

# Results as at 30 June 2005



## BNP Paribas: Disclaimer

All growth rates and comparisons indicated in this presentation are on a comparable accounting standard basis, except where expressly provided otherwise. These figures come from a comparison of Q2 and H1 2005 results calculated on the basis of IFRS accounting standards as adopted by the European Union for 2005 and a simulated restatement of Q2 2004 and H1 2004 results on the basis of these same accounting standards. The corresponding simulated figures have not been audited.

Results 30.06.2005 Disclaimer 2



# **Presentation Overview**

## **Group Results**

**Core Businesses' Results** 

A Global Group, Growing Faster

**Corporate Governance** 

Conclusion



## BNP Paribas: 1st Half 2005

## Excellent Operating Performances (excluding BNP Paribas Capital)

→ Net Banking Income +10.0%

→ Gross Operating Income +12.4%

→ Operating Income +25.6%

→ Cost/Income 60.9% (-0.8 pt)

## Sharp Rise in Profitability

→ Net Income Group Share
€3,176mn (+27.5%)

→ Annualised ROE after tax 21.8% (+2.8 pts)

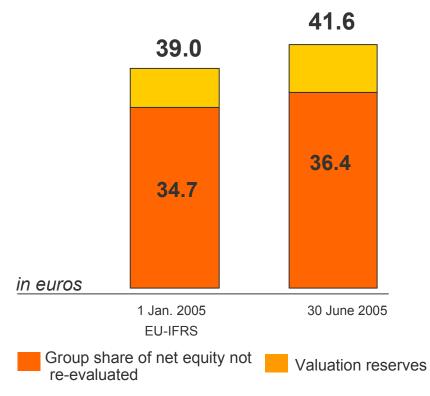
Stable Tier 1 ratio7.5%

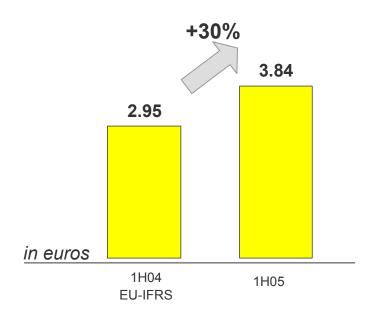


# Sharp Rise in Earnings per Share



#### Earnings per share\*





divided by the number of shares outstanding

<sup>\*</sup> EPS undiluted, based on the average number of shares outstanding



## BNP Paribas in the 2<sup>nd</sup> Quarter 2005

In millions of euros	2Q05
Net Banking Income	5,171
Operating Expenses and Dep.	-3,195
Gross Operating Income	1,976
Provisions Provisions	-109
Operating Income	1,867
Net Income, Group Share	1,456

2Q05 / 2Q04 EU-IFRS
+3.3%
+8.2%
-3.8%
-59.8%
+4.7%
+4.7%

### **Excluding BNP Paribas Capital:**

→ NBI: +6,5 %
 → Op Exp: +8,3%
 → GOI: +3,7 %
 → OI: +14,5 %

- Limited capital gains under NBI generated from private equity and industrial portfolios
  - → NBI of BNP Paribas Capital: €24mn compared to €174mn in 2Q04
  - → Realised gains on the industrial portfolio of listed companies: -€1mn compared to €61mn in 2Q04
- Total core businesses

→ NBI: +9.1%

→ Operating Exp. & Deprec.: +7.8%

→ GOI: +11.1%



Total core businesses

# Sharp Rise in the Income and Results for all the Core Businesses

Net banking income and Operating expenses

**Operating income** 

2Q0	05 / 2Q04*	NBI	Operating expenses
	Retail Banking	+7.8%	+7.1%
	AMS	+12.9%	+12.8%
	CIB	+9.3%	+6.2%

+9.1%

+7.8%

2Q05 / 2Q04*	Operating income
Retail Banking	+20.2%
AMS	+12.2%
CIB	+28.4%

Total core businesses
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\*2Q04 EU-IFRS



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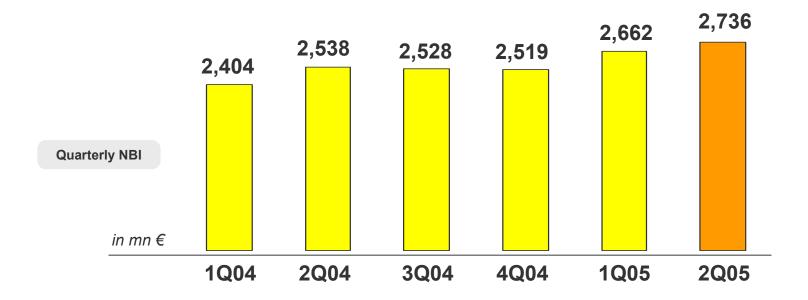
Conclusion



# Retail Banking 2Q05

In millions of euros	2Q05	2Q05 / 2Q04 EU-IFRS
Net Banking Income	2,736	+7.8%
Operating Expenses and Dep.	-1,667	+7.1%
Gross Operating Income	1,069	+9.0%
Provisions	-159	-29.0%
Operating Income	910	+20.2%
Non Operating Items	40	+5.3%
Pre-Tax Income	950	+19.5%
Cost / Income	60.9%	-0.4 pt

	1H05	1H05/1H04
NBI	€5.4bn	+9.2%
Cost / Income	61.1%	-1.2 pt
Allocated Equity	€10.5bn	+9.5%
Pre-Tax ROE	35%	+4 pt



Results 30.06.2005 Retail Banking



# French Retail Banking 2Q05

In millions of euros	2Q05	2Q05 / 2Q04 EU-IFRS
Net Banking Income	1,348	+2.6%
Incl. Commissions	562	+8.1%
Incl. Interest Margin	786	-1.0%
Operating Expenses and Dep.	-902	+3.6%
Gross Operating Income	446	+0.7%
Provisions	-42	-38.2%
Operating Income	404	+7.7%
Income Attributable to AMS	-22	+29.4%
Pre-Tax Income of French Retail	382	+6.7%
Cost / Income	66.9%	+0.6 pt

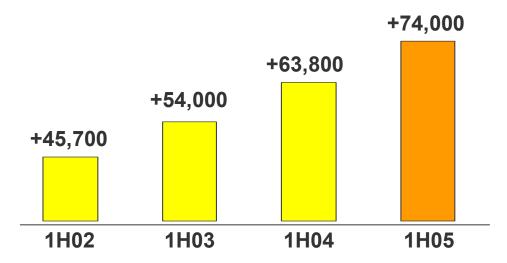
	1H05	1H05/1H04
NBI	€2.7bn	+5.5%
Cost/Income	66.6%	-1.3 pt
Allocated Equity	€5.0bn	+8.5%
Pre-Tax ROE	31%	+3 pt

Including 100% of French private banking from NBI to Operating Income

- Continued buoyant business activity reported in 1Q05
  - → Fees: +8.1%/2Q04 (including +14.5% for fees on investment funds and transactions)
  - → Net interest margin:
    - continued growth in profitable outstanding loans and assets on deposits
    - quarterly volatility in the Home Ownership Savings Plans and Accounts provision
- NBI Growth Trend:
  - → 5% growth forecast in 2H05
- Confirmed decline in cost of risk: 22 bp in 2Q05 (39 bp in 2Q04 and 23 bp in 1Q05)

## FRB: Individuals Customers

Increase in the number of individual cheque and deposit accounts

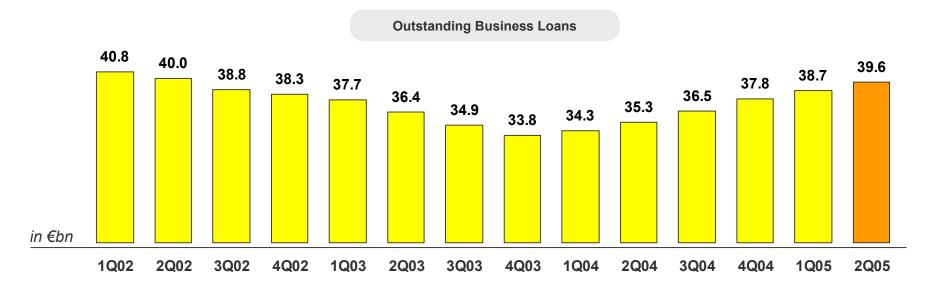


- Sustained growth in loans outstanding
  - → Mortgage lending: +22.4%/2Q04, growth comparable to that in 1Q05
  - → Consumer lending: +8.4%/2Q04, growth greater than that in 1Q05
- Very strong performance in savings inflows in 2Q05
  - → Life insurance: €1.7bn, +28%/2Q04
  - → Mutual funds: €1.2bn, +36%/2Q04



# FRB: Corporate Segment

- 12.3% growth in outstanding loans compared to 2Q04, better than the market average (5.2%)
  - → continued to apply the same profitability and risk criteria



- Cross-selling still growing strong across all the business lines
  - → interest rate and foreign exchange derivatives: +40%/1H04
  - → structured financing: +60%/1H04



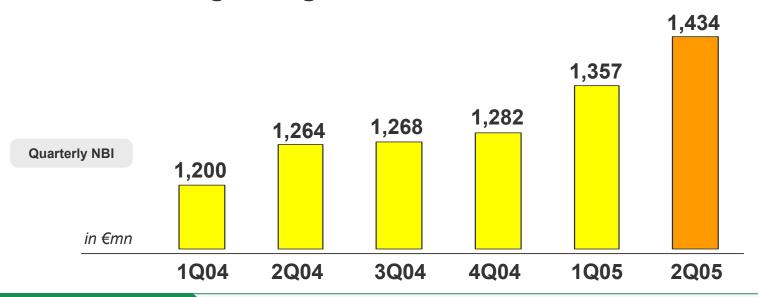
# International Retail Banking and Financial Services: 2Q05

In millions of euros	2Q05	2Q05 / 2Q04 EU-IFRS
Net Banking Income	1,434	+13.4%
Operating Expenses and Dep.	-789	+11.3%
<b>Gross Operating Income</b>	645	+16.2%
Provisions	-117	-25.0%
Operating Income	528	+32.3%
Non Operating Items	40	+5.3%
Pre-Tax Income	568	+30.0%
Cost / Income	55.0%	-1.1 pt

	1H05	1H05/1H04
NBI	€2.8bn	+13.3%
Cost/Income	55.5%	-0.7 pt
Allocated Equity	€5.5bn	+10.4%
Pre-Tax ROE	39%	+4 pt

At constant scope and exchange rates: NBI: +5.2%, Operating expenses: +2.2%; GOI: +8.8%

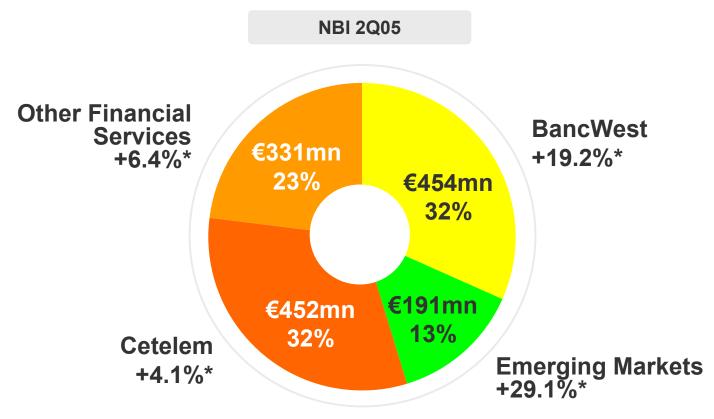
## A fast growing core business: NBI +13.4%/2Q04





# IRFS: Leading Positions, Strong Growth

A leader in financial services in Europe
A strong presence in retail banking in the western United States
Sources of additional growth in promising regions



### **BancWest**

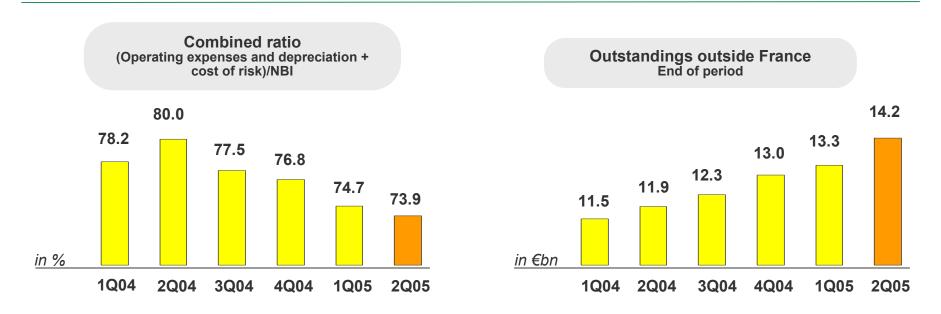
- Pre-tax income: €239mn, + 23.8%/2Q04 (+8.0% at constant scope and exchange rates)
  - → erosion of the interest margin rate (3.66% in 2Q05 compared to 3.88% in 2Q04) due to the flattening of the yield curve
  - → fast-growing business: +24.9% on lending (+9.2% at constant scope) and +23.8% on deposits (+8.2% at constant scope)
  - → decline in the cost of risk
    - NPLs/Loans: 0.42% compared to 0.52% at 30 June 2004
- Successful integrations of Community First and Union Safe Deposit
  - → achieved the cost savings forecast (\$50mn in 2005)
- Acquisition\* of Commercial Federal Corporation
  - → 198 branches, 850 000 accounts
  - → \$10.4bn in AuM, \$6.5bn in deposits

<sup>\*</sup> subject to the approval of CF shareholders and US regulators.

## IRFS: 2Q05 Highlights (2/3)

### Cetelem

- → pre-tax income: €155mn, +29.2%/2Q04
- → substantial improvement in the combined ratio
- → joint control of Cofinoga\* planned, effective 30/09/05 (over €400mn in NBI for the full year\*\*)



<sup>\*</sup> Public offer on Galeries Lafayette finalised and approvals from the French banking and financial regulator, CECEI, and from French competition regulator obtained

<sup>\*\*</sup>based on 2004 data

IRFS: 2Q05 Highlights (3/3)

### Other Financial Services







- → pre-tax income: €116mn, +8.4%/2T04
- → excellent contributions from Arma and Abbey National France, acquisitions completed in 2004

## **Emerging and overseas markets**

- → pre-tax income: €69 M€, +40.8%/2Q04 (+26.5% at constant scope and exchange rates)
- → strong commercial development since the beginning of 2005
  - Turkey (TEB): opened 3 Trade Centres and 14 branches
  - Maghreb: opened 18 branches

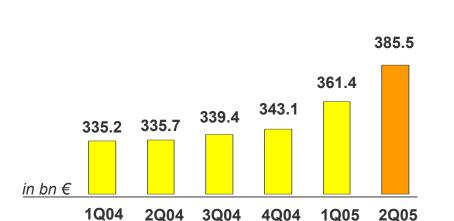


## Asset Management and Services 2Q05

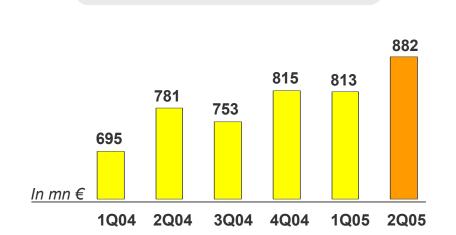
In millions of euros	2Q05	2Q05 / 2Q04 EU-IFRS
Net Banking Income	882	+12.9%
Operating Expenses and Dep.	-556	+12.8%
<b>Gross Operating Income</b>	326	+13.2%
Provisions	-4	n.s.
Operating Income	322	+12.2%
Non Operating Items	53	n.s.
Pre-Tax Income	375	+28.9%
Cost / Income	63.0%	-0.1 pt

	1S05	1S05/1S04
NBI	€1.7bn	+14.8%
Cost/Income	64.4%	+0.7 pt
Allocated Equity	€3.6bn	+14.2%
Pre-Tax ROE	36%	+2 pt

# Sharp growth in assets under management (+14.8%) and net banking income (+12.9%)



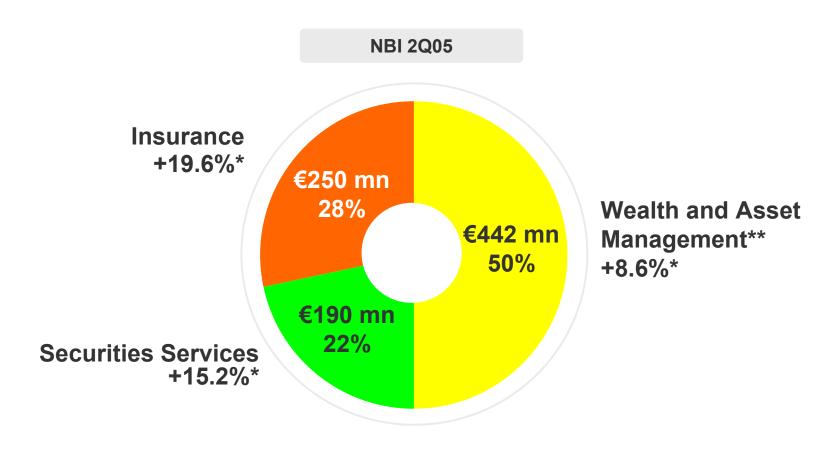
**Assets Under Management** 



**Quarterly NBI** 



## AMS 2Q05: Growth in Each of the Business Lines



<sup>\* 2</sup>Q05/2Q04

<sup>\*\*</sup>WAM = Private banking + Asset Management + Cortal Consors + Real Estate Services

## AMS 2Q05: Net Asset Inflows

## An excellent level of net new inflows

→ 2Q05: €7.2bn (€3.0 bn in 2Q04)

→ 1H05: €17.0bn (€8.7 bn in 1H04), +9.9%\* of assets under

management



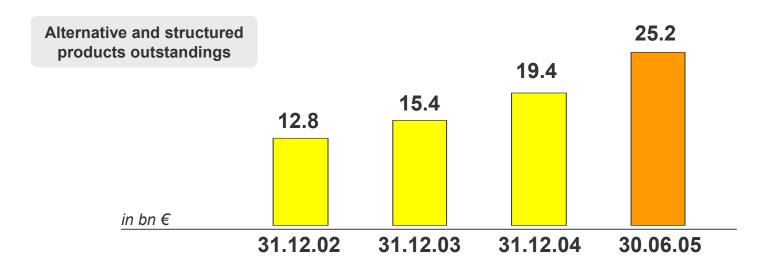
Net asset inflows 2Q05 (in bn €)



→ Net new inflows excluding cross-selling between the business lines within AMS: €5.4bn in 2Q05 compared to €2.6bn in 2Q04

## Wealth & Asset Management

- → Multimanagement : built a leader in the US and in Europe with close to \$30bn in assets under management
  - acquisition of FundQuest\* in the US, an open architecture solutions provider: \$10bn in assets under management
- → Alternative and structured management: continued growth in assets



<sup>\*</sup>Closing scheduled for 3Q05. Figures not incorporated in the business and results.



# AMS: 2Q05 Highlights (2/2)

#### Insurance

#### → France

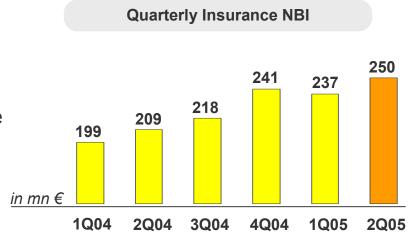
- gross inflow of individual savings assets:€2.2bn, +22%/2Q04
- 31% gross inflow of unit-linked insurance assets as at 30.06.05 (compared to 21% for the market)

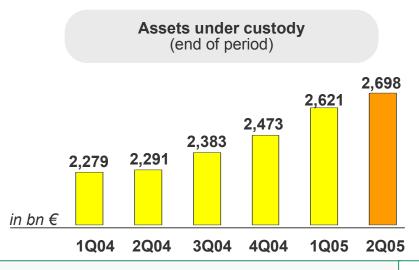
#### → Outside France

savings assets:€4.9bn, +17%/2Q04

### Securities Services

- → sustained growth in business
  - assets under custody: +18%/30.06.04
  - number of transactions: +17%/2Q04





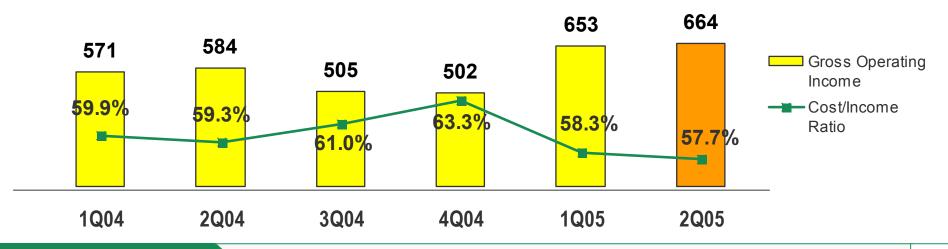


## Corporate and Investment Banking: 2Q05

In millions of euros	2Q05	2Q05 / 2Q04 EU-IFRS	
Net Banking Income	1,568	+9.3%	
Operating Expenses and Dep.	-904	+6.2%	
Gross Operating Income	664	+13.7%	
Provisions	50	n.s.	NBI
Operating Income	714	+28.4%	Cost / Income
Non Operating Items	25	+47.1%	Allocated Equity
Pre-Tax Income	739	+29.0%	Pre-Tax ROE
Cost / Income	57.7%	-1.6 pt	FIG-IAX NOL

	1H05	1H05/1H04
NBI	€3.1bn	+9.6%
Cost / Income	58.0%	-1.6 pt
Allocated Equity	€8.7bn	+26.3%
Pre-Tax ROE	34%	+2 pt

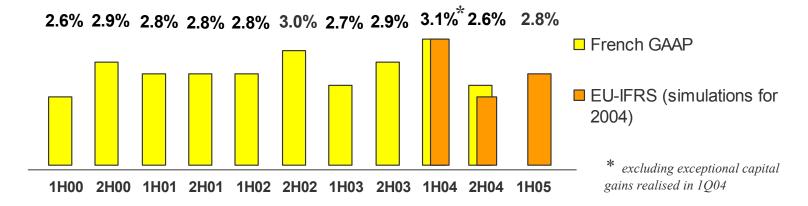
- Sustained growth in GOI: +13.7% / 2Q04
  - → A benchmark cost/income ratio





# CIB Financing Businesses

- Another sharp rise in income and results
  - → NBI: €724mn, +24.4%/2Q04
- Fairly stable NBI/RWA ratio beyond the spread fluctuations



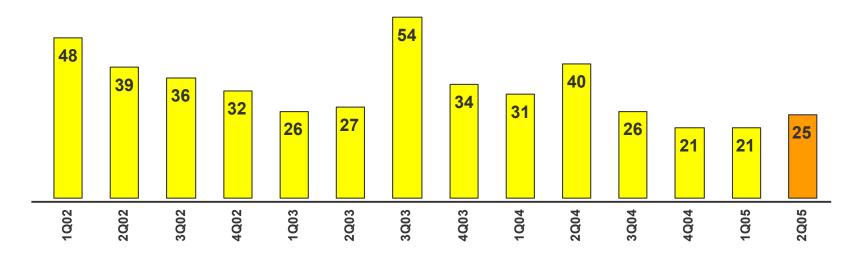
Few new provisions and some provision write-backs mainly in the US



## CIB Advisory and Capital Markets

- NBI: €844mn, -1.1%/2Q04
  - → customer business broadly sustained
- Fixed Income: limited decline in revenues during a period of market turbulences
- Equities and advisory: growth in business and in income
- VaR maintained at a low level:
   €25mn on average in 2Q05 (€29mn in 2004)

Average VaR (€mn), 99%, 1 day





# **Presentation Outline**

**Group Results** 

The Core Businesses' Results

A Global Group, Growing Faster

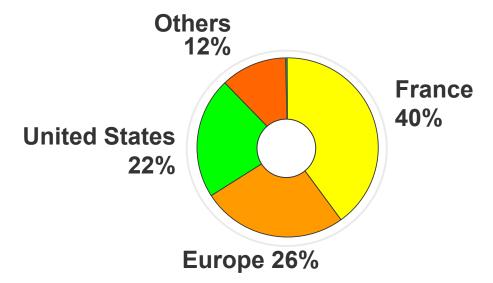
**Corporate Governance** 

Conclusion

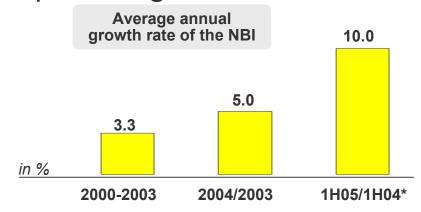
## A Global Group, Growing Faster

#### **Business commitments 1H05**

- A global group
  - → presence in 85 countries
  - → 60% of the commitments outside France



An accelerated pace of growth



\* EU-IFRS excluding BNP Paribas Capital



## Powerful Platforms in France

#### Retail Banking

- 10 million individual and professional customers
- #2 in consumer lending with 15% market share(1)
- #4 in mortgages with 11% market share(2)
- #1 in leasing with 20% market share



### Asset Management and Services

- #1 in private banking: assets €50.2bn, 97,000 customers
- #2 in mutual funds with 8.2% market share
- #4 in life insurance with 8.1% market share
- #1 in corporate real estate services

<sup>(1)</sup> BNP Paribas branch network and Cetelem combined, Cofinoga not included

<sup>(2)</sup> BNP Paribas branch network and UCB combined



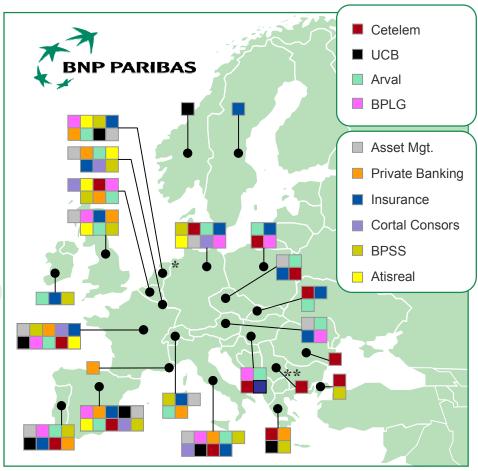
## Europe (1/2) A Leader in Multi-local Businesses

#### International Retail Banking and Financial Services

- → #1 consumer lending group in Continental Europe
  - #1 Italy, #3 in Spain and Portugal
  - Central Europe :#1 Hungary,
    #2 in Romania, #3 in the Czech Republic and Slovakia
- → #2 in leasing equipment
- → #2 in car fleet management

#### Asset Management and Services

- → #1 Global Custodian
- → #4 in Private Banking
- → #1 in Continental Europe in Corporate real estate services
- → #1 in Online Brokerage and Savings



\*Acquisition of Nachenius Tjeenk & Co in the Netherlands and \*\* a company acquired by Findomestic in Serbia, both subject to regulatory approval



# Europe (2/2) A Leader in Corporate and Investment Banking

- → Fixed Income (bookrunner)
  - -#2 Corporate Eurobond Issues (2004)
  - #4 All bonds in euros (1H05)
  - #6 All international Sterling bonds (1H05)
- → Structured Finance (arranger)
  - #2 Leveraged loans (1H05)
- → Equities
  - -#2 for convertible bonds (Extel)
  - -#1 Research Firm for French Equities (Agefi)
- → Corporate Finance
  - -#7 Equity and Equity linked European ECM transaction (1H05)
  - -#10 Mergers and Acquisitions announced deals (1H05)



Sources : TF, Dealogic



# Four Global Franchises in Corporate and Investment Banking

### → Structured Finance

- -#4 all syndicated credits (Bookrunner)
- "Aircraft Finance House of the Year" (Jane's Transport Finance)
- "Best Arranger of Acquisition Financing" (EuroWeek)



- → "Best Commodity Bank" (Trade Finance Magazine)
- "Best Trade Bank in Oil, Best Global Trade Finance Provider; Best Structured Commodity Finance Bank" (Trade & Forfaiting Review)

## → Project Finance

- -#1 Project Finance (Dealogic 2004)
- "Best Arranger of Project Financing » (EuroWeek)

### → Derivatives

- "Best provider of Interest rate options" (Corporate Finance Magazine)
- "Best Equity Derivatives Provider" (Global Finance Magazine, 2004)
- "First Issuer of Equity-Linked MTNs" with 25% of global market share (MTN-I)

Sources: TF, 2004 & 2005 awards





## United States (1/2) Stepping up Presence in Financial Markets

#### Corporate and Investment Banking

- → Fixed Income
  - Top 3 US Treasury Inflation linked Bonds (TradeWeb 1H05)
  - #10 financial institution investment grade bonds (TF 1H05)\*
  - A growing presence in US Dollar derivatives
- → Equity Derivatives
  - Top 3 in fund derivatives
- → Energy Commodities Export Project
  - #1 US Ex-Im Bank's Top Lenders \*\*
  - #4 Oil & Gas Agent (Gold Sheets 1H05)
  - #2 Natural Gas OTC Dealer for the US and Canada\*\*\*

#### Asset Management

- → FFTW: AuM \$38 bn
  - fixed-income products
  - institutional clients
- → FundQuest : AuM \$10 bn
  - TAMP\*\*\*\* : open architecture solutions provider







# United States (2/2) BancWest: A Growing Retail Franchise

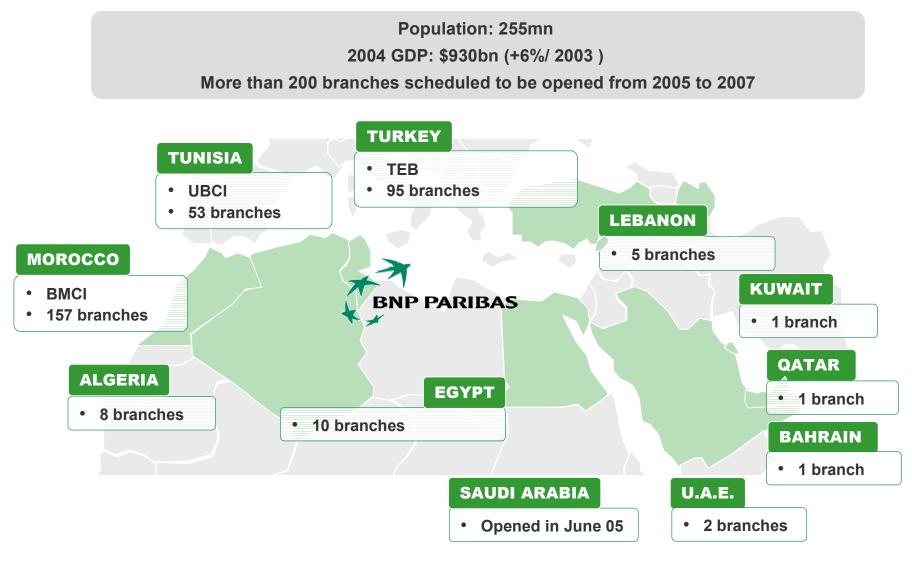
- A strong franchise in a large and fast growing market
- Significant organic and acquisition-driven growth
  - → Since 1999 and before Commercial Federal acquisition:
    - Loans, deposits x2.7(Total assets as at 30 June 05: \$52.5bn)
    - Net Income: x2.8
       (Net Income 2004: \$473m)
- Opportunities for further consolidation



<sup>\*</sup> subject to the approval of CF shareholders and US regulators.



# Sources of Further Growth (1/3) The Mediterranean and Gulf Region



Population and GDP: source Economist Intelligence Unit



# Sources of Further Growth (2/3) Asia

#### Corporate and Investment Banking

#### A full-fledged investment banking set-up

#### → Capital Markets :

- Japan consistently Top 10 in interest rates and Credit derivatives and JGB (Asia Risk - IFR)
- Japan #2 for Nikkei 225 index options (Risk Magazine)
- PRC only bank selected as lead arranger for all sovereign issues in euro and US Dollar
- PRC license to conduct derivatives business
- Hong Kong #3 underwriter HKD debt (IFR 1H05)
- Taiwan #3 house for Forex and interest rates derivatives (Asia Risk)

#### → Corporate Finance :

 Asia (excl Japan) - BNP Paribas Peregrine: Best Mid Cap Equity House 2004 (The - Asset Asia)

#### → Financing:

- Japan #1 non Japanese bank for Japanese export finance \*
- PRC licenses to conduct RMB business
- PRC Top 2 bookrunner for loans syndications in 2004 (IFR - 2004)

#### Asset Management & Services

- → Private Banking:
  - AuM \$14.3bn in Asia
  - Hong Kong, Singapore, India,...
- → Korea: JV in life insurance and asset management with Shinhan Financial Group - AuM \$7.2bn
- → India: JV in life insurance with State Bank of India
  - access to 120 million clients



<sup>\*</sup> Source: BNP Paribas study based on JBIC and NEXI data



# Sources of Further Growth (3/3) Brazil

#### Cetelem

→ Carte Aura: 500,000 clients

### Corporate and Investment Banking

- → Leader in export finance (ECAs) for Brazilian importers (2004)
- → #4 Project Finance Advisory (ANBI 2004)
- → Central Bank of Brazil FX dealer: #4 foreign bank \*

#### Asset Management and Services

- → Fast growing asset management franchise
  - AuM \$4.8bn
  - Top Fixed Income Fund Manager by S&P 2003 & 2004
- → #8 Private banking player (Euromoney)



\*Source: Central Bank of Brazil



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# Corporate Governance: Growing Recognition

# First global ranking by FTSE/International Shareholder Services (April 2005)

- 2,000 listed companies in 24 countries analysed
- 60 weighted criteria used, broken down in 5 families
  - → structure and independence of the board of directors
  - → capital structure and anti-takeover measures
  - → corporate officers' compensation
  - → share capital held by corporate officers and board members
  - → independence and integrity of the certification and audit process
- → BNP Paribas #1 in the eurozone and #10 world-wide all business sectors considered



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# Strong growth momentum confirmed in all core businesses

A global group with an accelerated pace of growth

A sharp rise in net earnings per share

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## Annexes



## **BNP** Paribas Group

	2Q05	2Q05 /	2Q05 /	1H05	1H05 /
In millions of euros		2Q04 EU-IFRS	1Q05		1H04 EU-IFRS
Net Banking Income	5,171	+3.3%	-7.7%	10,774	+11.0%
Operating Expenses and Dep.	-3,195	+8.2%	+1.7%	-6,338	+8.4%
Gross Operating Income	1,976	-3.8%	-19.7%	4,436	+15.0%
Provisions	-109	-59.8%	+5.8%	-212	-61.1%
Operating Income	1,867	+4.7%	-20.8%	4,224	+27.5%
Associated Companies	103	-4.6%	+41.1%	176	-8.8%
Extraordinary Items	103	n.s.	n.s.	116	n.s.
Non Operating Items	206	+63.5%	n.s.	292	+15.9%
Pre-Tax Income	2,073	+8.5%	-15.1%	4,516	+26.7%
Tax Expense	-533	+23.1%	-13.9%	-1,152	+32.3%
Minority Interests	-84	-2.3%	-19.2%	-188	-6.9%
Net Income, Group Share	1,456	+4.7%	-15.3%	3,176	+27.5%
Cost / Income	61.8%	+2.8 pt	+5.7 pt	58.8%	-1.4 pt
Cost/Income without BNP Paribas Capital	62.0%	+1.0 pt	+2.2 pt	60.9%	-0.8 pt
ROE after Tax				21.8%	+2.8 pt

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#### Number of Shares and Earnings per Share

#### **Number of Shares**

in millions	1H04	2004	1H05
Number of Shares (end of period)	878.6	884.7	871.2
Number of Shares excluding Treasury Shares (end of period)	832.5 *	833.0 *	825.5
Average number of Shares outstanding excluding Treasury Shares	847.6 *	840.5 *	828.0

<sup>\*</sup> French GAAP

#### **EPS**

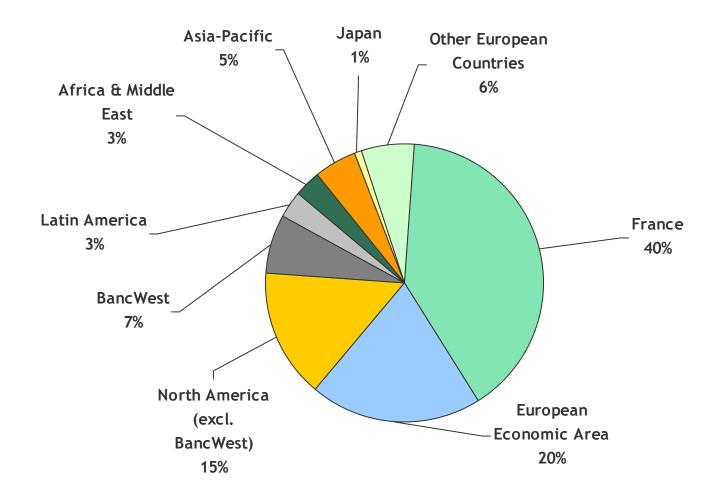
In euros	2003 *	2004 *
Earning Per Share (EPS)	4.31	5.55
Diluted Earning Per Share (Diluted EPS)	4.28	5.53
In euros	1H04 **	1H05
In euros Earning Per Share (EPS)	1H04 ** 2.95	<b>1H05</b> 3.84

<sup>\*</sup> French GAAP \*\*EU-IFRS simulation

Results 30.06.2005 **Group** 43



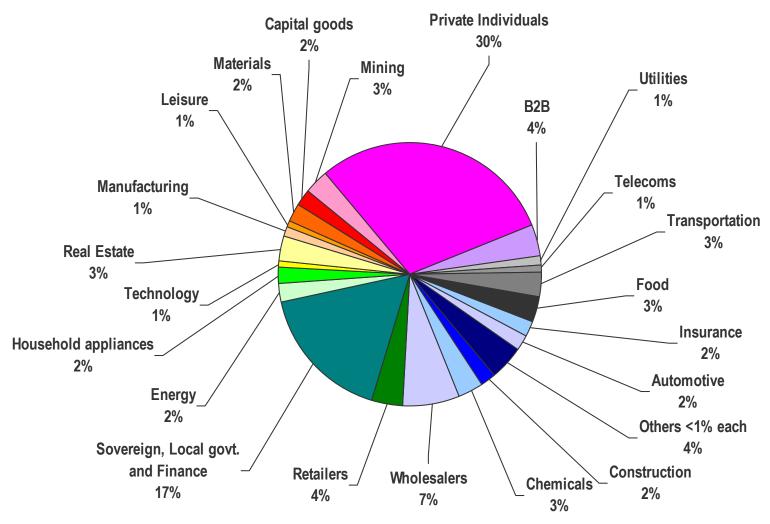
#### Geographic Breakdown of Commitments



Gross lending + off balance sheet commitments, unweighted €549bn as at 30.06.05



#### Breakdown of Commitments by Industry



Gross lending + off balance sheet commitments, unweighted €549bn as at 30.06.05

Results 30.06.2005 **Group** 45



#### A Solid Financial Structure

	30 June 05	1st Jan. 05
Group share of net equity not re-evaluated	31.1	28.8
Valuation Reserve	4.3	3.6
Total Capital ratio (a)	10.6%	10.1%
Tier One ratio (a)	7.5%	7.5%

<sup>(</sup>a) As at 30 June 2005, based on estimated Risk Weighted Assets of E362.7 bn.

#### Ratings

S&P	AA	Stable Outlook	Rating upgraded from AA- to AA on 06/07/04
Moody's	Aa2	Stable Outlook	Rating upgraded from Aa3 to Aa2 on 19/02/02
Fitch	AA	Stable Outlook	Rating upgraded from AA- to AA on 28/11/01

Results 30.06.2005 **Group** 46





	2Q05	2Q05 /	2Q05 /	1H05	1H05 /
In millions of euros		2Q04 EU-IFRS	1Q05		1H04 EU-IFRS
Net Banking Income	2,736	+7.8%	+2.8%	5,398	+9.2%
Operating Expenses and Dep.	-1,667	+7.1%	+2.1%	-3,299	+7.2%
Gross Operating Income	1,069	+9.0%	+3.8%	2,099	+12.6%
Provisions	-159	-29.0%	-10.2%	-336	-22.6%
Operating Income	910	+20.2%	+6.7%	1,763	+23.3%
Associated Companies	37	+5.7%	+42.3%	63	+5.0%
Other Items	3	+0.0%	+50.0%	5	-54.5%
Pre-Tax Income	950	+19.5%	+7.8%	1,831	+22.0%
Cost / Income	60.9%	-0.4 pt	-0.4 pt	61.1%	-1.2 pt
Allocated Equity (Ebn)				10.5	+9.5%
Pre-Tax ROE				35%	+4 pt



### French Retail Banking\*

	2Q05	2Q05 /	2Q05 /	1H05	1H05 /	
In millions of euros	2Q04 EU-IFRS		1Q05		1H04 EU-IFRS	
Net Banking Income	1,348	+2.6%	-0.1%	2,698	+5.5%	
Incl. Commissions	562	+8.1%	-0.5%	1,127	+7.0%	
Incl. Interest Margin	786	-1.0%	+0.1%	1,571	+4.5%	
Operating Expenses and Dep.	-902	+3.6%	+0.8%	-1,797	+3.5%	
Gross Operating Income	446	+0.7%	-2.0%	901	+9.7%	
Provisions	-42	-38.2%	-4.5%	-86	-35.8%	
Operating Income	404	+7.7%	-1.7%	815	+18.6%	
Non Operating Items	0	n.s.	n.s.	0	n.s.	
Pre-Tax Income	404	+7.7%	-1.7%	815	+18.6%	
Income Attributable to AMS	-22	+29.4%	+0.0%	-44	+22.2%	
Pre-Tax Income of French Retail Bkg	382	+6.7%	-1.8%	771	+18.4%	
Cost / Income	66.9%	+0.6 pt	+0.6 pt	66.6%	-1.3 pt	
Allocated Equity (Ebn)				5.0	+8.5%	
Pre-Tax ROE				31%	+3 pt	

<sup>\*</sup>including 100% of French Private Banking in France for line items NBI to pre-tax income





%Change 2Q05 vs.2Q04

In millions of euros



Fees: +8.1%

Other banking transactions: +5.2%



<sup>(1) 100%</sup> of French Private Banking



#### FRB 2Q05: Outstandings

In billions of euros	Outstandings 2Q05	%Change 1 year 2Q05/2Q04	%Change 1 quarter 2Q05/1Q05	Outstandings 1H05	%Change 1 year 1H05/1H04
LENDINGS (1)					
Total Loans	86.3	+15.2%	+2.9%	85.1	+15.3%
Individual Customers	43.7	+19.9%	+4.2%	42.8	+19.7%
Incl. Mortgages	36.7	+22.4%	+4.6%	35.9	+22.3%
Incl. Consumer Lending	6.9	+8.4%	+2.4%	6.8	+7.9%
Corporates	39.6	+12.3%	+2.3%	39.2	+12.6%
DEPOSITS and SAVINGS (1)	77.0	+4.6%	+1.5%	76.4	+4.9%
Cheque and Current Accounts	31.6	+4.6%	+1.8%	31.3	+4.9%
Savings Accounts	37.9	+6.0%	+0.8%	37.8	+6.5%
Market Rate Deposits	7.5	-2.0%	+3.7%	7.4	-2.8%
FUNDS UNDER MANAGEMENT (2)					
Life Insurance	43.4	+13.5%	+3.6%	43.4	+13.5%
Mutual Funds (3)	61.8	+6.1%	+2.7%	61.8	+6.1%

<sup>(1)</sup> Average cash Outstandings (2) Outstandings at the end of the period

Results 30.06.2005 **Group** 50

<sup>(3)</sup> These statistics do not include mutual funds assets registered in Luxembourg (PARVEST)



### International Retail Banking and Financial Services

	2Q05	2Q05 /	2Q05 /	1H05	1H05 /	
In millions of euros		2Q04 EU-IFRS	1Q05		1H04 EU-IFRS	
Net Banking Income	1,434	+13.4%	+5.7%	2,791	+13.3%	
Operating Expenses and Dep.	-789	+11.3%	+3.8%	-1,549	+11.8%	
Gross Operating Income	645	+16.2%	+8.0%	1,242	+15.1%	
Provisions	-117	-25.0%	-12.0%	-250	-16.7%	
Operating Income	528	+32.3%	+13.8%	992	+27.3%	
Associated Companies	37	+5.7%	+42.3%	63	+5.0%	
Other Items	3	+0,0%	+50.0%	5	-54.5%	
Pre-Tax Income	568	+30.0%	+15.4%	1,060	+24.7%	
Cost / Income	55.0%	-1.1 pt	-1.0 pt	55.5%	-0.7 pt	
Allocated Equity (Ebn)				5.5	+10.4%	
Pre-Tax ROE				39%	+4 pt	





	2Q05	2Q05 /	2Q05 /	1H05	1H05 /
In millions of euros		2Q04 EU-IFRS	1Q05		1H04 EU-IFRS
Net Banking Income	454	+19.2%	+8.6%	872	+16.0%
Operating Expenses and Dep.	-212	+18.4%	+1.9%	-420	+19.7%
Gross Operating Income	242	+19.8%	+15.2%	452	+12.7%
Provisions	-4	-55.6%	-63.6%	-15	-40.0%
Operating Income	238	+23.3%	+19.6%	437	+16.2%
Associated Companies	0	n.s.	n.s.	0	n.s.
Other Items	1	n.s.	n.s.	0	n.s.
Pre-Tax Income	239	+23.8%	+20.7%	437	+16.2%
Cost / Income	46.7%	-0.3 pt	-3.1 pt	48.2%	+1.5 pt
Allocated Equity (Ebn)				1.8	+18.8%
Pre-Tax ROE				49%	-1 pt

BancWest and its subsidiaries' contribution to the IRFS core business

At constant sco	pe and exchange rates:	2Q05/2Q04

NBI	+ 1.1%
Operating Exp. and Dep.	- 2.6%
<b>Gross Operating Income</b>	+ 4.6%
Pre-Tax Income	+8.0%





	2Q05	2Q05 /	2Q05 /	1H05	1H05 /	
In millions of euros		2Q04 EU-IFRS	1Q05		1H04 EU-IFRS	
Net Banking Income	452	+4.1%	+0.2%	903	+6.6%	
Operating Expenses and Dep.	-238	+6.3%	+3.0%	-469	+7.1%	
Gross Operating Income	214	+1.9%	-2.7%	434	+6.1%	
Provisions	-96	-22.0%	-9.4%	-202	-12.9%	
Operating Income	118	+35.6%	+3.5%	232	+31.1%	
Associated Companies	36	+9.1%	+50.0%	60	+7.1%	
Other Items	1	n.s.	n.s.	1	-83.3%	
Pre-Tax Income	155	+29.2%	+12.3%	293	+22.6%	
Cost / Income	52.7%	+1.1 pt	+1.5 pt	51.9%	+0.2 pt	
Allocated Equity (Ebn)				1.6	+3.0%	
Pre-Tax ROE				38%	+6 pt	

Cetelem and its subsidiaries' contribution to the IRFS core business



#### Financial Services: Managed Outstandings

In billions of euros	June-05	March-05	%Change 1 quarter /March-05	June-04	%Change 1 year / June-04
CETELEM	33.5	32.4	+3.3%	31.2	+7.5%
France	19.3	19.1	+1.0%	19.2	+0.4%
Outside France	14.2	13.3	+6.6%	11.9	+18.8%
BNP Paribas Lease Group MT (1)	14.9	14.7	+1.5%	15.8	-5.9%
France	10.9	10.8	+0.8%	12.3	-11.5%
Europe (ex cluding France)	4.0	3.9	+3.6%	3.5	+13.9%
UCB Individuals (1,2)	25.1	23.7	+6.0%	17.2	+46.0%
France Individuals	14.5	14.0	+3.7%	9.5	+52.1%
Europe (excluding France)	10.6	9.7	+9.5%	7.7	+38.4%
Long Term Leasing with Services (3)	5.9	5.3	+10.3%	5.4	+9.0%
France	2.0	1.8	+11.3%	1.6	+20.2%
Europe (ex cluding France)	3.9	3.5	+9.8%	3.7	+4.1%
Arval					
Total Managed Vehicles (in thousands)	602	601	+0.2%	612	-1.5%
includind financed vehicles	451	439	+2.9%	421	+7.3%

<sup>(1)</sup> Transfer of BPLG residential real estate oustandings of BNP Paribas Invest Immo to UCB from 31.12.04. (€1.5 bn)

<sup>(2)</sup> Including Abbey National France outstandings from 31.03.05 (€ 2.6 bn).

<sup>(3)</sup> Estimates. 2004 figures have been modified according to IAS 17.



### Asset Management and Services

	2Q05	2Q05 /	2Q05 /	1H05	1H05 /	
In millions of euros		2Q04 EU-IFRS	1Q05		1H04 EU-IFRS	
Net Banking Income	882	+12.9%	+8.5%	1,695	+14.8%	
Operating Expenses and Dep.	-556	+12.8%	+3.7%	-1,092	+16.2%	
Gross Operating Income	326	+13.2%	+17.7%	603	+12.5%	
Provisions	-4	n.s.	n.s.	-7	n.s.	
Operating Income	322	+12.2%	+17.5%	596	+12.5%	
Associated Companies	0	n.s.	n.s.	0	n.s.	
Other Items	53	n.s.	n.s.	54	n.s.	
Pre-Tax Income	375	+28.9%	+36.4%	650	+22.0%	
Cost / Income	63.0%	-0.1 pt	-2.9 pt	64.4%	+0.7 pt	
Allocated Equity (Ebn)				3.6	+14.2%	
Pre-Tax ROE				36%	+2 pt	



#### Wealth and Asset Management

 $WAM = Private\ Banking + Asset\ Management + Cortal\ Consors + Real\ Estate\ Services$ 

	2Q05	2Q05 /	2Q05 /	1H05	1H05 /
In millions of euros		2Q04 EU-IFRS	1Q05		1H04 EU-IFRS
Net Banking Income	442	+8.6%	+8.1%	851	+13.0%
Operating Expenses and Dep.	-301	+8.3%	+3.1%	-593	+15.6%
Gross Operating Income	141	+9.3%	+20.5%	258	+7.5%
Provisions	0	n.s.	n.s.	0	n.s.
Operating Income	141	+7.6%	+20.5%	258	+8.4%
Associated Companies	0	n.s.	n.s.	0	n.s.
Other Items	1	n.s.	n.s.	2	n.s.
Pre-Tax Income	142	+5.2%	+20.3%	260	+7.9%
Cost / Income	68.1%	-0.2 pt	-3.3 pt	69.7%	+1.6 pt
Allocated Equity (Ebn)				1.0	+4.2%





	2Q05	2Q05 /	2Q05 /	1H05	1H05 /
In millions of euros		2Q04 EU-IFRS	1Q05		1H04 EU-IFRS
Net Banking Income	250	+19.6%	+5.5%	487	+19.4%
Operating Expenses and Dep.	-114	+22.6%	+2.7%	-225	+20.3%
Gross Operating Income	136	+17.2%	+7.9%	262	+18.6%
Provisions	-4	n.s.	n.s.	-7	n.s.
Operating Income	132	+16.8%	+7.3%	255	+17.5%
Associated Companies	0	n.s.	n.s.	0	n.s.
Other Items	52	n.s.	n.s.	52	n.s.
Pre-Tax Income	184	+62.8%	+49.6%	307	+41.5%
Cost / Income	45.6%	+1.1 pt	-1.2 pt	46.2%	+0.4 pt
Allocated Equity (Ebn)				2.2	+11.9%

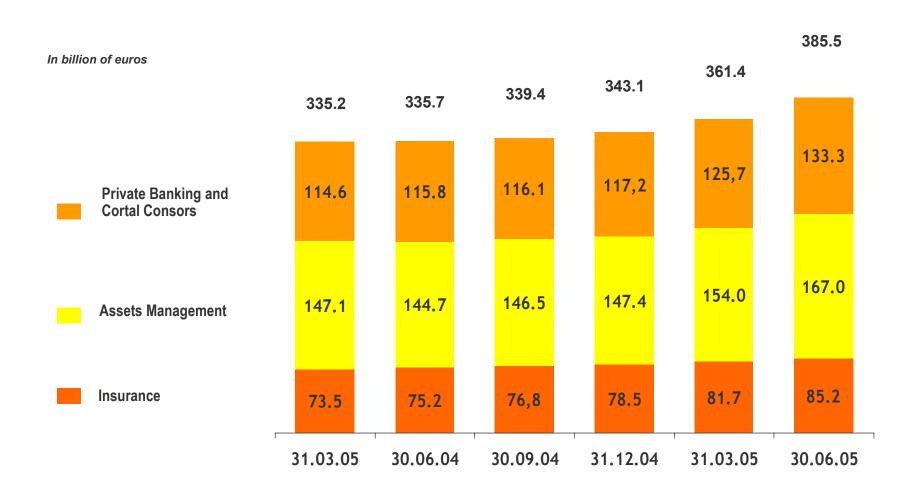


#### Securities Services

	2Q05	2Q05 /	2Q05 /	1H05	1H05 /
In millions of euros		2Q04 EU-IFRS	1Q05		1H04 EU-IFRS
Net Banking Income	190	+15.2%	+13.8%	357	+13.3%
Operating Expenses and Dep.	-141	+15.6%	+6.0%	-274	+14.2%
Gross Operating Income	49	+14.0%	+44.1%	83	+10.7%
Provisions	0	n.s.	n.s.	0	n.s.
Operating Income	49	+14.0%	+44.1%	83	+10.7%
Associated Companies	0	n.s.	n.s.	0	n.s.
Other Items	0	n.s.	n.s.	0	n.s.
Pre-Tax Income	49	+14.0%	+44.1%	83	+10.7%
Cost / Income	74.2%	+0.3 pt	-5.4 pt	76.8%	+0.6 pt
Allocated Equity (Ebn)				0.4	+80.9%



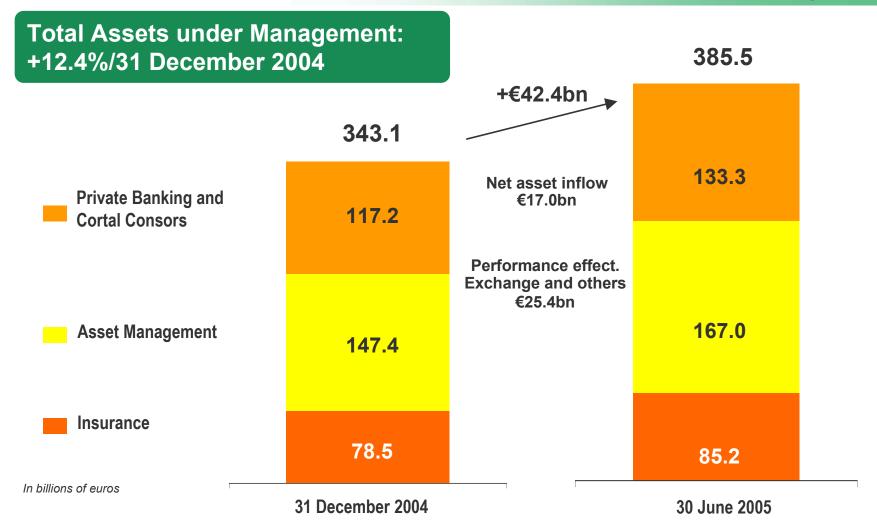
#### AMS 2Q05: Total Assets Under Management



Including cross-selling between the business lines within AMS



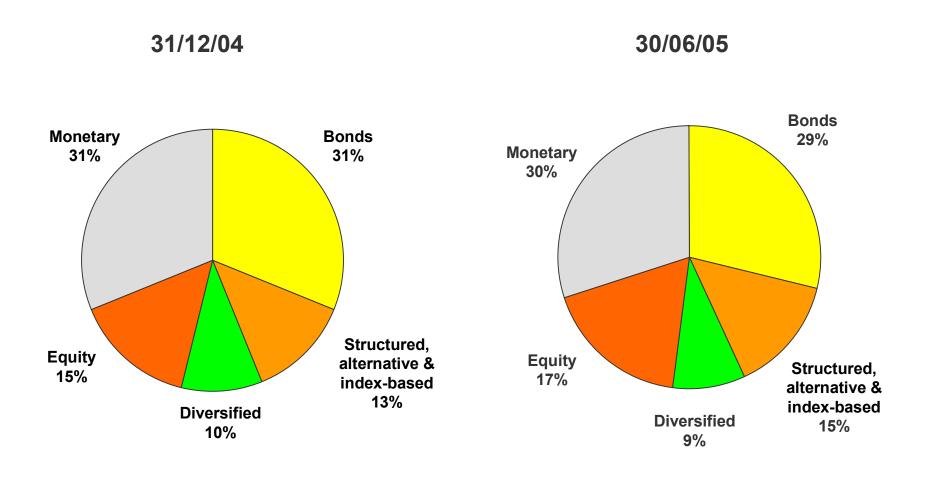
#### AMS 1H05: Assets Under Management



Total assets under management, excluding cross-selling between the business lines within AMS: €324.3bn as at 30 June 2005 compared to €292.1bn as at 31 December 2004



#### AMS: Breakdown of Assets under Management





#### Corporate and Investment Banking

	2Q05	2Q05 /	2Q05 /	1H05	1H05 /	
In millions of euros		2Q04 EU-IFRS	1Q05		1H04 EU-IFRS	
Net Banking Income	1,568	+9.3%	+0.1%	3,134	+9.6%	
Operating Expenses and Dep.	-904	+6.2%	-1.0%	-1,817	+6.6%	
Gross Operating Income	664	+13.7%	+1.7%	1,317	+14.0%	
Provisions	50	n.s.	+6.4%	97	n.s.	
Operating Income	714	+28.4%	+2.0%	1,414	+31.5%	
Associated Companies	-1	n.s.	n.s.	1	n.s.	
Other Items	26	n.s.	+85.7%	40	+48.1%	
Pre-Tax Income	739	+29.0%	+3.2%	1,455	+32.0%	
Cost / Income	57.7%	-1.6 pt	-0.6 pt	58.0%	-1.6 pt	
Allocated Equity (Ebn)				8.7	+26.3%	
Pre-Tax ROE				34%	+2 pt	



## Financing Businesses

	2Q05	2Q05 /	2Q05 /	1H05	1H05 /
In millions of euros		2Q04 EU-IFRS	1Q05		1H04 EU-IFRS
Net Banking Income	724	+24.4%	+15.8%	1,349	+18.5%
Operating Expenses and Dep.	-280	+14.3%	+7.7%	-540	+11.3%
Gross Operating Income	444	+31.8%	+21.6%	809	+23.9%
Provisions	50	n.s.	+6.4%	97	n.s.
Operating Income	494	+56.8%	+19.9%	906	+56.7%
Other Items	9	+50.0%	+80.0%	14	+27.3%
Pre-Tax Income	503	+56.7%	+20.6%	920	+56.2%
Cost / Income	38.7%	-3.4 pt	-2.9 pt	40.0%	-2.6 pt
Allocated Equity (Ebn)				5.9	+38.3%

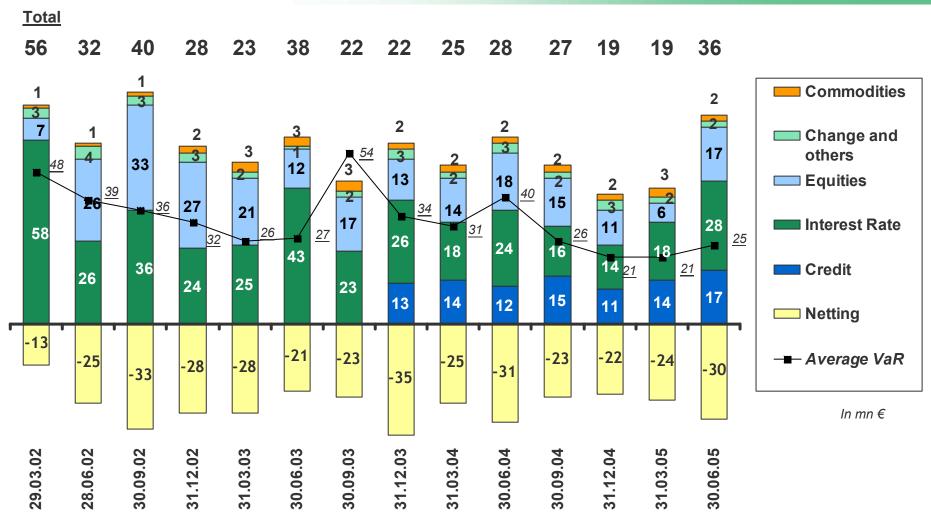


### Advisory and Capital Markets

	2Q05	2Q05 /	2Q05 /	1H05	1H05 /
In millions of euros		2Q04 EU-IFRS	1Q05		1H04 EU-IFRS
Net Banking Income	844	-1.1%	-10.3%	1,785	+3.7%
Operating Expenses and Dep.	-624	+3.0%	-4.4%	-1,277	+4.7%
Gross Operating Income	220	-10.9%	-23.6%	508	+1.2%
Provisions	0	n.s.	n.s.	0	n.s.
Operating Income	220	-8.7%	-23.6%	508	+2.2%
Associated Companies	-1	n.s.	n.s.	1	n.s.
Other Items	17	n.s.	+88.9%	26	+62.5%
Pre-Tax Income	236	-6.3%	-21.1%	535	+4.3%
Cost / Income	73.9%	+2.9 pt	+4.5 pt	71.5%	+0.7 pt
Allocated Equity (Ebn)				2.8	+6.9%



#### VaR (1 day-99%) by Type of Risk



Inclusion in 4Q03 of "credit" risk, previously included and netted in "interest rate" risk (Diagram: last market trading day of the period)



#### **BNP Paribas Capital**

	2Q05	2Q04	1Q05	1H05	1H04
In millions of euros		<b>EU-IFRS</b>			EU-IFRS
Net Banking Income	24	174	357	381	255
Operating Expenses and Dep.	-5	-6	-6	-11	-15
Gross Operating Income	19	168	351	370	240
Provisions	-1	1	0	-1	3
Operating Income	18	169	351	369	243
Associated Companies	2	42	19	21	81
Other Items	51 *	12	7	58	81
Pre-Tax Income	71	223	377	448	405
Allocated Equity (Ebn)				1.2	1.1

<sup>\*</sup> Carbone Lorraine capital gains (€52mn) booked as gains on the disposal of an associated company

- Estimated value of the portfolio as at 30 June 05:
  - → €4.3bn (€3.8bn<sup>(1)</sup> as at 31 Dec. 04)
- Unrealised capital gains as at 30 June 05:
  - → €1.3bn (1.3bn <sup>(1)</sup> as at 31 Dec. 04)

<sup>(1)</sup> data restated in IFRS-EU