



**BNP PARIBAS**

**9 Months 2000 Results**

# Group Results

**3.4 billion Euros in net income**

**9-month 2000 result above 12-month 1999 result**

**+ 56% over pro forma 9-month 1999 result**

**+ 20% over pro forma 9-month 1999 result  
before restructuring charge**

# 17% rise in gross operating income

*In millions of Euros*

	<b>9 months 2000</b>	<b>9 months 1999 <sup>(1)</sup></b>	<b>% Change</b>	<i>At constant scope &amp; ech. rates</i>
<b>NET BANKING INCOME</b>	<b>12 207</b>	<b>10 874</b>	<b>+12.3%</b>	<b>+7.7%</b>
Including: fees and others <sup>(2)</sup>	4 362	3 609	+20.9%	
<b>Oper. expenses and depreciation</b>	<b>-7 737</b>	<b>-7 052</b>	<b>+9.7%</b>	<b>+5.4%</b>
<b>GROSS OPERATING INCOME</b>	<b>4 470</b>	<b>3 822</b>	<b>+17.0%</b>	<b>+11.9%</b>
<b>Provisions</b>	<b>-739</b>	<b>-671</b>	<b>+10.1%</b>	<b>+2.8%</b>
<b>OPERATING INCOME</b>	<b>3 731</b>	<b>3 151</b>	<b>+18.4%</b>	<b>+13.9%</b>
 <b>Cost/Income Ratio</b>	 <b>63.4%</b>	 <b>64.9%</b>		

*(1) Pro forma*

*(2) Including revenues of insurance*

## Net income: +20%

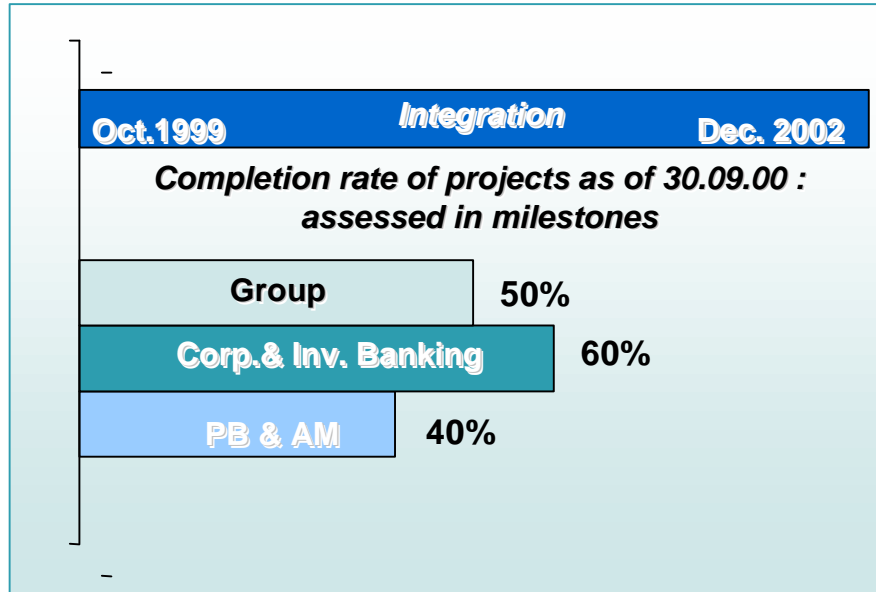
<i>In millions of Euros</i>	<b>9 months 2000</b>	<b>9 months 1999 <sup>(1)</sup></b>	<b>% Change</b>
<b>OPERATING INCOME</b>	3 731	3 151	+ 18.4%
<b>Non operating items*</b>	1 593	1 161	+ 37.2%
<b>PRE TAX INCOME</b>	5 324	4 312	+ 23.5%
<b>Taxes</b>	- 1 584	- 1 228	+ 29.0%
<b>Minority interests</b>	- 342	- 254	+ 34.6%
<b>NET INCOME attrib. to Group before restructuring charge</b>	3 398	2 830	+ 20.1%
<b>Restructuring charge</b>		- 651	
<b>NET INCOME attrib. to Group</b>	3 398	2 179	+55.9%

ROE 9 months 2000 (annualised) : 22 %

\* o/w capital gains of BNP Paribas Capital : 909 ME as of 30.09.2000 (703 ME as of 30.09.99)

<sup>(1)</sup> *Pro forma*

# Integration : achievements ahead of schedule



**Impact of cost synergies in  
2000:**

**> 220 ME**

## ■ Risks

- New policy of common customer rating resulting from best practices
- Continued implementation of Raroc tools on unified systems (*Record* for SMC, *Raroc* for Large corporates)

## ■ Large IT projects

finalised during 3rd Q 2000:

- Integrated accounting reporting systems
- Transfer of mutual funds on common platform

# Domestic Retail Banking

## Steady growth in GOI

<i>In millions of Euros</i>	<i>9 months 2000</i>	<i>% change / 9 months 99</i>
<b>NBI</b>	<b>3 213</b>	<b>+ 5.2%</b>
Incl.: Net interest rev.	1 797	+0.7%
Fees & others	1 416	+11.5%
Operating exp. & deprec.	-2 333	+1.8%
<b>GOI</b>	<b>880</b>	<b>+ 15.2%</b>
Provisions	-103	-27.9%
<b>Pre-tax income</b>	<b>786</b>	<b>+ 21.4%</b>

- **Net interest revenue: impact of the 0.75 point rise (July) on regulated savings products and continued strong competitive pressure**
- **Commissions: sustained growth (+11.5%)**
- **Controlled costs: 72.6% cost/income ratio (- 2.4 points / 9 months 1999)**



## *Continued strategy to improve the quality of the business portfolio and the balance sheet*

### ■ Expansion of the portfolio of customers

- Increase in total number of accounts: +62 300 (30-9-99)
- Private Banking\*: n°1 in France with 77 500 customers as of 30-9-00  
+ 8 000 new customers since beginning of the year

### ■ Selective marketing policy focussing on the most profitable products

- Revolving credit (“Provisio”): +25% in outstandings (30-9-99)
- Mutual funds: +56 % in new money
- Life insurance: increase in unit linked products (new money) +116%
- Equity Savings Plan openings: +62% YTD 30-9-1999

\* Private banking is a joint venture between Dom. Retail bank.(2/3) and AM & PB (1/3)

# Moderate increase in lending outstandings

9 months 2000, monthly averages

<b>Outstanding</b>	<b>Billions of Euros</b>	<b>% Change</b>
<b>TOTAL</b>	<b>70.4</b>	<b>+ 3.2 %</b>
<b>LENDING TO CORPORATES</b>	<b>37.0</b>	<b>+ 3.5 %</b>
<b>LENDING TO INDIVIDUALS</b>	<b>26.4</b>	<b>+ 4.0 %</b>
<b>incl. Mortgages</b>	<b>20.8</b>	<b>+ 2.7 %</b>
<b>Consumer Loans</b>	<b>5.6</b>	<b>+ 9.6 %</b>

*BNP Paribas network and Banque de Bretagne*

## Sharp rise in savings collection

9 months 2000, monthly averages

<b>Outstanding</b>	<b>Billions of Euros</b>	<b>% Change</b>
<b>Life Insurance</b>	<b>28.2</b>	<b>+ 15.1 %</b>
<b>Mutual funds</b>	<b>48.0</b>	<b>+ 19.9 %</b>
<b>Check and curr. a/c</b>	<b>23.9</b>	<b>+ 9.4 %</b>
<b>Market rate deposits</b>	<b>11.4</b>	<b>+ 21.5 %</b>
<b>Regulated deposits</b>	<b>28.3</b>	<b>- 6.5 %</b>

*BNP Paribas network and Banque de Bretagne*

## *e-banking: leading position maintained and aggressive marketing*

### ■ “BNP Net”:

- **24% market share** (*Source: French Banking Association - June 2000*)
- **386 000 customers as of end October (x3 since the beginning of the year)**
- **10 visits each month on average per user**
- **40% of the network’s stock market orders (20% in January 2000)**
- **Number of monthly bank transfers: more than doubled since the beginning of the year**

### ■ “BNP Mobile”:

- **48 000 customers as of end October**
- **Unveiled in Sept. 2000 an offer including four different services**
  - **WAP: available to all customers (3 networks)**
  - **Account balance alerts**
  - **Stock alerts**
  - **Insurance**

# International Retail Banking

## Income up sharply on an increased scope

*In millions of Euros*

	9 months 2000	Change/ 9months 99	Constant scope & ech.rates
<b>NBI</b>	<b>1 179</b>	<b>+ 34.5%</b>	<b>+ 10.8%</b>
<b>Operating exp. and dep.</b>	<b>(686)</b>	<b>+28.9%</b>	<b>+7.3%</b>
<b>GOI</b>	<b>493</b>	<b>+43.2%</b>	<b>+16.3%</b>
<b>Provisions</b>	<b>(120)</b>	<b>+12.6%</b>	<b>-0.2%</b>
<b>Operating income</b>	<b>373</b>	<b>+56.8%</b>	<b>+24.4%</b>
<b>Pre-tax income</b>	<b>343</b>	<b>+64.6%</b>	<b>+42.3%</b>

### ■ BancWest: continued acquisitions strategy

- Acquisition of 30 branches in New Mexico and Nevada,  
( \$1.2 billion in deposits and \$300 million in outstanding credits)

### ■ Africa-Mediterranean: new products

- Launched BNPI Net in several countries

# Specialised Financial Services

## *Impact of rising interest rates and continued development investments*

	<i>9 months 2000</i>	<i>change 9M00/9M99</i>
<b>NBI</b>	<b>1 514</b>	<b>+8.5%</b>
Operating exp. and depreciation	-968	+9.7%
<b>GOI</b>	<b>546</b>	<b>+6.6%</b>
Provisions	-181	+0.7%
<b>Operating income</b>	<b>365</b>	<b>+9.8%</b>
<b>Pre-tax income</b>	<b>388</b>	<b>+8.8%</b>

*\* excluding PHH (which will be consolidated during 4th Q 2000)*







## *Highlights : international development and aggressive marketing*

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- **Continue international expansion:**
  - **Loan origination: + 25%**
  - **Credits outstanding: + 29%**
  
- **Slack in loan origination in France due to the rise in interest rates and competitive pressures on spreads**
  
- **Long term rental services: beginning of PHH operational integration (to be consolidated during 4th Q 2000)**
  
- **Cortal: step up investments and aggressive marketing**
  
- **Banque Directe (e-bank):**
  - **use of Cortal's on-line stock market service**
  - **5% interest bearing savings account introduced at the beginning of September**

## International growth remains steady - Slowdown in France

Activity 9 months 2000 / 9 months 1999

				
<b>Origination</b>	<b>+9%</b>	<b>+3%</b>	<b>- 12%</b>	
• France	+ 0.2%	+ 1%	- 19.4%	
• International	+32.6%	+12%	+2.8%	
<b>Outstandings</b>	<b>+13.1%</b>	<b>+7.6%</b>	<b>+1.6%</b>	<b>+22.5%*</b>
• France	+6.9%	+6.6%	-3.7%	+18.0%
• International	+37.7%	+15.3%	+20.6%	+33.2%

\* vehicles under mgt. (excl. PHH which will be consolidated as at 31 December 2000)

# CORTAL: increased pace of growth

## ■ N°1 in France :

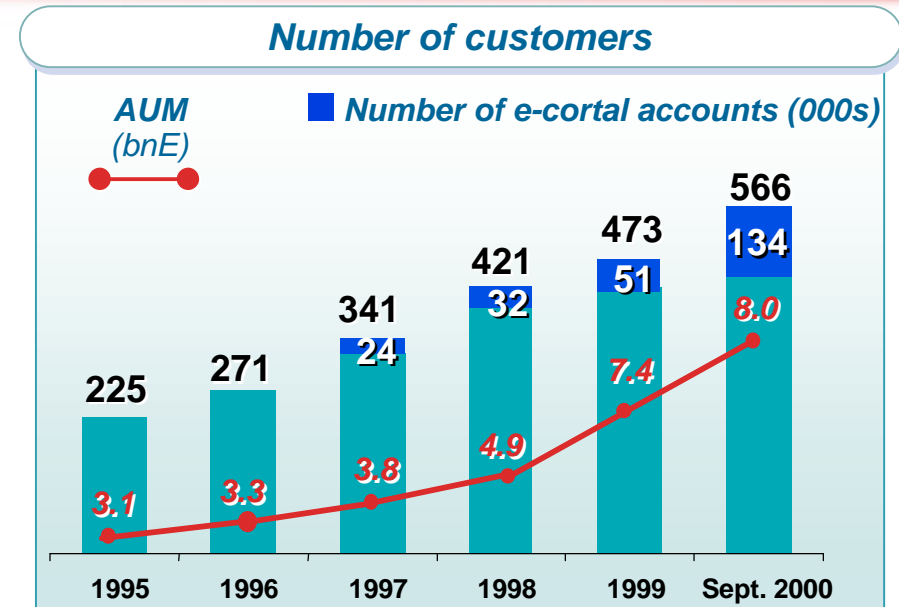
- 566 000 savings and stock market customers
- 38% of the on-line brokerage market (134 000 on-line accounts)

## ■ Steady growth in business:

- AUM: 8.0 bn E (+19%),  
→ 76.6% in Mutual Funds
- Savings : 1 127 mn E (+26%)
- Market orders: 8.2 bn E (+123%)
- Share of revenues earned  
AUM: 46% flows: 54%

## ■ Substantial investments:

- **Advertising:** 24 mn E, 4 x the amount invested from Jan. to Sept. 1999
- **Technology:** 5.7 mn E (+39%)
- **Human resources:** + 32% in number of employees in first 9 months 2000 (1999: +20%)



# Private Banking and Asset Management

# Growth still strong and soaring income

*In millions of Euros*

	9 months 2000	change 9M00/9M99
NBI	1 599	+27.3%
Oper. Exp.& Dep.	(913)	+12.2%
GOI	686	+55.1%
Pre-tax income	672	+65.7%

## ■ Insurance:

- Natio-vie: new products rolled out (annuities, Eurostoxx 50 investments)
- Cardif: individual savings in France (premiums:+35%), death and disability insurance abroad (premiums: +50.4%).

## ■ Asset Management:

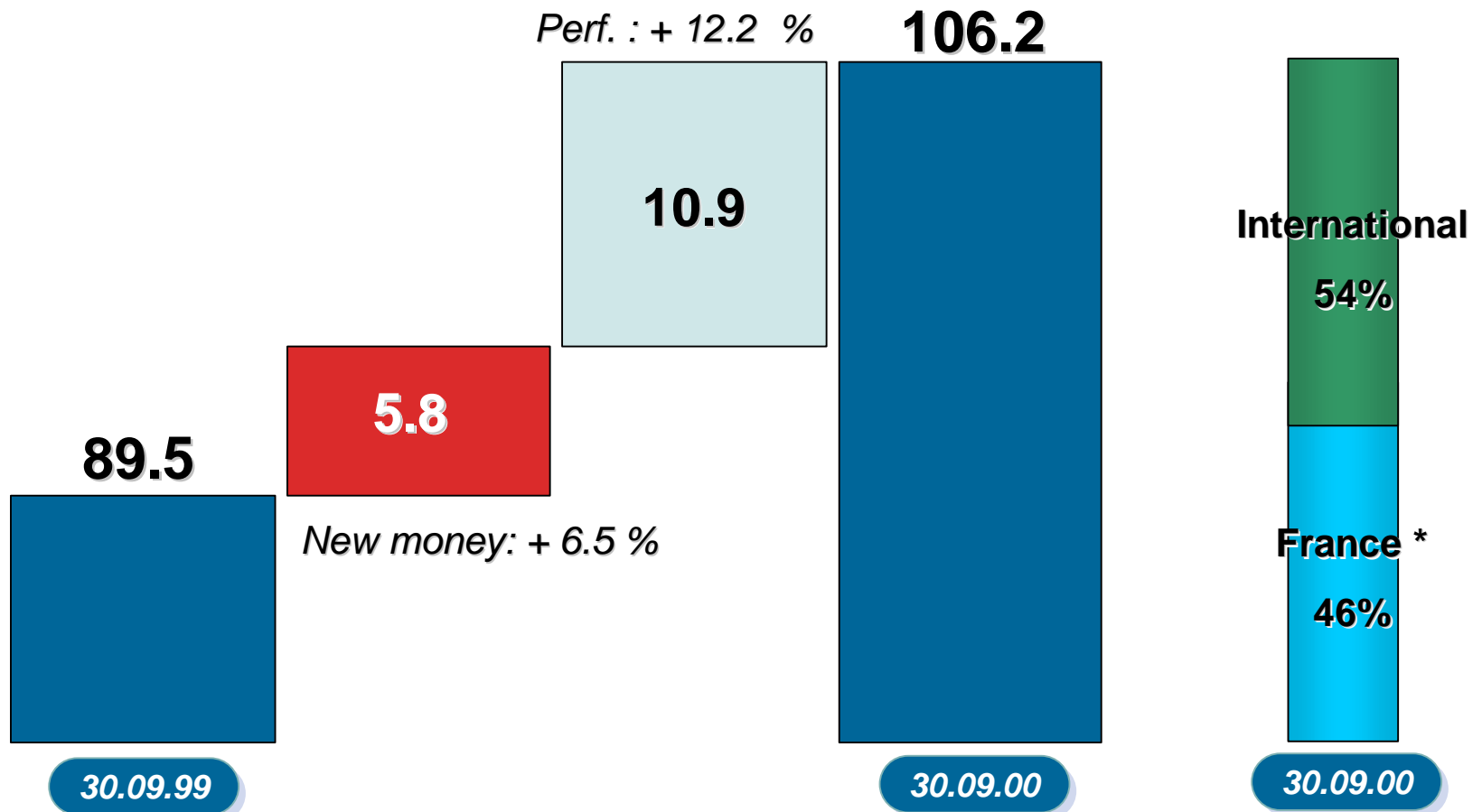
- AUM : 226 bn E, + 16.2% compared to 30-9-99
- PARVEST: Most popular Luxembourg mutual fund in Europe
- Merger of PAM and BNP Gestions

## ■ Security services: assets under custody: 1.39 trillion Euros (+61%)

# Private banking: strong drive for new money

**Private banking assets : + 18.7%**

Assets under management in billions of Euros



# Corporate and Investment Banking

## 25 % increase in net income

<i>In millions of Euros</i>	<b>9 months 2000</b>	<b>change 9M00/9M99</b>	<b>Constant scope &amp; exch. rates</b>
<b>NBI</b>	<b>4 722</b>	<b>+14.5%</b>	<b>+7.4%</b>
Operating exp. & depreciation	(2 646)	+12.1%	+3.9%
<b>GOI</b>	<b>2 076</b>	<b>+17.8%</b>	<b>+12.2%</b>
Provisions	(343)	+30.0%	+15.4%
<b>Operating income</b>	<b>1 733</b>	<b>+15.6%</b>	<b>+11.7%</b>
<b>Pre-tax income</b>	<b>1 850</b>	<b>+24.9%</b>	<b>+20.9%</b>

<i>in millions of Euros</i>	<b>Advisory and capital markets</b>	<b>Specialised financing</b>	<b>Commercial banking</b>
<b>NBI</b>	<b>3 003</b>	<b>934</b>	<b>737</b>
Operating exp.& depreciation	- 1 865	- 366	- 341
<b>GOI</b>	<b>1 138</b>	<b>568</b>	<b>396</b>
Provisions	-	- 204	-122
<b>Operating income</b>	<b>1 138</b>	<b>364</b>	<b>274</b>
<b>Pre-tax income</b>	<b>1 139</b>	<b>371</b>	<b>271</b>



- **Structured Financing**
  - **Maintained leading position in Europe**
- **Fixed Income**
  - **Strong activity in corporate bond issues and growth in credit derivatives**
- **Equity and Corporate Finance**
  - **IPOs: EADS, WANADOO, VIVENDI ENVIRONNEMENT, MARIELA BURANI, CRYO NETWORKS**
  - **Ranked 6th for lead managing in Equity and Equity linked transactions in Europe**
  - **4th largest book-runner in Asia**
- **International trade: first set-ups of Trade Centres (3 in France + Singapore, Montréal, San Francisco)**

# BNP Paribas Capital

## Recurring income

<i>In millions of Euros</i>	9 months 2000	9 months 1999
<b>Capital gains *</b>	<b>784</b>	<b>618</b>
<b>Pre-tax income *</b>	<b>793</b>	<b>659</b>

\* with 58.7% of Cobepa.

- **Closing of the COBEPA public offers: 98.5% of the capital (58.7% before the offers)**
  - amount of the offers: 1 308 million Euros
  - realisation of additional capital gains in 2000 : + 200 million Euros o/w around 50% already realised during 3rd quarter 2000
- **Estimated value of the portfolio as at 30/9/2000: 8.5 billion Euros <sup>(1)</sup>**
- **Unrealised capital gains: 3.7 billion Euros<sup>(2)</sup> (3.4 billion Euros as at 30/06/00)**
- **Disinvestments: 1.7 billion Euros**
- **Proprietary investments : 0.1 billion Euros**
- **Investments for funds: 0.7 billion Euros**

<sup>(1)</sup> with 100% of Copeba

<sup>(2)</sup> with 100% of Copeba, goodwill on the acquisition deducted

# Appendices

# Contributions of core businesses: 3rd quarter 2000

*In millions of Euros*

	Domestic Retail Banking	Int'l Retail Banking	Special. Financial Services	Ass.Mgt Priv. Bkg, Insur.	Corp Invest.& Banking	BNP Paribas Capital	Others
<b>NBI</b>	<b>1 065</b>	<b>411</b>	<b>507</b>	<b>524</b>	<b>1 330</b>	<b>(10)</b>	<b>(5)</b>
% change / 3Q99	+2.6%	+33.5%	+3.0%	+23.6%	+9.3%	nm	nm
<b>Op. Ex. dep.</b>	<b>(789)</b>	<b>(240)</b>	<b>(320)</b>	<b>(330)</b>	<b>(868)</b>	<b>(9)</b>	<b>(39)</b>
% change / 3Q99	+1.4%	+30.9%	+5.0%	+16.3%	+12.0%	+16.3%	nm
<b>GOI</b>	<b>276</b>	<b>171</b>	<b>187</b>	<b>194</b>	<b>462</b>	<b>(19)</b>	<b>(44)</b>
% change / 3Q99	+6.1%	+37.5%	- 0.3%	+38.4%	+4.5%	nm	nm
<b>Provisions</b>	<b>(18)</b>	<b>(7)</b>	<b>(66)</b>	<b>(3)</b>	<b>(179)</b>	<b>(2)</b>	<b>(33)</b>
% change / 3Q99	-71.6%	-76.3%	- 12.8%	nm	+15.9%	nm	nm
<b>Pre-Tax Income</b>	<b>258</b>	<b>138</b>	<b>127</b>	<b>194</b>	<b>414</b>	<b>194</b>	<b>122</b>
% change / 3Q99	+28.4%	+102.4%	+2.4%	+79.3%	+49.4%	nm	-26.6%

*With normalized allocated equity*

# Contributions of core businesses: first 9 months 2000

*In millions of Euros*

	Domestic Retail Banking	Int'l Retail Banking	Special. Financial Services	Ass.Mgt Priv. Bkg, Insur.	Invest.& Corp. Banking	BNP Paribas Capital	Others
<b>NBI</b>	<b>3 213</b>	<b>1 179</b>	<b>1 514</b>	<b>1 599</b>	<b>4 722</b>	<b>13</b>	<b>(33)</b>
% change / 9M99	+5.2%	+34.5%	+8.5%	+27.3%	+14.5%	nm	nm
<b>Op. Ex. dep.</b>	<b>(2 333)</b>	<b>(686)</b>	<b>(968)</b>	<b>(913)</b>	<b>(2 646)</b>	<b>(29)</b>	<b>(162)</b>
% change / 9M99	+1.8%	+28.9%	+9.7%	+12.2%	+12.1%	+8.5%	+11.9%
<b>GOI</b>	<b>880</b>	<b>493</b>	<b>546</b>	<b>686</b>	<b>2 076</b>	<b>(16)</b>	<b>(195)</b>
% change / 9M99	+15.2%	+43.2%	+6.6%	+55.1%	+17.8%	nm	nm
<b>Provisions</b>	<b>(103)</b>	<b>(120)</b>	<b>(181)</b>	<b>-</b>	<b>(343)</b>	<b>-</b>	<b>8</b>
% change / 9M99	-27.9%	+12.6%	+0.7%		+30.0%		nm
<b>Pre-Tax Income</b>	<b>786</b>	<b>343</b>	<b>388</b>	<b>672</b>	<b>1850</b>	<b>793</b>	<b>492</b>
% change / 9M99	+21.4%	+64.6%	+8.8%	+65.7%	+24.9%	+20.5%	-11.3%