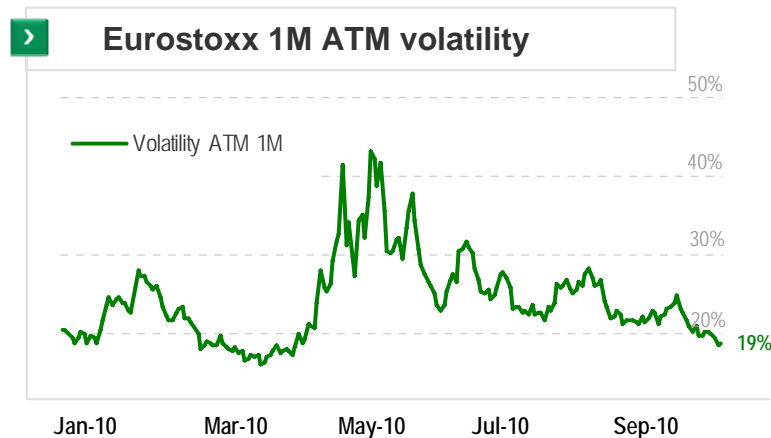


➤ **European leadership strengthened**






Corporate and Investment Banking Capital Markets – Equity and Advisory

- Revenues: €522m
(+94.8% vs. 2Q10; -17.3% vs. 3Q09)
- Equities and equity derivatives
 - Markets still characterised by risk aversion
 - Volatility down, lower hedging costs
 - Growing distribution of capital-guaranteed products indexed on BNP Paribas proprietary indices through retail banks and by life insurance companies
- Corporate Finance
 - Major involvement in large M&A transactions



Major mandates

	France/UK: Adviser to GDF SUEZ on the acquisition of International Power (€20.2bn) – August 2010
	Australia/Canada: Adviser to BHP Billiton on the ongoing acquisition of Potash Corp (\$43.2bn) – August 2010
	France/USA: Adviser to Sanofi Aventis on the announced and filed tender offer on Genzyme (\$18.5bn) – Sept. 2010

**Good performance
in a market characterised by risk aversion**



Corporate and Investment Banking Financing Businesses

- Revenues: €1,140m
(-1.6% vs. 2Q10, +25.7% vs. 3Q09)
- Structured finance
 - Sustained volumes in energy and commodity finance
- Acquisition financing
 - Global recovery confirmed, especially in Europe
- Corporate and Transaction Banking Europe
 - Plan roll-out in progress
 - Target at Group level: 150 business centres in 24 countries

> Major mandates

	<p>France: Sanofi Aventis/Genzyme (Pharmaceutical) \$15bn credit facility for Sanofi-Aventis to finance its bid for Genzyme Mandated Lead Arranger, Bookrunner - Oct. 2010</p>
	<p>Australia/UK: BHP Billiton/Potash Corp (Minerals & Mining) \$45bn credit facility for BHPBilliton to finance its bid for Potash Corp Mandated Lead Arranger, Bookrunner - Aug. 2010</p>
	<p>UK/Africa: Tullow (oil & gas) \$600m revolving credit facility secured on assets in Uganda Mandated Lead Arranger, Agent - Oct. 2010</p>
	<p>China: China Southern Airlines (Aircraft Financing) \$520m ECA-backed French Optimised Lease Mandated Lead Arranger, Senior Lender, Facility Security Trustee & Equity Provider - June/Sept. 2010</p>
	<p>USA: Terra-Gen Power Company, LLC (Renewable energy: geothermal) \$275m leveraged lease financing Joint Placement Agent, Lessee Advisor - Sept. 2010</p>



Growth in revenues and income





Group Summary

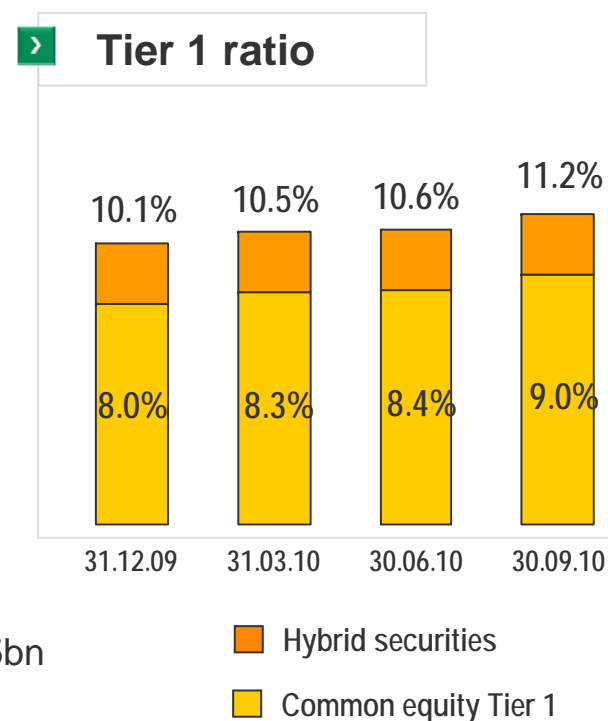
Summary by Division

Conclusion

Detailed Results

Solvency

- Common equity Tier 1 ratio: 9.0% as at 30.09.2010 (+60 bp vs. 30.06.2010)
- Tier 1 ratio: 11.2% as at 30.09.2010 (+60 bp vs. 30.06.2010)
- Increase of shareholders' equity in 3Q10
 - Common equity Tier 1: €54.7bn (+€1.3bn vs. 30.06.2010)
 - Tier 1 capital: €68.2bn (+€1.2bn vs. 30.06.2010)
- Risk Weighted Assets: €608bn as at 30.09.2010 (-€24bn vs. 30.06.2010)
 - Of which FX impact: -€17bn
 - Of which sales and redemptions of securitisation positions: -€5bn



High solvency



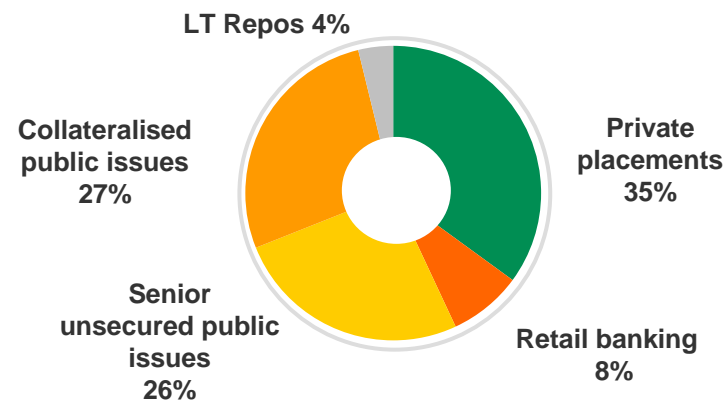
Liquidity

- **Strict management of liquidity**
 - Centralised at Group level
 - Model testing the Group's capacity to withstand a liquidity crisis, strict internal liquidity ratios

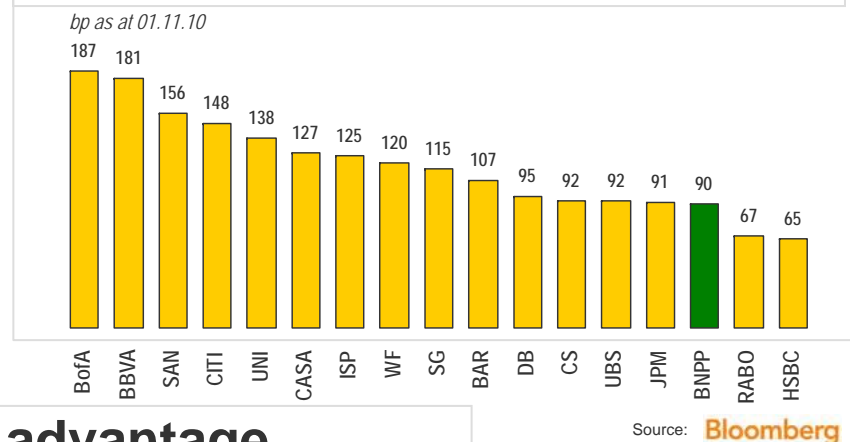
- **Resource diversification strategy**
 - Thanks to the Group's attractiveness, rating and placement capacity
 - By currency, product type, distribution channel and investor type
 - Successful first USD covered bond issue (5 years, \$2.0bn, mid-swap +70bp)

- **2010 MLT issuance programme completed**

> 2010 MLT funding structure



> 5 year senior CDS spreads

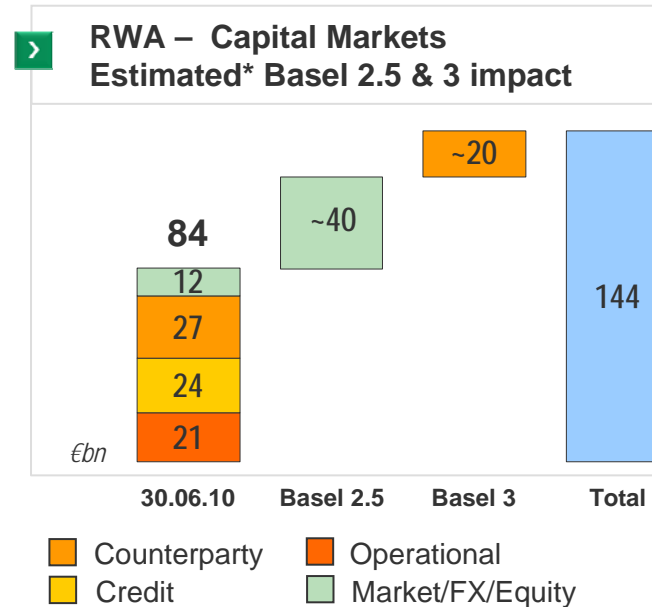


> **A competitive advantage in a more challenging environment**



Group: Impact of new Basel Rules on Risk Weighted Assets

- Advisory and Capital Markets:
 - Basel 2 RWA: €84bn as at 30.06.10
 - o/w €12bn for market risks and €27bn for counterparty risks
 - Low exposures, client-focused model
 - Only 13% of total Group Risk Weighted Assets
- Basel 2.5: roughly +€40bn
 - Current risk measurement methods already conservative
 - Reduction in market risks over the last 3 quarters
- Basel 3: roughly +€20bn (primarily CVA)
 - Securitisation: no impact because the securitisation exposure is already reflected in the RWA (rather than deducted from capital - 50/50).



- Limited impact on the other businesses
 - roughly +€10bn (Basel 3) in CIB Financing Businesses with regard to “asset value correlation”.

Before mitigation effects

Basel 2.5 & 3 RWA: impact manageable (roughly €70bn) thanks to CIB’s diversified and client-focused business model

**Estimates based on 30 June 2010 balance sheet and current information concerning planned Basel 2.5 & 3 regulations*



Group: Impact of new Basel Rules on Common Equity Tier 1 Ratio

Assumptions are used for illustrative purpose only. The eventual impact will depend on: i) the final wording of the regulation and its implementation rules; ii) any changes in BNP Paribas's balance sheet between now and 2018

From 30.09.10 to 01.01.13	<ul style="list-style-type: none"> ● Basel 2.5/3 impacts on RWA: <ul style="list-style-type: none"> ■ Roughly +€70bn* <p style="text-align: right;">roughly -100bp</p>
2013 - 2018	<ul style="list-style-type: none"> ● Basel 3 capital deductions: <ul style="list-style-type: none"> ■ Roughly -€5bn to -€7bn <p style="text-align: right;">roughly -100bp</p>
<p>Other elements to take into account:</p> <ul style="list-style-type: none"> ● Retained earnings 30.09.2010/2012: (Analysts forecast** after 1/3 payout ratio & no scrip dividends) roughly +200bp ● Retained earnings 2013/2018: not quantified ● RWA organic growth 30.09.2010/2018: not quantified 	

* Estimates based on 30 June 2010 balance sheet and current information concerning planned Basel 2.5/3 regulations; before mitigation actions;

**Analyst's estimates reflect Bloomberg consensus as of 30 October 2010; earnings shown are not endorsed or verified by BNP Paribas, but are used for illustrative purposes only.



Conclusion

- > A well adapted business model to the aftermath of the crisis**
- > An earnings capacity enabling to meet regulatory changes**
- > Business dynamics mobilised for the financing of the real economy and appealing to customers, employees and shareholders**





Group Summary

Summary by Division

Conclusion

Detailed Results

BNP Paribas Group

<i>€m</i>	3Q10	3Q09	3Q10/ 3Q09	2Q10	3Q10/ 2Q10	9M10	9M09	9M10/ 9M09
Revenues	10,856	10,663	+1.8%	11,174	-2.8%	33,560	30,133	+11.4%
Operating Expenses and Dep.	-6,620	-6,037	+9.7%	-6,414	+3.2%	-19,630	-17,203	+14.1%
Gross Operating Income	4,236	4,626	-8.4%	4,760	-11.0%	13,930	12,930	+7.7%
Cost of risk	-1,222	-2,300	-46.9%	-1,081	+13.0%	-3,640	-6,471	-43.7%
Operating Income	3,014	2,326	+29.6%	3,679	-18.1%	10,290	6,459	+59.3%
Share of earnings of associates	85	61	+39.3%	26	n.s.	179	104	+72.1%
Other Non Operating Items	52	58	-10.3%	-29	n.s.	198	342	-42.1%
Non Operating Items	137	119	+15.1%	-3	n.s.	377	446	-15.5%
Pre-Tax Income	3,151	2,445	+28.9%	3,676	-14.3%	10,667	6,905	+54.5%
Corporate income tax	-951	-918	+3.6%	-1,248	-23.8%	-3,387	-1,952	+73.5%
Net income attributable to minority interests	-295	-222	+32.9%	-323	-8.7%	-987	-486	n.s.
Net income attributable to equity holders	1,905	1,305	+46.0%	2,105	-9.5%	6,293	4,467	+40.9%
Cost/Income						58.5%	57.1%	+1.4 pt



Number of Shares, Earnings and Net Assets per Share

> Number of Shares

<i>in millions</i>	30-Sep-10	30-Jun-10	31-Dec-09
Number of Shares (end of period)	1,198.5	1,194.5	1,185.3
Number of Shares excluding Treasury Shares (end of period)	1,195.4	1,191.4	1,181.6
Average number of Shares outstanding excluding Treasury Shares	1,186.7	1,182.6	1,057.5

> Earnings per Share

<i>in euros</i>	9M10	1H10	2009
Net Earnings Per Share (EPS)	5.12	3.58	5.20

> Net Assets per Share

<i>in euros</i>	30-Sep-10	30-Jun-10	31-Dec-09
Book value per share (a)	55.0	54.1	51.9
<i>of which net assets non reevaluated per share (a)</i>	<i>54.3</i>	<i>52.9</i>	<i>50.9</i>

(a) Excluding undated participating subordinated notes



A Solid Financial Structure

> Equity

<i>€bn</i>	30-Sep-10	30-Jun-10	31-Dec-09
Shareholders' equity Group share, not reevaluated (a)	62.9	61.7	58.3
Valuation Reserve	0.8	1.4	1.2
Total Capital ratio	14.8%	14.5%	14.2%
Tier One Ratio (b)	11.2%	10.6%	10.1%

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

(b) On estimated risk-weighted-assets respectively of €608bn as at 30.09.10, €633bn as at 30.06.10 and €621bn as at 31.12.09

> Coverage Ratio

<i>€bn</i>	30-Sep-10	30-Jun-10	31-Dec-09
Doubtful loans and commitments (a)	35.2	33.8	31.3
Allowance for loan losses (b)	28.7	28.7	27.7
Coverage ratio	82%	85%	88%

(a) Gross doubtful loans, balance sheet and off-balance sheet, netted of guarantees and collaterals

(b) Specific and on a portfolio basis

> Ratings

S&P	AA	Reaffirmed on 9 February 2010
Fitch	AA-	Updated on 21 June 2010



Cost of Risk on Customer Loans (1/2)

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

	1Q08	2Q08	3Q08	4Q08	2008	1Q09	2Q09*	3Q09	4Q09	2009*	1Q10	2Q10	3Q10
FRB**													
Loan outstandings as of the beg. of the quarter (€bn)	109.8	115.6	116.2	117.3	114.8	122.8	135.5	132.6	132.6	130.9	135.6	136.5	139.0
Cost of risk (€m)	29	37	40	97	203	93	142	128	155	518	122	116	107
Cost of risk (in annualised bp)	11	13	14	33	18	30	47	39	47	41	36	34	31
BNL bc**													
Loan outstandings as of the beg. of the quarter (€bn)	65.0	65.2	69.4	68.4	67.0	72.1	75.3	77.1	75.5	75.0	74.8	76.0	77.1
Cost of risk (€m)	84	66	114	147	411	115	165	185	206	671	200	205	209
Cost of risk (in annualised bp)	52	40	66	86	61	64	94	96	109	91	107	108	108
BeLux**													
Loan outstandings as of the beg. of the quarter (€bn)							80.3	81.6	80.0	80.6	80.1	81.8	82.1
Cost of risk (€m)							111	168	74	353	15	66	71
Cost of risk (in annualised bp)							66	82	37	56	7	32	35
BancWest													
Loan outstandings as of the beg. of the quarter (€bn)	34.6	32.6	33.9	38.7	35.0	39.6	41.4	37.7	35.4	38.5	36.9	38.5	42.4
Cost of risk (€m)	101	123	121	283	628	279	299	342	275	1,195	150	127	113
Cost of risk (in annualised bp)	117	151	143	292	180	282	289	363	311	310	163	132	107
Europe-Mediterranean													
Loan outstandings as of the beg. of the quarter (€bn)	19.4	20.7	21.7	23.7	21.4	19.4	27.6	26.7	25.9	24.9	25.8	25.8	27.5
Cost of risk (€m)	36	22	43	276	377	162	218	234	255	869	89	92	89
Cost of risk (in annualised bp)	74	42	79	465	176	334	337	350	394	355	138	143	130

NB. The scope of each business unit takes into account the restatement due to BNP Paribas Fortis integration in 2009, but not in 2008

*BNP Paribas Fortis annualised contribution, taking into account its entry in the Group during 2Q09 (for BeLux Retail Banking cost of risk in bp pro forma)

**With Private Banking at 100%



Cost of Risk on Customer Loans (2/2)

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

	1Q08	2Q08	3Q08	4Q08	2008	1Q09	2Q09*	3Q09	4Q09	2009*	1Q10	2Q10	3Q10
Personal Finance													
Loan outstandings as of the beg. of the quarter (€bn)	67.0	69.0	72.0	73.9	70.5	70.7	74.0	74.2	76.5	73.8	81.3	82.4	83.7
Cost of risk (€m)	230	274	330	384	1,218	415	462	513	548	1,938	524	488	469
Cost of risk (in annualised bp)	137	159	183	208	173	235	255	276	287	264	258	237	224
Equipment Solutions													
Loan outstandings as of the beg. of the quarter (€bn)	22.7	22.7	23.2	23.6	23.0	20.0	29.6	29.5	28.7	26.9	27.8	27.2	27.4
Cost of risk (€m)	16	52	39	48	155	47	77	88	95	307	65	72	74
Cost of risk (in annualised bp)	28	92	67	81	67	94	144	119	132	125	94	106	108
CIB - Financing Businesses													
Loan outstandings as of the beg. of the quarter (€bn)	130.8	134.5	137.7	155.1	139.5	141.7	181.1	171.5	163.7	164.5	154.8	158.3	173.4
Cost of risk (€m)	-40	43	123	229	355	420	540	425	148	1,533	80	-118	-3
Cost of risk (in annualised bp)	-12	13	36	59	25	119	137	99	36	98	21	-30	-1
Group**													
Loan outstandings as of the beg. of the quarter (€bn)	458.2	468.2	483.8	509.2	479.9	495.9	660.2	663.1	649.8	617.2	646.3	654.5	679.6
Cost of risk (€m)	546	662	1,992	2,552	5,752	1,826	2,345	2,300	1,898	8,369	1,337	1,081	1,222
Cost of risk (in annualised bp)	48	57	165	200	120	147	158	139	117	140	83	66	72

NB. The scope of each business unit takes into account the restatement due to BNP Paribas Fortis integration in 2009, but not in 2008

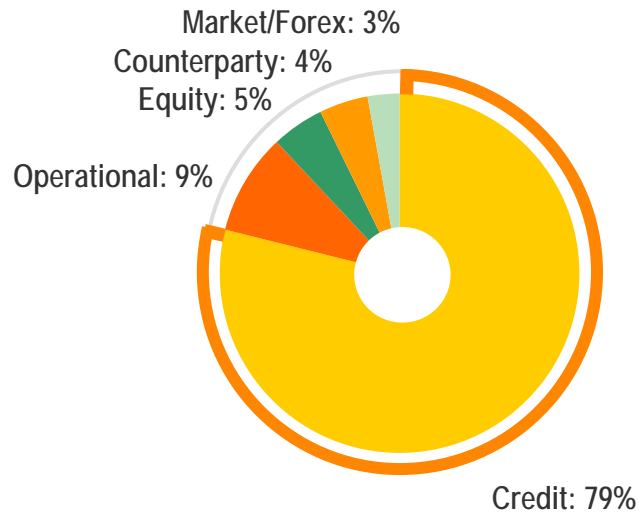
*BNP Paribas Fortis annualised contribution, taking into account its entry in the Group during 2Q09

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

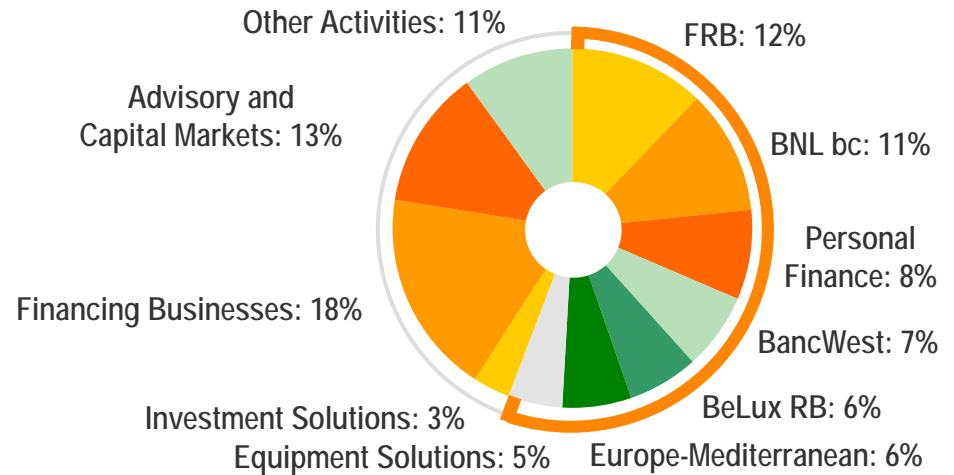


Basel 2 Risk Weighted Assets

> **Basel 2 RWA per type of risk at 30.09.2010**



> **Basel 2 RWA per business unit at 30.09.2010**



> **Retail Banking: 55%**

> **€608bn**



French Retail Banking Excl. PEL/CEL impact

€m	3Q10	3Q09	3Q10/ 3Q09	2Q10	3Q10/ 2Q10	9M10	9M09	9M10/ 9M09
Revenues	1,709	1,659	+3.0%	1,732	-1.3%	5,194	4,896	+6.1%
<i>Incl. Net Interest Income</i>	1,000	966	+3.5%	1,012	-1.2%	3,031	2,863	+5.9%
<i>Incl. Commissions</i>	709	693	+2.3%	720	-1.5%	2,163	2,033	+6.4%
Operating Expenses and Dep.	-1,163	-1,140	+2.0%	-1,109	+4.9%	-3,363	-3,215	+4.6%
Gross Operating Income	546	519	+5.2%	623	-12.4%	1,831	1,681	+8.9%
Cost of risk	-107	-128	-16.4%	-116	-7.8%	-345	-363	-5.0%
Operating Income	439	391	+12.3%	507	-13.4%	1,486	1,318	+12.7%
Non Operating Items	1	0	n.s.	0	n.s.	1	1	+0.0%
Pre-Tax Income	440	391	+12.5%	507	-13.2%	1,487	1,319	+12.7%
Income Attributable to IS	-28	-25	+12.0%	-28	+0.0%	-89	-75	+18.7%
Pre-Tax Income of French Retail Bkg	412	366	+12.6%	479	-14.0%	1,398	1,244	+12.4%
Cost/Income	68.0%	68.7%	-0.7 pt	64.0%	+4.0 pt	64.7%	65.7%	-1.0 pt
Allocated Equity (€bn)						5.8	5.6	+3.7%

Including 100% of French Private Banking for Revenues down to Pre-tax income

- Positive jaws effect of 1.8pt* over 9M10 vs. 9M09
- Net interest income: +3.5% vs. 3Q09, driven by growth in volumes
- Fees: +2.3% vs. 3Q09,
 - Financial fees: -1.7% vs. 3Q09, households continuing to shun financial markets
 - Bank fees: +3.7% vs. 3Q09, growth in number of customers, prices stable

*At constant scope



French Retail Banking Volumes

Average outstandings (€bn)	Outstandings	%Var/3Q09	%Var/2Q10	Outstandings	%Var/9M09	
	3Q10	historical	historical	9M10	historical	at constant scope
LOANS	138.6	+3.3%	+0.6%	137.9	+5.3%	+3.3%
Individual Customers	72.3	+8.6%	+2.3%	70.8	+9.0%	+7.9%
Incl. Mortgages	63.0	+8.6%	+2.7%	61.6	+8.9%	+7.7%
Incl. Consumer Lending	9.2	+8.5%	-0.2%	9.2	+9.8%	+9.4%
Corporates	61.8	-2.3%	-1.1%	62.5	+0.7%	-1.9%
DEPOSITS AND SAVINGS	106.5	+4.7%	+2.1%	103.7	+1.2%	-0.3%
Current Accounts	46.7	+11.0%	+2.9%	45.3	+10.9%	+8.7%
Savings Accounts	45.6	+3.4%	+0.9%	45.3	+4.4%	+4.0%
Market Rate Deposits	14.1	-8.8%	+3.1%	13.2	-28.2%	-30.2%

€bn	30-Sep-10	%Var 30.09.10/30.09.09 historical	%Var/ 30.06.10 historical
OFF BALANCE SHEET SAVINGS			
Life Insurance	68.6	+10.3%	+2.1%
Mutual funds (1)	77.0	-15.7%	-0.9%

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

- Loans
 - Individuals: strong growth in mortgages
 - Corporates: ongoing low demand for loans
- Deposits
 - Strong increase in current accounts and savings accounts
 - Resumed growth for market rate deposits: +3.1% vs. 2Q10



BNL banca commerciale

€m	3Q10	3Q09	3Q10/ 3Q09	2Q10	3Q10/ 2Q10	9M10	9M09	9M10/ 9M09
Revenues	765	760	+0.7%	755	+1.3%	2,279	2,228	+2.3%
Operating Expenses and Dep.	-438	-442	-0.9%	-443	-1.1%	-1,314	-1,313	+0.1%
Gross Operating Income	327	318	+2.8%	312	+4.8%	965	915	+5.5%
Cost of risk	-209	-185	+13.0%	-205	+2.0%	-614	-465	+32.0%
Operating Income	118	133	-11.3%	107	+10.3%	351	450	-22.0%
Non Operating Items	0	0	n.s.	-2	n.s.	-2	1	n.s.
Pre-Tax Income	118	133	-11.3%	105	+12.4%	349	451	-22.6%
Income Attributable to IS	-3	-3	+0.0%	-2	+50.0%	-8	-5	+60.0%
Pre-Tax Income of BNL bc	115	130	-11.5%	103	+11.7%	341	446	-23.5%
Cost/Income	57.3%	58.2%	-0.9 pt	58.7%	-1.4 pt	57.7%	58.9%	-1.2 pt
Allocated Equity (€bn)						4.8	4.6	+4.3%

Including 100% of Italian Private Banking for Revenues down to Pre-tax income

- Positive jaws effect of 2.4 pt* (9M10 vs. 9M09)
- Revenues**: +0.7% vs. 3Q09 o/w:
 - Net interest income (+1.2% vs. 3Q09): stabilised loan margin, slight increase in deposit volumes
 - Commissions (-0.3% vs. 3Q09): lower banking fees due to declining loan volumes, growth in financial commissions and cash management fees

**At constant scope; **Including 100% of Italian Private Banking*



BNL banca commerciale

Volumes

	Outstandings	%Var/3Q09	%Var/2Q10	Outstandings	%Var/9M09	
	3Q10	historical	historical	9M10	historical	at constant scope
<i>Average outstandings (€bn)</i>						
LOANS	69.4	-0.6%	-0.1%	69.1	+1.2%	-0.3%
Individual Customers	31.7	-0.9%	+0.3%	31.6	-0.2%	-0.6%
Incl. Mortgages	22.1	-2.9%	+0.0%	22.1	-2.7%	-2.7%
Corporates	37.7	-0.4%	-0.4%	37.5	+2.4%	-0.0%
DEPOSITS AND SAVINGS	32.8	+1.5%	-2.4%	33.3	+4.3%	+3.8%
Individual Deposits	21.9	+0.6%	-1.0%	22.1	+2.4%	+2.3%
Incl. Current Accounts	21.0	+2.3%	-1.1%	21.2	+5.2%	+5.2%
Corporate Deposits	10.9	+3.3%	-5.1%	11.2	+8.0%	+6.9%

	30-Sep-10	%Var 30.09.09 historical	%Var 30.06.10 historical
<i>€bn</i>			
FINANCIAL SAVINGS			
Mutual funds	9.5	+8.3%	-2.5%
Life Insurance	11.7	+7.4%	+3.0%
Bonds sold to individuals	4.8	-29.5%	-6.3%

Loans

- Individuals: stabilised vs. 2Q10 after a year of reductions
- Corporates: lower short-term loans but rise in investment loans vs. 3Q09

Deposits

- Growth in current accounts (+2.3% vs. 3Q09) for both individuals and corporates
- Continued transfers from market rate repos and corporate deposits to savings accounts

Financial savings

- Life insurance (+7.4% vs. 30.09.09): good gross asset inflows
- Mutual funds: market share gain for the BNP Paribas Group in Italy vs. 30.09.09 (source Assogestioni)



BeLux Retail Banking

	3Q10	3Q09	3Q10/ 3Q09	2Q10	3Q10/ 2Q10	9M10	9M09 <i>pro forma</i>	9M10/ 9M09 <i>constant scope</i>
<i>€m</i>								
Revenues	837	810	+3.3%	836	+0.1%	2,537	2,375	+7.0%
Operating Expenses and Dep.	-581	-568	+2.3%	-599	-3.0%	-1,778	-1,742	+2.2%
Gross Operating Income	256	242	+5.8%	237	+8.0%	759	633	+20.3%
Cost of risk	-71	-168	-57.7%	-66	+7.6%	-152	-377	-59.7%
Operating Income	185	74	x2.5	171	+8.2%	607	256	x2.4
Non Operating Items	5	2	x2.5	3	+66.7%	10	5	+70.8%
Pre-Tax Income	190	76	x2.5	174	+9.2%	617	261	x2.4
Income Attributable to Investment Solutions	-12	-11	+9.1%	-18	-33.3%	-48	-38	+27.7%
Pre-Tax Income of BeLux Retail Banking	178	65	x2.7	156	+14.1%	569	223	x2.6
Cost/Income	69.5%	70.1%	-0.6 pt	71.7%	-2.2 pt	70.1%	73.3%	-3.3 pt
Allocated Equity (€bn)						2.8	3.2	-13.4%

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

- Positive jaws effect of 4.8pt* (9M10 vs. 9M09)
- Revenues: +3.3% vs. 3Q09
 - Sharp growth in net interest income due to increase in volumes
 - Fees down due to financial fees, given household aversion to financial markets

**At constant scope*



BeLux Retail Banking Volumes

Average outstandings (€bn)	Outstandings	%Var/3Q09	%Var/2Q10	Outstandings	%Var/9M09
	3Q10	historical	historical	9M10	at constant scope
LOANS	82.4	+2.0%	+0.3%	82.0	+1.4%
Individual Customers	54.4	+8.6%	+1.5%	53.4	+6.9%
Incl. Mortgages	34.7	+10.7%	+3.1%	33.7	+9.2%
Incl. Consumer Lending	1.9	-2.4%	-0.4%	1.9	-8.1%
Incl. Small Businesses	17.4	+3.8%	+0.2%	17.2	+3.1%
Corporates and local governments	28.1	-8.7%	-1.8%	28.6	-7.5%
DEPOSITS AND SAVINGS	96.3	+12.2%	+1.2%	94.1	+11.3%
Current Accounts	28.3	+12.9%	-2.6%	27.9	+6.7%
Savings Accounts	59.0	+27.7%	+4.8%	56.1	+30.8%
Term Deposits	8.8	-38.6%	-8.1%	9.9	-35.2%

€bn	30-Sep-10	%Var 30.09.10 historical	%Var 30.09.10/ 30.06.10
	OFF BALANCE SHEET SAVINGS		
Life Insurance	23.6	+9.1%	+2.2%
Mutual funds	40.8	+0.9%	+1.2%

- Loans: +2.0% vs. 3Q09,
 - Good mortgage growth in Belgium and Luxembourg
 - Low demand for loans from corporates
- Deposits: +12.2% vs. 3Q09
 - Good growth in current accounts, especially regarding corporates
 - Sharp rise in savings accounts in both countries, to the detriment of term deposits
- Financial savings
 - High level of life insurance inflows



Europe-Mediterranean

€m	3Q10	3Q09	3Q10/ 3Q09	2Q10	3Q10/ 2Q10	9M10	9M09	9M10/ 9M09
Revenues	463	452	+2.4%	463	+0.0%	1,380	1,349	+2.3%
Operating Expenses and Dep.	-354	-333	+6.3%	-350	+1.1%	-1,034	-855	+20.9%
Gross Operating Income	109	119	-8.4%	113	-3.5%	346	494	-30.0%
Cost of risk	-89	-234	-62.0%	-92	-3.3%	-270	-614	-56.0%
Operating Income	20	-115	n.s.	21	-4.8%	76	-120	n.s.
Associated Companies	3	4	-25.0%	-1	n.s.	14	6	n.s.
Other Non Operating Items	4	0	n.s.	0	n.s.	1	1	+0.0%
Pre-Tax Income	27	-111	n.s.	20	+35.0%	91	-113	n.s.
Cost/Income	76.4%	73.7%	+2.7 pt	75.6%	+0.8 pt	74.9%	63.4%	+11.5 pt
Allocated Equity (€bn)						2.8	2.9	-1.5%

At constant scope and exchange rates vs. 3Q09: Revenues: +4.5%; Operating expenses: +4.8%



Europe-Mediterranean Volumes and Risks

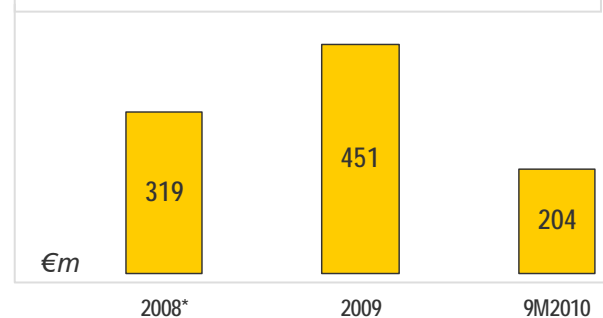
Average outstandings (€bn)	3Q10	%Var/3Q09 at constant scope and exchange rates		%Var/2Q10 at constant scope and exchange rates		9M10	%Var/9M09 at constant scope and exchange rates	
		historical		historical			historical	
LOANS	25.3	+4.0%	+1.8%	+1.5%	+0.7%	24.6	+12.1%	-1.9%
DEPOSITS	19.9	-19.0%	-1.3%	+0.3%	+1.0%	19.5	-12.7%	-0.5%

> Cost of risk/outstandings*

Annualised cost of risk/outstandings as at beginning of period	Rate 3Q09	Rate 4Q09	Rate 1Q10	Rate 2Q10	Rate 3Q10
Turkey	1.38%	3.19%	-0.37%	-0.26%	0.39%
UkrSibbank	9.24%	11.39%	8.64%	4.66%	7.49%
Poland	1.93%	1.25%	0.16%	1.08%	0.08%
Others	3.14%	2.81%	0.38%	1.56%	0.13%
Europe Mediterranean	3.50%	3.94%	1.38%	1.43%	1.30%

*At historical scope

> UkrSibbank cost of risk



*€233m portfolio provision in 4Q08



BancWest

€m	3Q10	3Q09	3Q10/ 3Q09	2Q10	3Q10/ 2Q10	9M10	9M09	9M10/ 9M09
Revenues	599	549	+9.1%	601	-0.3%	1,733	1,662	+4.3%
Operating Expenses and Dep.	-320	-267	+19.9%	-322	-0.6%	-930	-892	+4.3%
Gross Operating Income	279	282	-1.1%	279	+0.0%	803	770	+4.3%
Cost of risk	-113	-342	-67.0%	-127	-11.0%	-390	-920	-57.6%
Operating Income	166	-60	n.s.	152	+9.2%	413	-150	n.s.
Associated Companies	0	0	n.s.	0	n.s.	0	0	n.s.
Other Non Operating Items	2	0	n.s.	1	+100.0%	4	2	+100.0%
Pre-Tax Income	168	-60	n.s.	153	+9.8%	417	-148	n.s.
Cost/Income	53.4%	48.6%	+4.8 pt	53.6%	-0.2 pt	53.7%	53.7%	+0.0 pt
Allocated Equity (€bn)						3.3	3.3	-0.2%

A constant exchange rates/3Q09: Revenues: -0.7%; Operating expenses: +8.4%

- USD/EUR: +10.6% vs. 3Q09



BancWest Volumes

Average outstandings (€bn)	Outstandings	%Var/3Q09 at constant scope and exchange rates		%Var/2Q10 at constant scope and exchange rates		Outstandings	%Var/9M09 at constant scope and exchange rates	
	3Q10	historical		historical		9M10	historical	
LOANS	39.9	+8.9%	-3.9%	-1.6%	-0.0%	39.3	+0.9%	-5.0%
Individual Customers	20.2	+9.2%	-3.6%	-1.0%	+0.6%	19.9	+0.6%	-5.3%
Incl. Mortgages	11.2	+6.0%	-6.5%	-2.1%	-0.6%	11.2	-1.1%	-6.9%
Incl. Consumer Lending	9.0	+13.7%	+0.3%	+0.5%	+2.1%	8.7	+2.9%	-3.1%
Commercial Real Estate	9.7	+5.7%	-6.7%	-4.2%	-2.7%	9.7	+0.6%	-5.2%
Corporate loans	10.0	+11.6%	-1.5%	-0.2%	+1.4%	9.8	+1.9%	-4.1%
DEPOSITS AND SAVINGS	36.4	+12.4%	-0.8%	-7.5%	-6.0%	37.3	+11.8%	+5.2%
Deposits Excl. Jumbo CDs	32.4	+22.0%	+7.6%	-0.9%	+0.6%	31.7	+18.2%	+11.1%

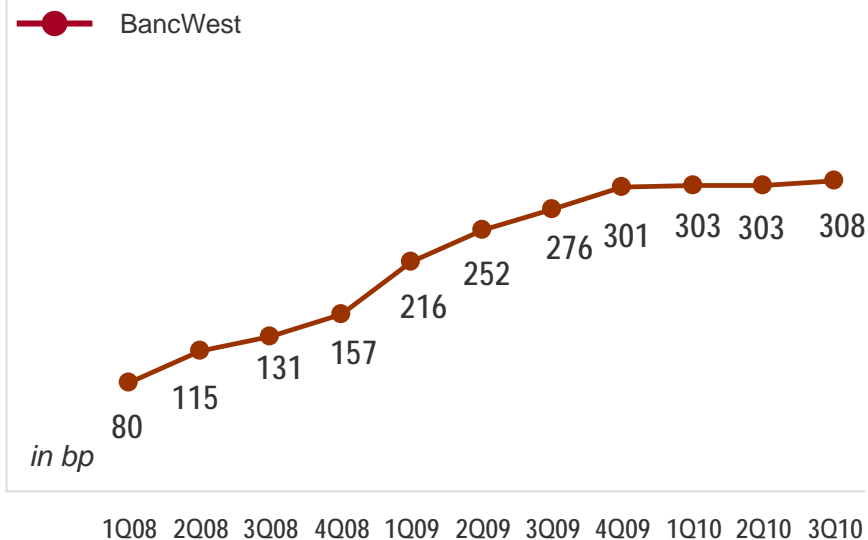
- Loans: lower outstandings* vs. 3Q09, stabilised* vs. 2Q10
 - Corporate loans: persistent low demand but increase in loan production over the last few months
 - Consumer loans: growth vs. 2Q10 especially in car and recreational vehicle loans
- Deposits: significant growth in core deposits** vs. 3Q09

*At constant exchange rate; **Deposits excluding Jumbo CDs

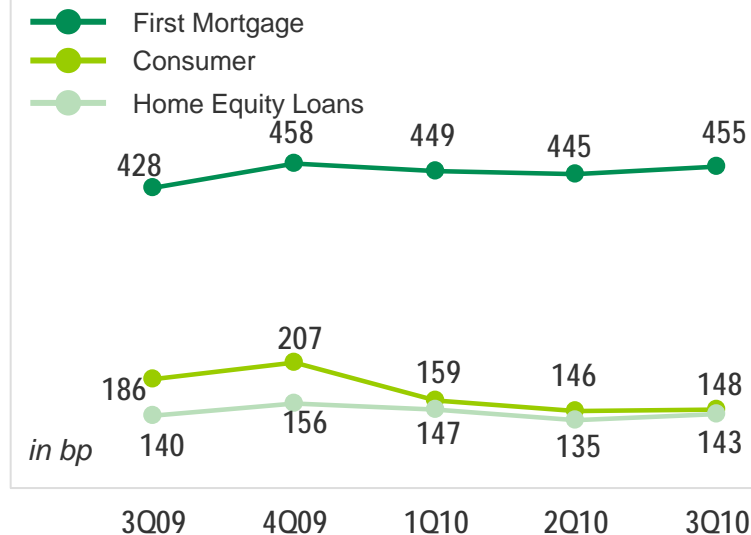


BancWest Risks

> Non-accruing Loans/Total Loans



> 30 day+ delinquency rates



- Doubtful loans rate: 308bp at 30.09.10 vs. 303bp at 30.06.10
 - Stabilisation tendency since the beginning of the year
- Improvement in the loan book quality since the beginning of the year
 - Stabilised 30 day delinquency rate for mortgages
 - Lower 30 day delinquency rate for consumer loans



Personal Finance

€m	3Q10	3Q09	3Q10/ 3Q09	2Q10	3Q10/ 2Q10	9M10	9M09	9M10/ 9M09
Revenues	1,256	1,103	+13.9%	1,250	+0.5%	3,767	3,193	+18.0%
Operating Expenses and Dep.	-563	-493	+14.2%	-592	-4.9%	-1,731	-1,510	+14.6%
Gross Operating Income	693	610	+13.6%	658	+5.3%	2,036	1,683	+21.0%
Cost of risk	-469	-513	-8.6%	-488	-3.9%	-1,481	-1,390	+6.5%
Operating Income	224	97	n.s.	170	+31.8%	555	293	+89.4%
Associated Companies	21	15	+40.0%	21	+0.0%	55	48	+14.6%
Other Non Operating Items	-1	-1	+0.0%	5	n.s.	11	26	-57.7%
Pre-Tax Income	244	111	n.s.	196	+24.5%	621	367	+69.2%
Cost/Income	44.8%	44.7%	+0.1 pt	47.4%	-2.6 pt	46.0%	47.3%	-1.3 pt
Allocated Equity (€bn)						3.9	3.5	+11.2%

At constant scope and exchange rates vs. 3Q09: Revenues: +3.6%; Operating expenses: +5.6%

- Positive jaws effect of 1.4pt* (9M10 vs. 9M09)
- Note: Findomestic has been fully consolidated since 1 December 2009

**At constant scope and exchange rate*



Personal Finance Volumes and Risks

Average outstandings (€bn)	3Q10	%Var/3Q09 at constant scope and exchange rates		%Var/2Q10 at constant scope and exchange rates		9M10	%Var/9M09 at constant scope and exchange rates	
		historical		historical			historical	
TOTAL CONSOLIDATED OUTSTANDINGS	86.8	+13.1%	+4.3%	+1.5%	+1.7%	85.4	+11.9%	+3.2%
Consumer Loans	49.9	+14.9%	+0.1%	+0.5%	+0.7%	49.6	+14.0%	-0.8%
Mortgages	36.9	+10.7%	+10.0%	+2.9%	+2.9%	35.8	+9.0%	+8.4%
TOTAL OUTSTANDINGS UNDER MANAGEMENT (1)	117.6	+4.9%	+4.4%	+1.6%	+1.5%	115.8	+3.7%	+3.3%

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

> Cost of risk/outstandings***

Annualised cost of risk/outstandings as at beginning of period	3Q09 Rate	4Q09 Rate	1Q10 Rate	2Q10 Rate	3Q10 Rate
France	1.61%	1.74%	1.63%	1.53%	1.47%
Italy	4.25%	3.82%	3.97%	3.19%	2.83%
Spain	4.34%*	3.80%	3.28%	5,19%*	3.46%
Other Western Europe	2.00%	2.11%	1.47%	1.21%	1.15%
Eastern Europe	9.51%	14.92%	9.55%	5.52%	5.84%
Brazil	4.68%	4.38%	4.15%	3.84%	2.74%
Others	2.62%	2.82%	4.64%	2.13%	7,71%**
Personal Finance	2.76%	2.87%	2.58%	2.37%	2.24%

*One-off adjustment to the allowance on a portfolio basis; **One-off adjustment to the allowance in Mexico; ***At historical scope



Equipment Solutions

	3Q10	3Q09	3Q10/ 3Q09	2Q10	3Q10/ 2Q10	9M10	9M09	9M10/ 9M09
<i>€m</i>								
Revenues	377	336	+12.2%	396	-4.8%	1,130	824	+37.1%
Operating Expenses and Dep.	-204	-196	+4.1%	-195	+4.6%	-594	-543	+9.4%
Gross Operating Income	173	140	+23.6%	201	-13.9%	536	281	+90.7%
Cost of risk	-74	-88	-15.9%	-72	+2.8%	-211	-212	-0.5%
Operating Income	99	52	+90.4%	129	-23.3%	325	69	x4.7
Associated Companies	-1	4	n.s.	-2	-50.0%	-7	-3	x2.3
Other Non Operating Items	2	0	n.s.	-2	n.s.	2	0	n.s.
Pre-Tax Income	100	56	+78.6%	125	-20.0%	320	66	x4.8
Cost/Income	54.1%	58.3%	-4.2 pt	49.2%	+4.9 pt	52.6%	65.9%	-13.3 pt
Allocated Equity (€bn)						2.1	2.0	+4.7%

- Revenues: +12.2% vs. 3Q09
 - Rebound in second hand vehicle prices
- Cost of risk: -15.9% vs. 3Q09



Equipment Solutions Volumes

Average outstandings (€bn)	3Q10	%Var/3Q09 at constant scope and exchange rates		%Var/2Q10 at constant scope and exchange rates		9M10	%Var/9M09 at constant scope and exchange rates	
		historical		historical			historical	
TOTAL CONSOLIDATED OUTSTANDINGS	33.2	-4.0%	-4.6%	-1.3%	-1.0%	33.0	+11.4%	-5.9%
Leasing	25.7	-5.8%	-6.1%	-2.0%	-1.9%	25.7	+15.4%	-6.8%
Long Term Leasing with Services	7.4	+2.7%	+1.0%	+1.3%	+2.2%	7.3	-0.7%	-2.5%
TOTAL OUTSTANDINGS UNDER MANAGEMENT	33.5	-3.9%	-4.3%	-1.2%	-0.9%	33.3	+10.7%	-5.7%
Financed vehicles (in thousands of vehicles)	628	+3.7%	-	+1.1%	-	620	+2.1%	-
Included in total managed vehicles	697	+1.9%	-	+0.9%	-	689	+0.3%	-



Investment Solutions

	3Q10	3Q09	3Q10/ 3Q09	2Q10	3Q10/ 2Q10	9M10	9M09	9M10/ 9M09
<i>€m</i>								
Revenues	1,529	1,436	+6.5%	1,539	-0.6%	4,512	3,912	+15.3%
Operating Expenses and Dep.	-1,091	-1,029	+6.0%	-1,088	+0.3%	-3,202	-2,790	+14.8%
Gross Operating Income	438	407	+7.6%	451	-2.9%	1,310	1,122	+16.8%
Cost of risk	18	13	+38.5%	3	n.s.	19	-23	n.s.
Operating Income	456	420	+8.6%	454	+0.4%	1,329	1,099	+20.9%
Associated Companies	7	-7	n.s.	17	-58.8%	50	5	n.s.
Other Non Operating Items	32	2	n.s.	2	n.s.	56	-30	n.s.
Pre-Tax Income	495	415	+19.3%	473	+4.7%	1,435	1,074	+33.6%
Cost/Income	71.3%	71.7%	-0.4 pt	70.7%	+0.6 pt	71.0%	71.3%	-0.3 pt
Allocated Equity (€bn)						6.3	5.8	+10.3%

- Cost of risk: continuing provision write-backs
- Other non-operating items: sale of the stake in Centrovita (Italy)



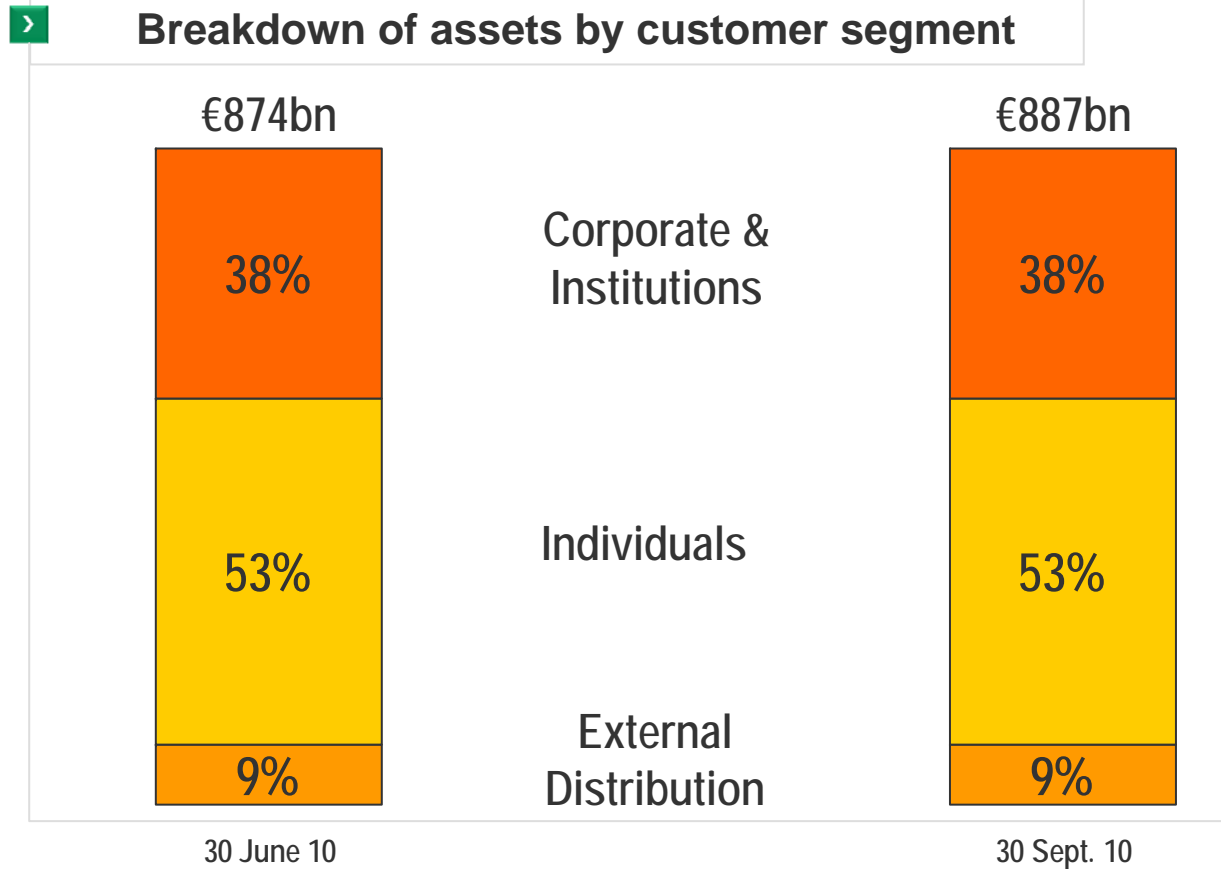
Investment Solutions Business Trends

	30-Sep-10	30-Sep-09	%Var/30-Sep-09	30-Jun-10	Variation/ 30-Jun-10
Assets under management (€bn)	887	830	+6.9%	874	+1.4%
Asset Management	449	429	+4.7%	444	+1.1%
Wealth Management	252	237	+6.2%	251	+0.6%
Personal Investors	31	29	+5.8%	30	+3.7%
Real Estate Services	9	8	+21.8%	8	+13.2%
Insurance	146	127	+14.6%	142	+3.0%
	3Q10	3Q09	%Var/3Q09	2Q10	Variation/ 2Q10
Net asset inflows (€bn)	-0.1	6.9	n.s.	-4.4	-97.2%
Asset Management	-4.7	2.3	n.s.	-8.9	-47.6%
Wealth Management	1.8	2.7	-33.4%	1.4	+32.7%
Personal Investors	0.4	0.7	-52.3%	0.7	-47.7%
Real Estate Services	0.2	-0.1	n.s.	0.3	-26.7%
Insurance	2.2	1.2	+77.5%	2.2	-1.5%
	30-Sep-10	30-Sep-09	%Var/30-Sep-09	30-Jun-10	Variation/ 30-Jun-10
Securities Services					
Assets under custody (€bn)	4,570	3,962	+15.3%	4,444	+2.8%
Assets under administration (€bn)	753	676	+11.4%	750	+0.4%
	3Q10	3Q09	3Q10/3Q09	2Q10	3Q10/2Q10
Number of transactions (in millions)	10.9	12.0	-8.6%	12.3	-11.2%



Investment Solutions

Breakdown of Assets by Customer Segment

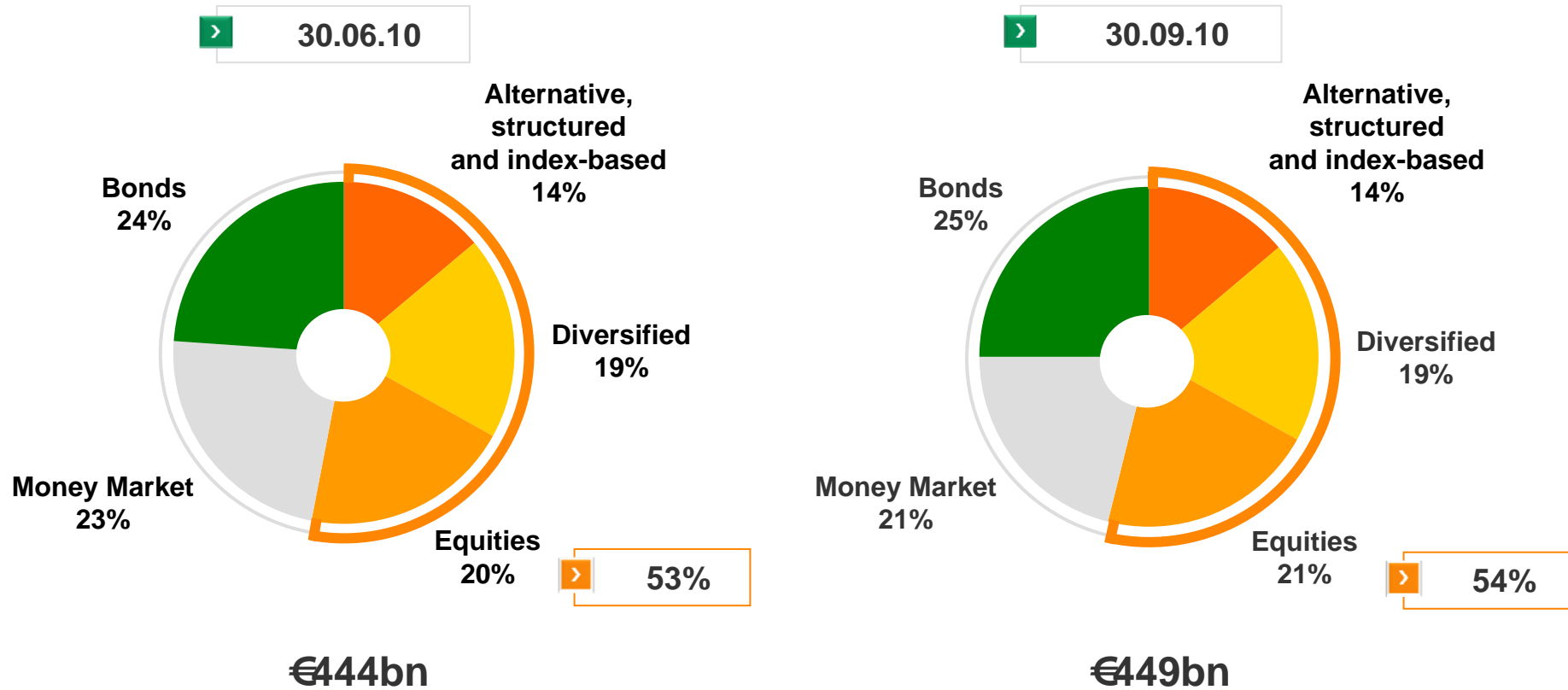


> Majority of individual customers



Asset management

Breakdown of Managed Assets



> **Predominance of high value-added products**



Investment Solutions Wealth and Asset Management

€m	3Q10	3Q09	3Q10/ 3Q09	2Q10	3Q10/ 2Q10	9M10	9M09	9M10/ 9M09
Revenues	834	833	+0.1%	833	+0.1%	2,479	2,100	+18.0%
Operating Expenses and Dep.	-618	-607	+1.8%	-616	+0.3%	-1,821	-1,544	+17.9%
Gross Operating Income	216	226	-4.4%	217	-0.5%	658	556	+18.3%
Cost of risk	21	-7	n.s.	5	n.s.	27	-34	n.s.
Operating Income	237	219	+8.2%	222	+6.8%	685	522	+31.2%
Associated Companies	3	-2	n.s.	4	-25.0%	12	3	n.s.
Other Non Operating Items	5	2	n.s.	7	-28.6%	35	-4	n.s.
Pre-Tax Income	245	219	+11.9%	233	+5.2%	732	521	+40.5%
Cost/Income	74.1%	72.9%	+1.2 pt	73.9%	+0.2 pt	73.5%	73.5%	+0.0 pt
Allocated Equity (€bn)						1.5	1.5	+0.6%

- Assets under management: +5.4% vs. 30.09.09
- Revenues: stabilised vs. 3Q09
 - Wealth Management: good performance of the domestic networks
 - Investment Partners: held up well despite pressure on margins
 - Real Estate Services: rise in the number of corporate real estate deals and residential real estate programmes



Investment Solutions Insurance

€m	3Q10	3Q09	3Q10/ 3Q09	2Q10	3Q10/ 2Q10	9M10	9M09	9M10/ 9M09
Revenues	404	335	+20.6%	377	+7.2%	1,134	937	+21.0%
Operating Expenses and Dep.	-217	-182	+19.2%	-214	+1.4%	-620	-533	+16.3%
Gross Operating Income	187	153	+22.2%	163	+14.7%	514	404	+27.2%
Cost of risk	-3	17	n.s.	-2	+50.0%	-8	8	n.s.
Operating Income	184	170	+8.2%	161	+14.3%	506	412	+22.8%
Associated Companies	4	-6	n.s.	14	-71.4%	38	0	n.s.
Other Non Operating Items	27	0	n.s.	-5	n.s.	21	-26	n.s.
Pre-Tax Income	215	164	+31.1%	170	+26.5%	565	386	+46.4%
Cost/Income	53.8%	54.3%	-0.5 pt	56.8%	-3.0 pt	54.7%	56.9%	-2.2 pt
Allocated Equity (€bn)						4.5	3.9	+15.6%

- Sharp growth in revenues vs. 3Q09 both in France (+22.9%) and internationally (+37.8%)
 - In particular for savings activities
- Operating expenses: continued investment to support business development, especially in France
- Other non-operating items: sale of the stake in Centrovita (Italy)



Investment Solutions Securities Services

	3Q10	3Q09	3Q10/ 3Q09	2Q10	3Q10/ 2Q10	9M10	9M09	9M10/ 9M09
<i>€m</i>								
Revenues	291	268	+8.6%	329	-11.6%	899	875	+2.7%
Operating Expenses and Dep.	-256	-240	+6.7%	-258	-0.8%	-761	-713	+6.7%
Gross Operating Income	35	28	+25.0%	71	-50.7%	138	162	-14.8%
Cost of risk	0	3	n.s.	0	n.s.	0	3	n.s.
Operating Income	35	31	+12.9%	71	-50.7%	138	165	-16.4%
Non Operating Items	0	1	n.s.	-1	n.s.	0	2	n.s.
Pre-Tax Income	35	32	+9.4%	70	-50.0%	138	167	-17.4%
Cost/Income	87.9%	89.6%	-1.7 pt	78.4%	+9.5 pt	84.6%	81.5%	+3.1 pt
Allocated Equity (€bn)						0.3	0.3	-8.9%

- Upswing in revenues
 - Increase in revenues due to outstandings and new mandates more than offsetting the decline in transaction volume
- Operating expenses
 - Continuing development abroad, particularly in Asia



Corporate and Investment Banking

<i>€m</i>	3Q10	3Q09	3Q10/ 3Q09	2Q10	3Q10/ 2Q10	9M10	9M09	9M10/ 9M09
Revenues	2,873	3,478	-17.4%	2,685	+7.0%	9,310	11,057	-15.8%
Operating Expenses and Dep.	-1,546	-1,418	+9.0%	-1,485	+4.1%	-4,890	-4,825	+1.3%
Gross Operating Income	1,327	2,060	-35.6%	1,200	+10.6%	4,420	6,232	-29.1%
Cost of risk	-77	-698	-89.0%	61	n.s.	-223	-2,239	-90.0%
Operating Income	1,250	1,362	-8.2%	1,261	-0.9%	4,197	3,993	+5.1%
Associated Companies	12	1	n.s.	4	n.s.	21	3	n.s.
Other Non Operating Items	-3	-5	-40.0%	13	n.s.	16	0	n.s.
Pre-Tax Income	1,259	1,358	-7.3%	1,278	-1.5%	4,234	3,996	+6.0%
Cost/Income	53.8%	40.8%	+13.0 pt	55.3%	-1.5 pt	52.5%	43.6%	+8.9 pt
Allocated Equity (€bn)						14.1	15.3	-7.7%

- Revenues: rebalancing of the 3 component businesses
- Ongoing optimisation in allocated equity



Corporate and Investment Banking Advisory and Capital Markets

	3Q10	3Q09	3Q10/ 3Q09	2Q10	3Q10/ 2Q10	9M10	9M09	9M10/ 9M09
€m								
Revenues	1,733	2,571	-32.6%	1,526	+13.6%	5,978	8,541	-30.0%
<i>Incl. Equity and Advisory</i>	522	631	-17.3%	268	+94.8%	1,635	1,445	+13.1%
<i>Incl. Fixed Income</i>	1,211	1,940	-37.6%	1,258	-3.7%	4,343	7,096	-38.8%
Operating Expenses and Dep.	-1,129	-997	+13.2%	-1,053	+7.2%	-3,642	-3,762	-3.2%
Gross Operating Income	604	1,574	-61.6%	473	+27.7%	2,336	4,779	-51.1%
Cost of risk	-80	-273	-70.7%	-57	+40.4%	-264	-854	-69.1%
Operating Income	524	1,301	-59.7%	416	+26.0%	2,072	3,925	-47.2%
Associated Companies	2	2	+0.0%	0	n.s.	3	0	n.s.
Other Non Operating Items	-8	-7	+14.3%	12	n.s.	11	0	n.s.
Pre-Tax Income	518	1,296	-60.0%	428	+21.0%	2,086	3,925	-46.9%
Cost/Income	65.1%	38.8%	+26.3 pt	69.0%	-3.9 pt	60.9%	44.0%	+16.9 pt
Allocated Equity (€bn)						5.9	7.0	-15.2%



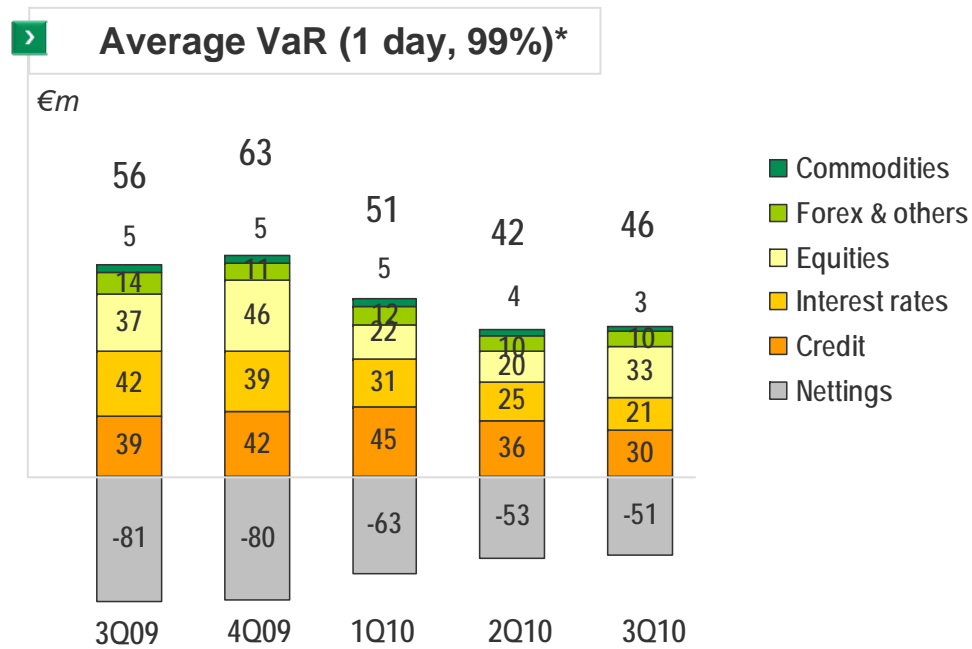
Corporate and Investment Banking Financing Businesses

<i>€m</i>	3Q10	3Q09	3Q10/ 3Q09	2Q10	3Q10/ 2Q10	9M10	9M09	9M10/ 9M09
Revenues	1,140	907	+25.7%	1,159	-1.6%	3,332	2,516	+32.4%
Operating Expenses and Dep.	-417	-421	-1.0%	-432	-3.5%	-1,248	-1,063	+17.4%
Gross Operating Income	723	486	+48.8%	727	-0.6%	2,084	1,453	+43.4%
Cost of risk	3	-425	n.s.	118	-97.5%	41	-1,385	n.s.
Operating Income	726	61	n.s.	845	-14.1%	2,125	68	n.s.
Non Operating Items	15	1	n.s.	5	n.s.	23	3	n.s.
Pre-Tax Income	741	62	n.s.	850	-12.8%	2,148	71	n.s.
Cost/Income	36.6%	46.4%	-9.8 pt	37.3%	-0.7 pt	37.5%	42.2%	-4.7 pt
Allocated Equity (€bn)						8.2	8.3	-1.5%

- Revenues: continued very high level vs. a record 2Q10



Corporate and Investment Banking Market Risks



*Excluding BNP Paribas Fortis
(BNP Paribas Fortis: average VaR €11m in 3Q10)

- VaR slightly up vs. low level in 2Q10
 - Principally due to lower diversification between equities businesses
- No day of loss above the VaR










Corporate and Investment Banking

- Advisory and Capital Markets: leadership confirmed in Europe with corporates and financial institutions markets consolidated; acknowledged franchises in derivatives
 - Best Derivatives House 2010 - Institutional (The Asset Triple A Investment Awards)
 - #1 All Bonds in Euros (IFR - Thomson Reuters)
 - #1 All Covered Bonds (IFR - Thomson Reuters)
 - #2 Equity-linked issues - bookrunner - Europe (Dealogic)
 - Most innovative Bank in FX 2010 (The Banker)
- Financing Businesses: acknowledged global franchises and market leadership in Europe
 - #1 Bookrunner and Mandated Lead Arranger in EMEA Syndicated Loans for 9M 2010 by volume and number of deals (Thomson Reuters & Dealogic)
 - #1 Bookrunner and Mandated Lead Arranger in Acquisition/Demerger Finance in EMEA for 9M 2010 by number of deals (Dealogic)
 - #1 MLA for all ECA backed loans, First Nine Months 2010 (Dealogic)



Advisory and Capital Markets Major Mandates

	France: Michelin Rights issue (€1.2bn) Sole Global Coordinator and Joint Bookrunner - Sept. 2010
	South Africa: Steinhoff Convertible Bonds (€390m) Joint Bookrunner – Sept. 2010
	Portugal: Parpublica (Portugal State) Exchangeable bonds into Galp shares (€886m) Joint Bookrunner – Sept. 2010
	USA: Oracle Corp. 3.875% 10 year Senior Unsecured Notes (\$1bn) 5.375% 20 year Senior Unsecured Notes (\$2.25bn) Joint Bookrunner - July 2010

	Korea: Korea Finance Corporation 3.250% 6 year Bonds (\$750m) Joint Bookrunner – Sept. 2010
	Germany: RWE AG 4.625% Perpetual NC5, NC10 hybrid Security (€1.75bn) Joint Bookrunner - Sept. 2010
	Kuwait: Kuwait Projects Company (holding) KSC (KIPCO) 9.375% 10 year bonds (\$500m) Joint Bookrunner - July 2010



BNP Paribas serving issuers worldwide



BNP PARIBAS

Other Activities

	3Q10	3Q09	2Q10	9M10	9M09
<i>€m</i>					
Revenues	558	194	1,025	2,045	71
Operating Expenses and Dep. <i>incl. restructuring costs</i>	-411 -176	-205 -33	-283 -180	-949 -499	-512 -58
Gross Operating Income	147	-11	742	1,096	-441
Cost of risk	-34	43	19	23	32
Operating Income	113	32	761	1,119	-409
Share of earnings of associates	40	43	-16	40	42
Other Non Operating Items	13	61	-46	105	340
Pre-Tax Income	166	136	699	1,264	-27

- Income

- Own debt revaluation: -€110m vs. -€308m in 3Q09
- Fair value adjustment amortisation of the banking book (Purchase Price Accounting): €167m
- PPA one-off amortisation due to sales and early redemption: €316m
- Fine for inter-bank invoicing: -€63m

- Operating expenses

- One-off contribution to the deposit guarantee fund in France and Belgium: -€59m
- Real estate impairment: -€30m

- Other non-operating items

- 3Q09 for reference purposes: €69m capital one-off gain on disposal of a reinsurance subsidiary

