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**GROUPE**  
**BNP PARIBAS**

**Results**  
**1st quarter 2000**

# ***Group results***

## Increase in gross operating income by 35%

In € million

	<b>1st Q 2000</b>	<b>1st Q 1999 <sup>(1)</sup></b>	<b>Change in %</b>
<b>Net banking income</b>	<b>4,235</b>	<b>3,537</b>	<b>+ 19.7%</b>
<b>o/w Fee income</b>	<b>1,227</b>	<b>873</b>	<b>+ 40.5%</b>
<b>Operating expenses</b>	<b>(2,556)</b>	<b>(2,293)</b>	<b>(+ 11.5%)</b>
<b>Gross operating income</b>	<b>1,679</b>	<b>1,244</b>	<b>+ 35.0%</b>

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

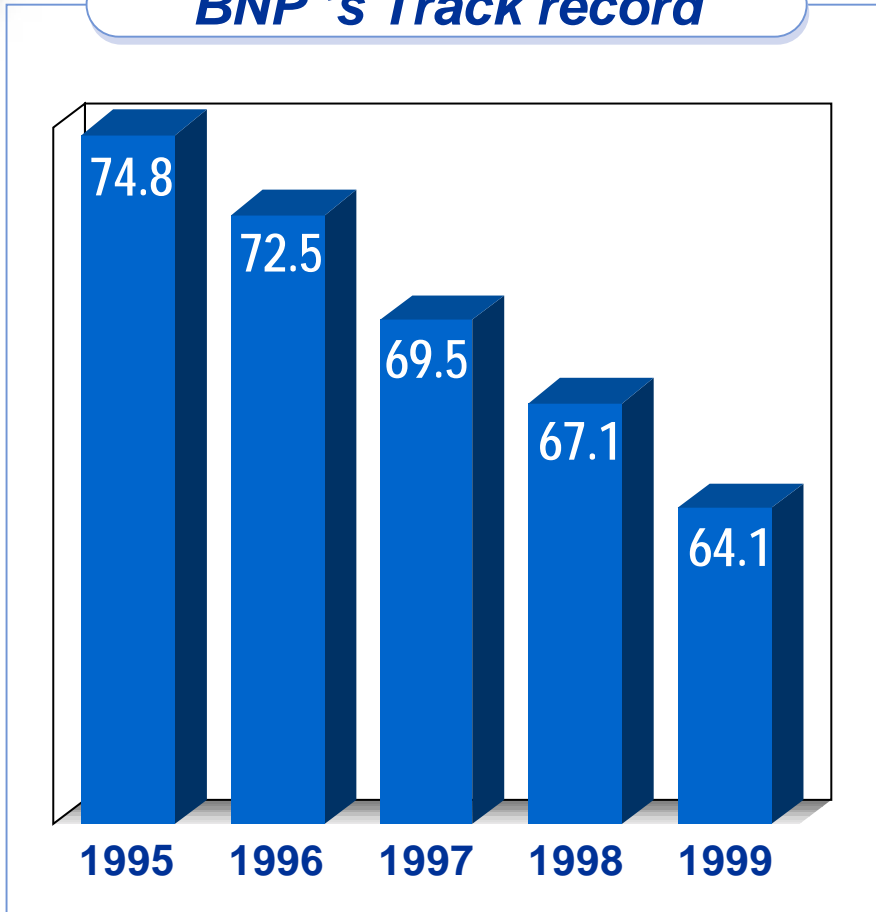
# Consolidated Results

In € million

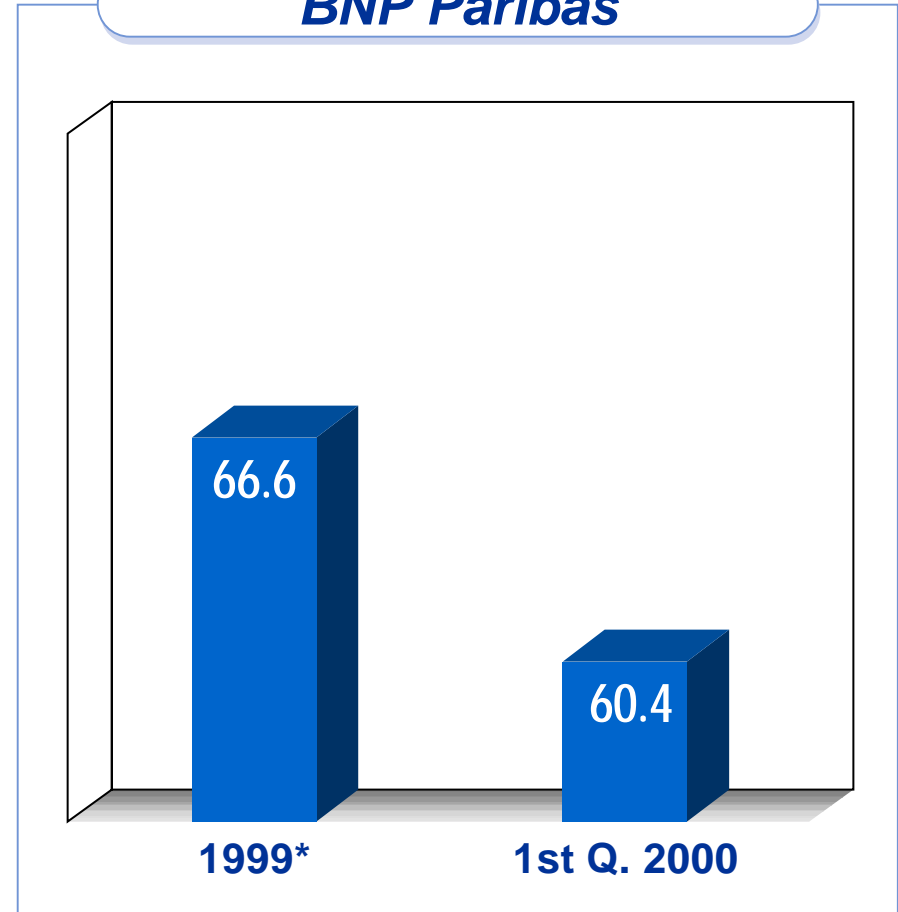
	1st Q 2000	1st Q 1999 <sup>(1)</sup>	Change in %
<b>GROSS OPERATING INCOME</b>	<b>1,679</b>	<b>1,244</b>	<b>+35.0%</b>
Cost of risk	(184)	(232)	(- 20.7%)
Capital gains	489	685	- 28.6%
Equity affiliates	72	76	- 5.3%
Goodwill and exceptional items	(83)	(40)	(+107.5%)
Taxes	(518)	(524)	(- 1.1%)
Minority Interests	(107)	(108)	(-0.9%)
<b>NET RESULT group share</b>	<b>1,348</b>	<b>1,101</b>	<b>+22.4%</b>

<sup>(1)</sup> Pro forma, before restructuring charges

**BNP 's Track record**



**BNP Paribas**



(\*) Pro forma

# Contribution of the core businesses

1st Quarter  
Results

In € million

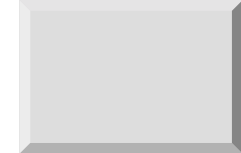
	<i>Retail banking in France</i>	<i>Specialized Financial Services</i>	<i>International retail banking</i>	<i>PB &amp; AM insurance securities</i>	<i>Corporate &amp; investment banking</i>	<i>Paribas Capital</i>	<i>Others</i>	<b>Total</b>
Net banking inc. Change	<b>1,081</b> +10.2%	<b>504</b> +12.0%	<b>335</b> +25.0%	<b>512</b> +29.0%	<b>1,854</b> +26.0%	<b>(3)</b> nm	<b>(48)</b> nm	<b>4,235</b> +19.7%
Operating exp. Change	<b>(733)</b> (+3.4%)	<b>(329)</b> (+17.5%)	<b>(198)</b> (+19.3%)	<b>(280)</b> (+9.4%)	<b>(912)</b> (+12.2%)	<b>(9)</b> nm	<b>(95)</b> nm	<b>(2,556)</b> (+11.5%)
Gross op. inc. Change	<b>348</b> +27.9%	<b>175</b> +2.9%	<b>137</b> +34.3%	<b>232</b> +64.5%	<b>942</b> +43.2%	<b>(12)</b> nm	<b>(143)</b> nm	<b>1,679</b> +35.0%
Cost of risk Change	<b>(12)</b> (-73.9%)	<b>(52)</b> (-11.9%)	<b>(25)</b> (-16.7%)	<b>(4)</b> (+33.3%)	<b>(79)</b> (-13.2%)	<b>-</b> nm	<b>(12)</b> nm	<b>(184)</b> (-20.7%)
Others Change	<b>(3)</b> nm	<b>3</b> nm	<b>(1)</b> nm	<b>(1)</b> nm	<b>2</b> nm	<b>203</b> -56.4%	<b>275</b> +8.7%	<b>478</b> -33.7%
Pre-tax result Change	<b>333</b> +42.3%	<b>126</b> +10.5%	<b>111</b> +56.3%	<b>227</b> +68.1%	<b>865</b> +53.9%	<b>191</b> -57.3%	<b>120</b> -29.4%	<b>1,973</b> +13.8%

# ***Retail banking***

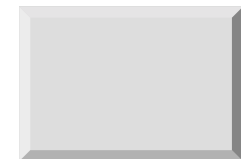
■ **Retail Banking in France**



■ Specialized Financial Services



■ International Retail Banking





- **New funds : strong growth in target products**

**Life insurance : 1.7 €bn (+91%)**

**Mutual funds : 1.8 €bn (+112%)**

- **Loans : maintaining policy to preserve margins (Mortgage, SMC)**

- **New high net worth customers followed by financial advisors:  
4,300 (+85%)**

- **Internet banking: n°1 in France**

**BNP net : more than 260,000 customers (April 2000)**

- **Launch of BNP Mobile (using WAP technology)**

- **E-commerce / Secured payments : launch in April of the MERC@NET-SET offer through CYBER-COM**

# Credits - BNP Network

1st quarter 2000,  
monthly average

	€ bn	Change in %
<b>TOTAL</b>	<b>63.5</b>	<b>2.4 %</b>
<b>COMMERCIAL LENDING</b>	<b>30.7</b>	<b>1.1 %</b>
<b>INDIVIDUAL LENDING</b>	<b>25.9</b>	<b>5.9 %</b>
o/w consumer lending	<b>5.3</b>	<b>8.7 %</b>
o/w real estate	<b>20.6</b>	<b>5.2 %</b>

# Resources - BNP Network

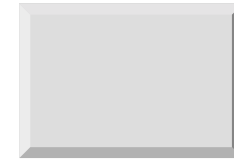
1st quarter 2000,  
monthly average

	€ bn	Change in %
Life Insurance	27.4	+ 15 %
Mutual funds	43.9	+ 19 %
Current accounts	21.1	+ 11 %
Regulated savings	29.1	- 3 %
Funds at market rate	9.0	+ 4 %

	In € m	Change
<b>Net banking income</b>	<b>1,081</b>	<b>+10.2%</b>
<b>Operating expenses</b>	<b>(733)</b>	<b>(+3.4%)</b>
<b>Gross operating income</b>	<b>348</b>	<b>+27.9%</b>
<b>Cost of risk</b>	<b>(12)</b>	<b>(-73.9%)</b>
<b>Pre-tax result</b>	<b>333</b>	<b>+42.3%</b>

- BNP network's fee income : +22,6% to 488 million euros  
45.8% of Net banking income (at normalised equity)
- Cost Income ratio: 67.8% vs. 72.3% in 1stQ99

■ Retail Banking in France



■ **Specialized Financial Services**



■ International Retail Banking



- **Loans outstanding: +8%, of which +28% outside France**
- **Continued growth outside France: 29 % of new production**
- **In France, in an increasing interest rates environment, policy is to preserve margins**
- **Fall in cost of risk (-11.9%) due entirely to UCB**
- **In April 2000, Arval acquired from Europcar France (VW group) 50% of Europcar Lease, bringing the stake of BNP Paribas to 100%**
- **The commercial alliance between Avis and Arval and the acquisition of 80% of PHH Europe will create\* the first leasing and fleet management group in Europe**
- **Cetelem acquired a 40% interest in CACC (Brasil) in January 2000, reinforcing its presence in Latin America and its partnership with Carrefour**

*\* Final agreement on the transaction will take place in june 2000*

1st Quarter  
Results

1st quarter 2000

	In m €	Change
<b>UFB Locabail - BNP Lease</b> <i>o/w outside France</i>	1.6 0.3	+16% +29%
<b>Arval</b> <i>o/w outside France</i>	0.2 0.1	+91% +262%
<b>Cetelem</b> <i>o/w outside France</i>	3.3 1.0	+16% +43%
<b>UCB</b> <i>o/w outside France</i>	0.7 0.3	+10% +20%
<b>Total new credits</b> <i>o/w outside France</i>	5.8 1.7	+16 % +42%
<b>Factoring</b> <i>o/w outside France</i>	1.3 0.3	+10% +24%
<b>Arval (Car fleet in units)</b>	180,000*	102,000

\* Including Europcar Lease

# Outstandings

1st Quarter  
Results

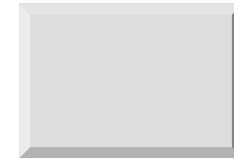
	<b>March 2000</b>	<b>March 1999</b>	<b>2000/1999</b>
<b>Cetelem</b>	<b>18,152</b>	<b>15,999</b>	<b>13%</b>
<b>UFB - BNP Lease</b>	<b>14,601</b>	<b>13,745</b>	<b>6%</b>
<b>Arval</b>	<b>985</b>	<b>615</b>	<b>60%</b>
<b>UCB</b>	<b>13,728</b>	<b>13,495</b>	<b>2%</b>
<b>Banque Directe</b>	<b>56</b>	<b>37</b>	<b>50%</b>
<b>Total Outstandings</b>	<b>47,077</b>	<b>43,491</b>	<b>8%</b>

(1) after cancellation of double input

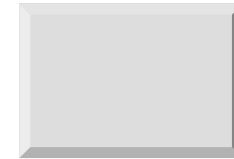


	<i>In m €</i>	<i>Change</i>
<b>Net banking income</b>	<b>504</b>	<b>+12.0%</b>
<b>Operating expenses</b>	<b>(329)</b>	<b>(+17.5%)</b>
<b>Gross operating income</b>	<b>175</b>	<b>+2.9%</b>
<b>Cost of risk</b>	<b>(52)</b>	<b>(-11.9%)</b>
<b>Pre-tax result</b>	<b>126</b>	<b>+10.5%</b>

■ Retail Banking in France



■ Specialized Financial Services



■ **International Retail Banking**



	In € m	Change	At constant struct. & exchange rates
Net banking income	335	+25.0%	+10.8 %
Operating expenses	(198)	(+19.3%)	(+6.6%)
Gross operating income	137	(+34.3%)	(+17.4%)
Cost of risk	(25)	(-16.7%)	(-24.2%)
Pre-tax result	111	+56.3%	+37.5%

## ■ BancWest:

- Sierra West impact : NBI : + €6 m, GOI : + €2 m
- Dynamic sales strategy : + 89 % in savings products
- Success of the merger : cost income ratio : - 3 points
- Utah : branches acquisition cancelled due to failure of the Zions/First Security merger

## ■ BNPI: 100% owned following public buy-out

# ***Corporate and Investment Banking***

## ■ Syndication

- n°1 in the euro zone
- world n°3 excl. the US

## ■ Strong growth in Equities and Corporate Finance

- Primary issues: +46.6 % to 4.4 milliards d'euros
  - 7<sup>th</sup> All international equities bookrunner
  - 2<sup>nd</sup> bookrunner Asia Pacific deals
  - 5<sup>th</sup> Non USD international asset-backed securities bookrunner  
(Jet Multimédia, Coface, Pacific Century Cyberworks Ltd  
(Peregrine)/Hong-Kong Telecoms, ...)
- Brokerage : amid exceptionally high market volumes, n° 1 in France with a market share over 8% (CAC and monthly settlement market)

## ■ Fixed Income:

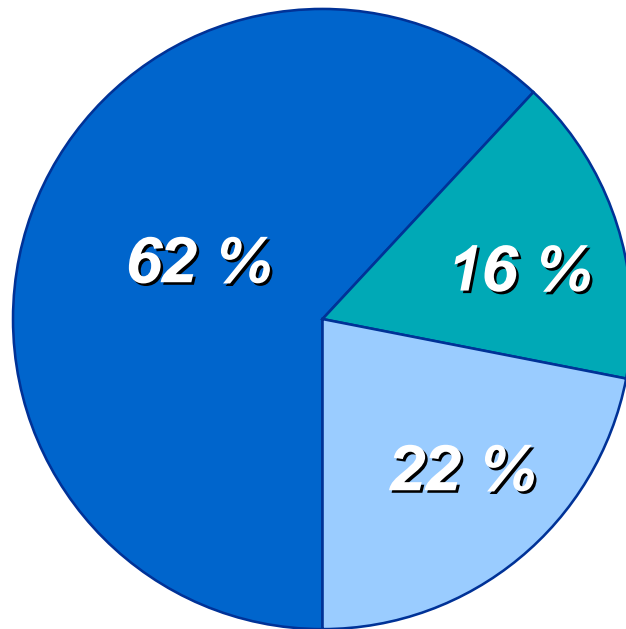
- 8th bookrunner worldwide for bond origination in euros

	<i>In € m</i>	<i>Change</i>
<b>Net banking income</b>	<b>1,854</b>	<b>+26.0%</b>
<b>Operating expenses</b>	<b>(912)</b>	<b>(+12.2%)</b>
<b>Gross operating income</b>	<b>942</b>	<b>+43.2%</b>
<b>Cost of risk</b>	<b>(79)</b>	<b>(-13.2%)</b>
<b>Pre-tax result</b>	<b>865</b>	<b>+53.9%</b>

# Breakdown of Net Banking Income

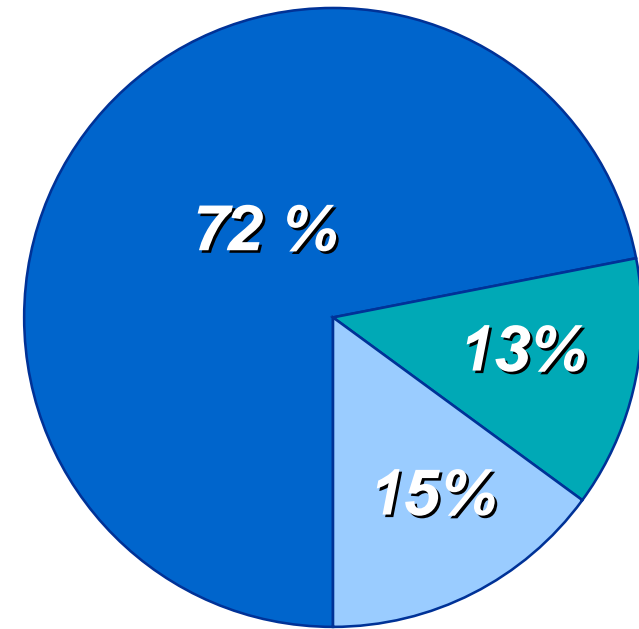
*Excluding revenues from allocated equity capital*

**31 Dec. 1999**



- Cap. Markets & Corp. Fin.
- Commercial banking
- Specialized financing

**31 March 2000**



# ***Paribas Capital***



**Highlights**

■ **Total divestitures : 0.6 €bn**

*Main items :*

- EQUANT (part divest.) (PAI)
- Phone.com (part divest.) (PAI)
- COFATHEC (PAI)
- AEGON (part divest.) (PAI via COBEPA)
- Versatel (part divest.) (PAI via COBEPA)
- DEXIA (part divest.) (PAI via COBEPA)
- Jougnoise de Participation (Banexi)
- TIW (part divest.) (Banexi)
- Penauille (part divest.) (Banexi)
- Seguin Moreau (part divest.)

■ **Total investments : 0.2 €bn**

*Main items:*

- **Proprietary investments : 0.1€bn**
  - ASIA ON LINE (PAI)
  - SR TELEPERFORMANCE (PAI)
  - GORP.COM (PAI)
  - MEDIAPPS (PAI)
  - GIB (PAI via COBEPA)
- **Private fund investments : 0.1 €bn**

**Results**

*In € m*

	<b>1Q 2000</b>	<b>1Q 1999</b>
Capital gains	135	380
Pre tax result	191	447

■ **Equity portfolio market value\*  
as at 31/03/00:  
7.8 €bn (7.7 as at 31/12/99)**

■ **Unrealized capital gains\* :  
4.0 €bn (4.0 as at 31/12/99)**

\* excluding minorities (COBEPA)

■ PAI LBO Fund :

- LBO acquisition of FRANSBONHOMME (turnover 99 (e) = 348 € m)
- LBO acquisition of MICHEL THIERRY S.A. (turnover 99 (e) = 176 € m)
- LBO acquisition of CARREMAN , former subsidiary of Michel Thierry (turnover 99 (e) = 124 € m)
- Agreement to acquire UNITED BISCUITS

*462 € m invested as of 31 March 2000 (540 € m as of 30/4/00)  
out of a total of 650 € m*

■ BNP EUROPE TELECOM & MEDIA FUND II, fund advised by BNP PRIVATE EQUITY :

- final closing at 195 \$ m with first grade international investors

■ FCPR EUROMEZZANINE 3 :

- 1st closing settled at 184 € m
- 2nd closing planned for summer 2000.

***Private Banking  
& Asset Management***

## ■ Cardif :

- New funds: +59% to €1,320 m, o/w €536 million outside France (+83%)
- Outstandings: +26% to 21.6 €bn
- Growth outside France:
  - New subsidiary in Brazil
  - regulatory approval obtained (life and non life) in Japan
- New multi-management offer : access to 30 international fund managers and more than 100 mutual funds
- Internet : « Finagora » (selling tool software on Internet) is now used by 1,500 independent advisors

## ■ Natio Vie

- New funds : +80% to 1,592 €m, o/w 55% unit-linked
- Outstandings:+17% to 27.9 €bn (31% in unit-linked)
- Continued growth in pension products

## ■ Private banking and Asset management

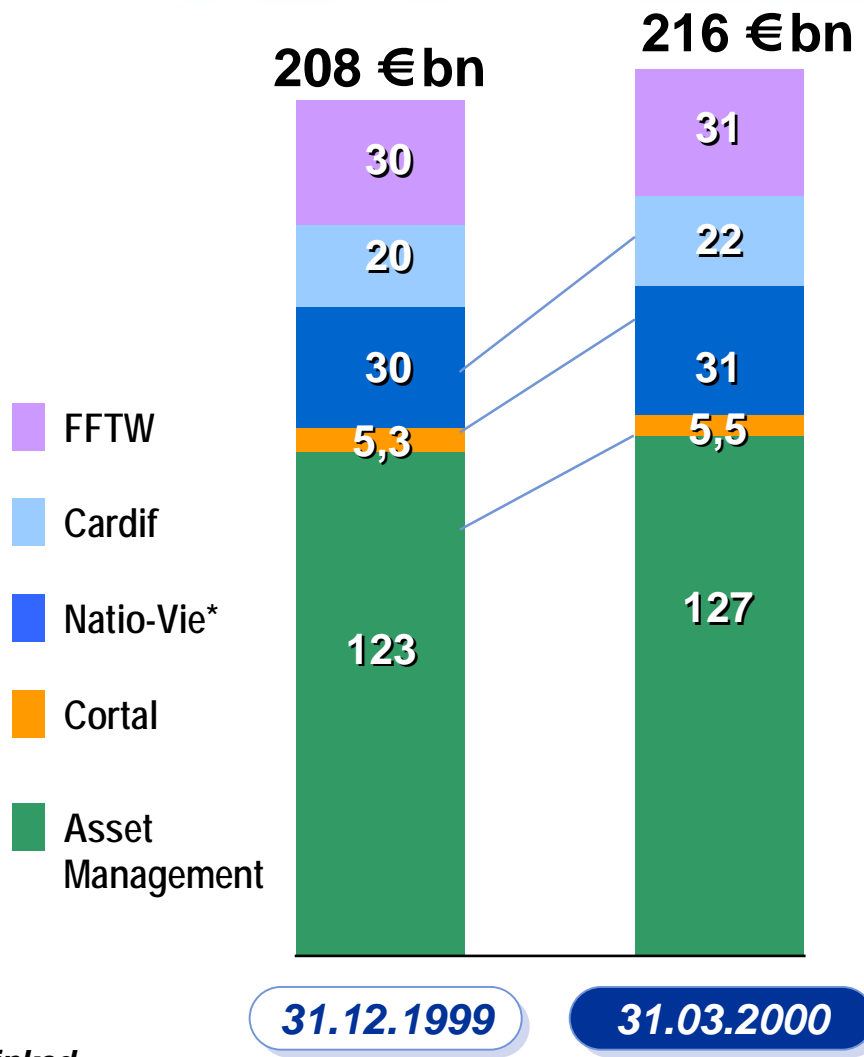
- Integration of Private banking activities of BNP and Paribas - definition of a new organisation in France
- Employees savings funds: Carrefour contract

## ■ Security services

- Assets under custody for external clients: +106% (collecting agent in Mannesman Vodafone merger)
- Transaction volumes: +100%

# Total assets under management

1st Quarter Results



(\*) outstanding incl. Unit-linked

	<i>In € m</i>	<i>Change</i>
<b>Net banking income</b>	<b>512</b>	<b>+29.0%</b>
<b>Operating expenses</b>	<b>(280)</b>	<b>(+9.4%)</b>
<b>Gross operating income</b>	<b>232</b>	<b>+64.5%</b>
<b>Pre tax result</b>	<b>227</b>	<b>+68.1%</b>

# ***Internet***

March-April figures

**BNPNet**

- 260,000 Web customers
- 30% of the Internet home banking market
- 90,000 stock market orders per month (30% of retail's orders)
- 800,000 connexions/month

**350,000 on-line customers(\*)**

**9 millions visits to our Web page**

**e-cortal**

- 105,000 (+47%) brokerage accounts, including 73,000 on-line accounts (+103%)
- 1.9 million orders processed (+130%)
- 88% orders placed on-line

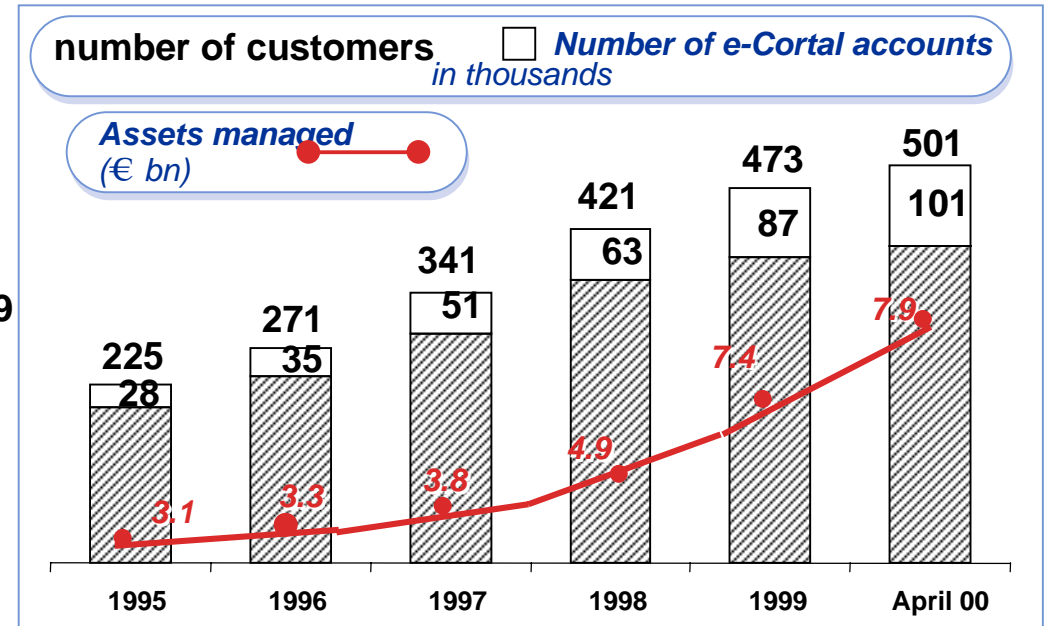
**BANQUE Directe**

- 69,000 customers including 20,000 regular Web users
- On average: 7.8 contacts/month/client on Internet
- 60% of contacts already made via the Internet

(\*) • over 500,000 on-line customers incl. the Minitel [300,000 subscribers, 58,000 stock market orders - 20% of retail's orders, 1,300,000 calls per month]  
 • Excluding B Capital \* (7,000 brokerage customers): brokerage service for high income private customers



- 40 % of market share in e-brokerage
- N°1 in France : 502,000 clients,  
+15% since the beginning of the year  
New customers : 36,500, +53% compared to 1st Q. 99
- Strong growth in volumes
  - Stock market transactions : + 207 %
  - Saving deposits : + 48 %

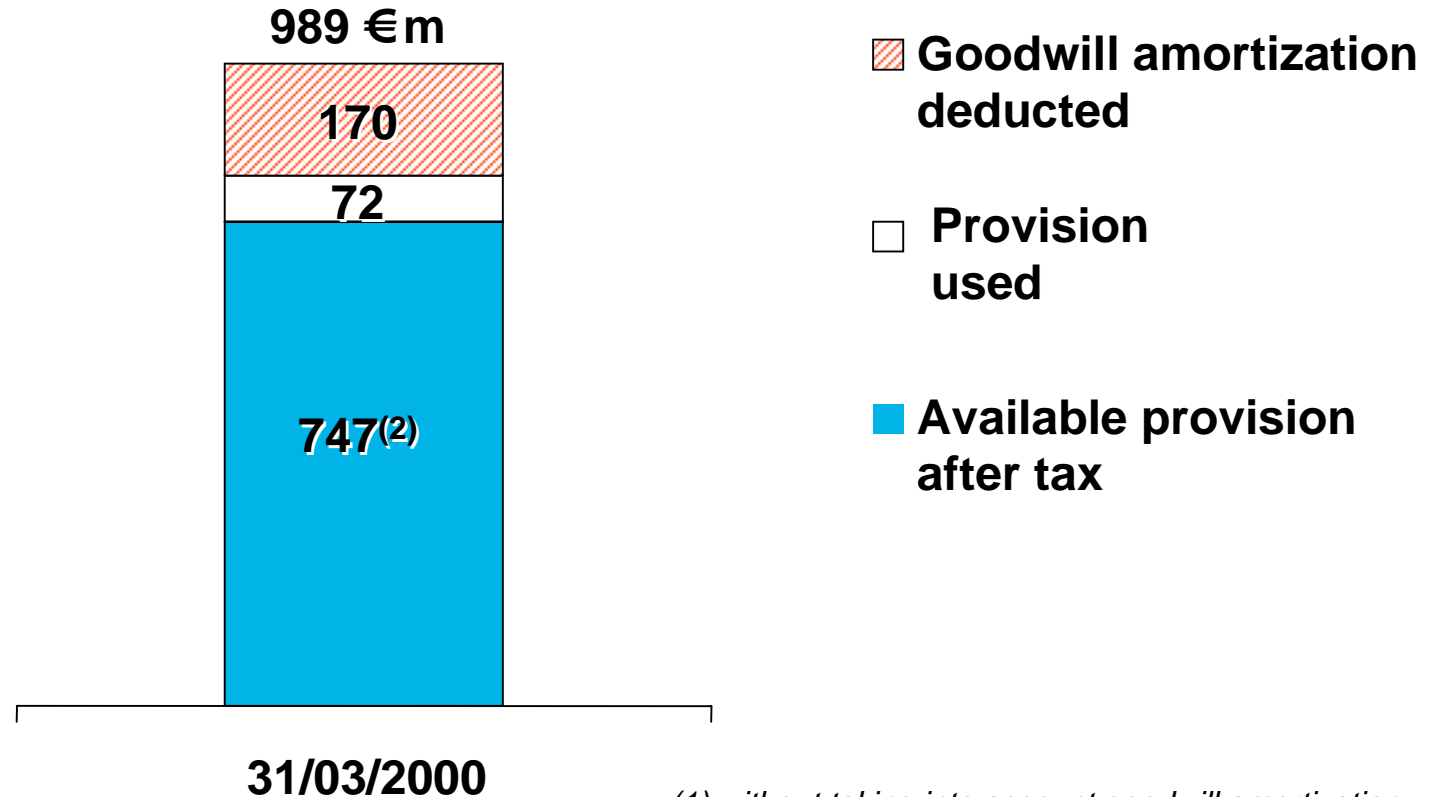


# ***Integration***

# Provision for restructuring charge

1st Quarter  
Results

- Restructuring charge deducted as at 31 march 2000: 9% <sup>(1)</sup> (72 €m)



(1) without taking into account goodwill amortization

(2) o/w 13 € m goodwill amortization

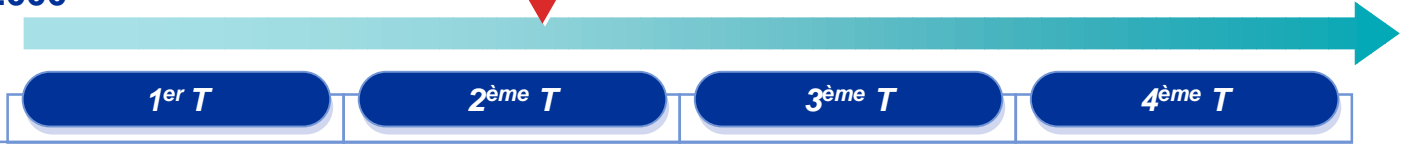
# Operational integration of the Group's combined workforce before summer

1st Quarter Results

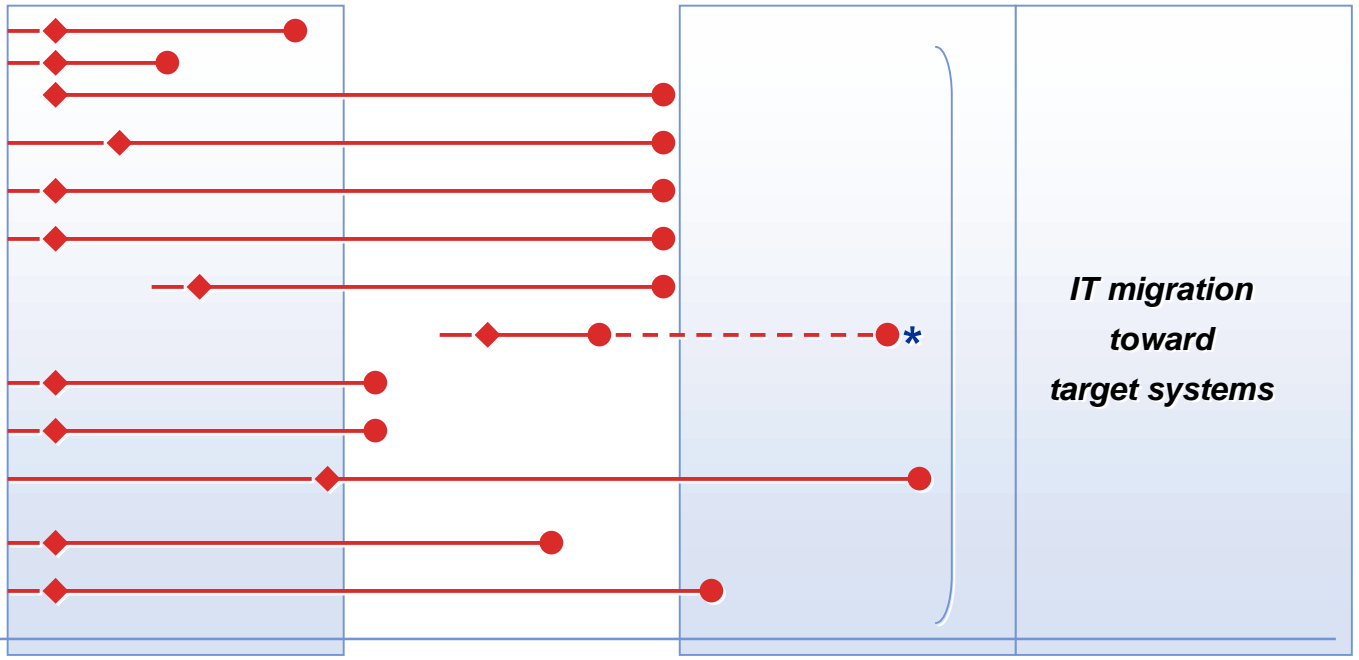
Merger : 23 May 2000

2000

Start of operational integration  
End of teams' physical integration



- Corporate finance
- Equities
- Fixed income
- Treasury / ALM
- Structured finance
- International trade finance
- Corporate finance
- Energy & commodities
- Media Telecoms
- Large corporates
- Financial institutions
- London
- New-York



IT migration toward target systems

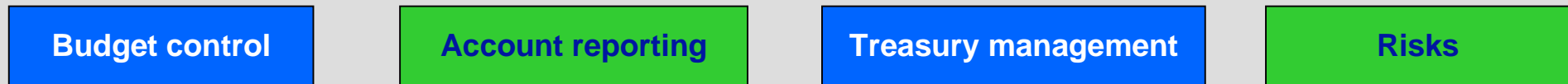
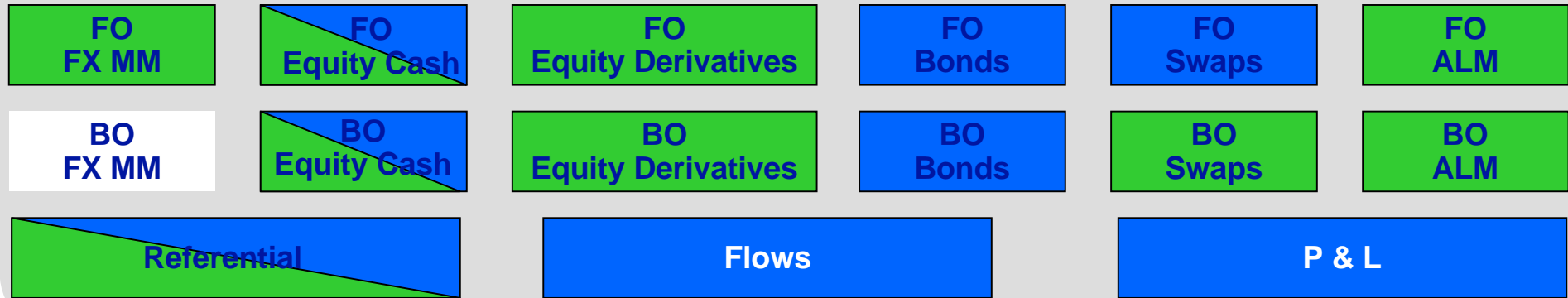
\* Excluding Switzerland → 2001

Within a speeding process, completed teams' integration have been presented on a specific way to the employee representatives

# Market IT systems have been chosen

1st Quarter Results

## Corp. and Invest. Banking - Market activities



## Consolidation systems

BNP
  Paribas