



BNP PARIBAS | The bank for a changing world

BNP Paribas Well Positioned in the 2009 Environment

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2008 & 1Q09 results of operating divisions with Basel II normative equity





1Q09 Results

Structural Strengths

Adjustment to a New Environment

Fortis: Two New Domestic Markets

Conclusion

Key 1Q09 Figures

	> 1Q09	> 1Q09/1Q08
● Revenues	€9,477mn	+28.2%
● Operating expenses	-€5,348mn	+16.1%
● Gross operating income	€4,129mn	+48.0%
● Cost of risk	-€1,826mn	x3.3
● Operating income	€2,303mn	+2.6%
● Pre-tax income	€2,290mn	-14.4%
● Net income group share	€1,558mn	-21.4%

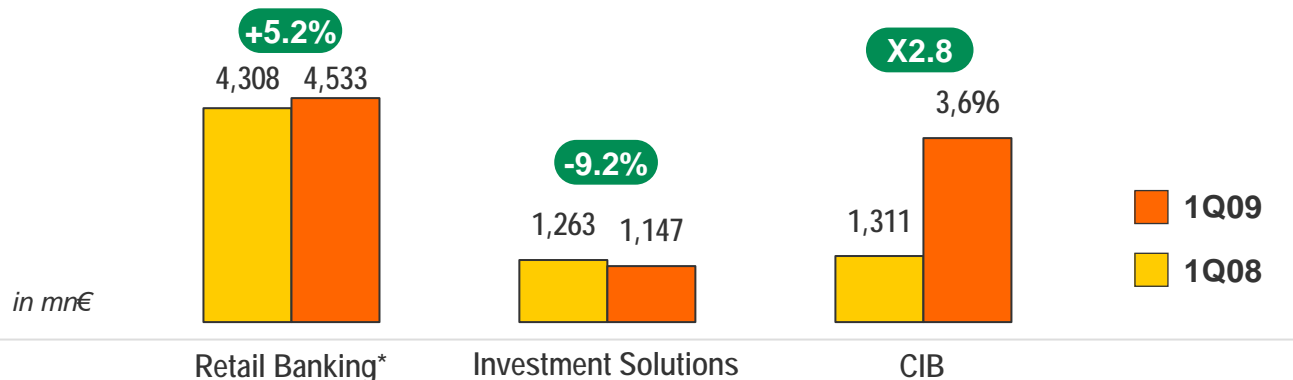


Net income of €1.56bn in an environment that remains challenging

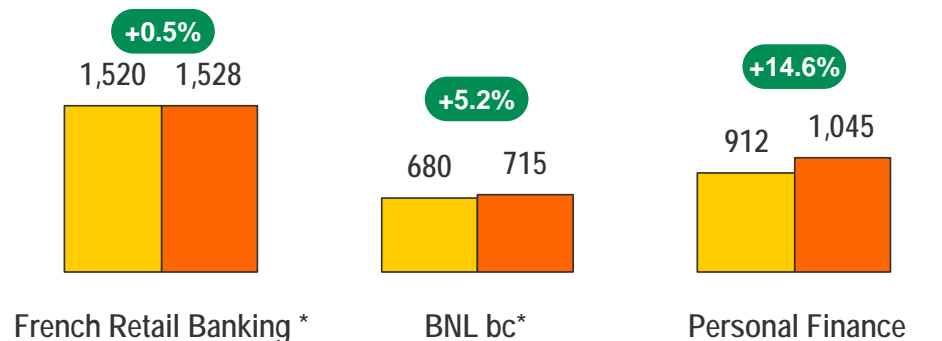


1Q09 Revenues

> Revenues *(including the impact of the financial crisis)*



of which:



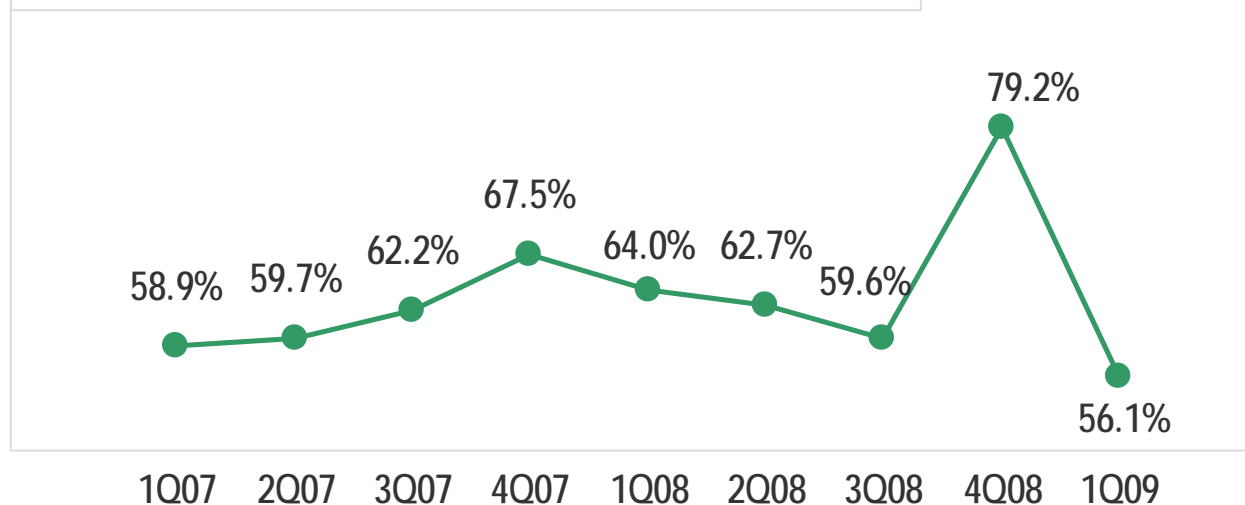
Good sales and marketing drive



Fast Adjustment of Costs to the Environment

- Measures to adjust costs introduced in all businesses
- Group's operating expenses at constant scope and exchange rates and excluding variable compensation: -2.4%/1Q08

Cost/income ratio of operating divisions

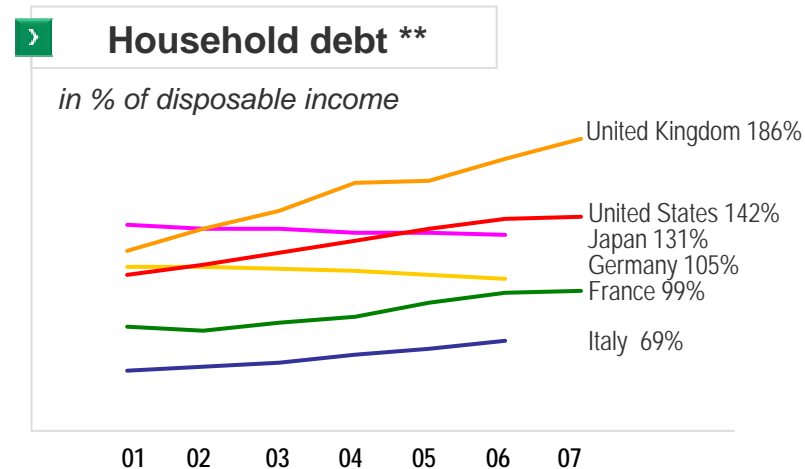
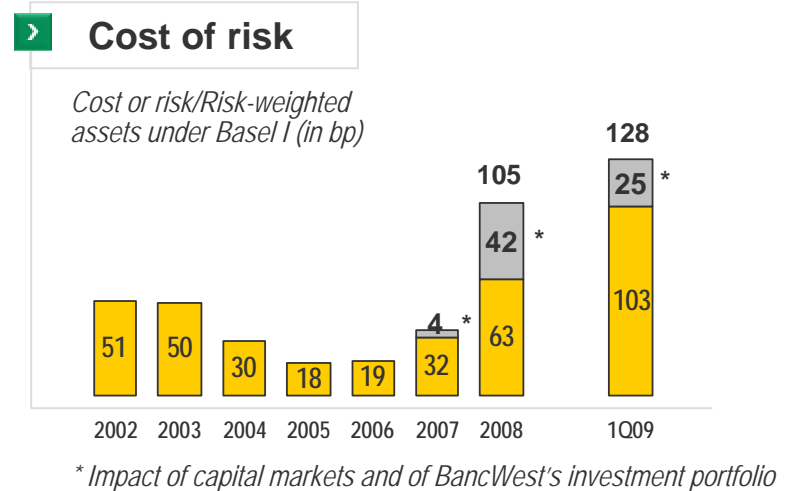


Target to stabilise costs* reached in the first quarter



Cost of Risk

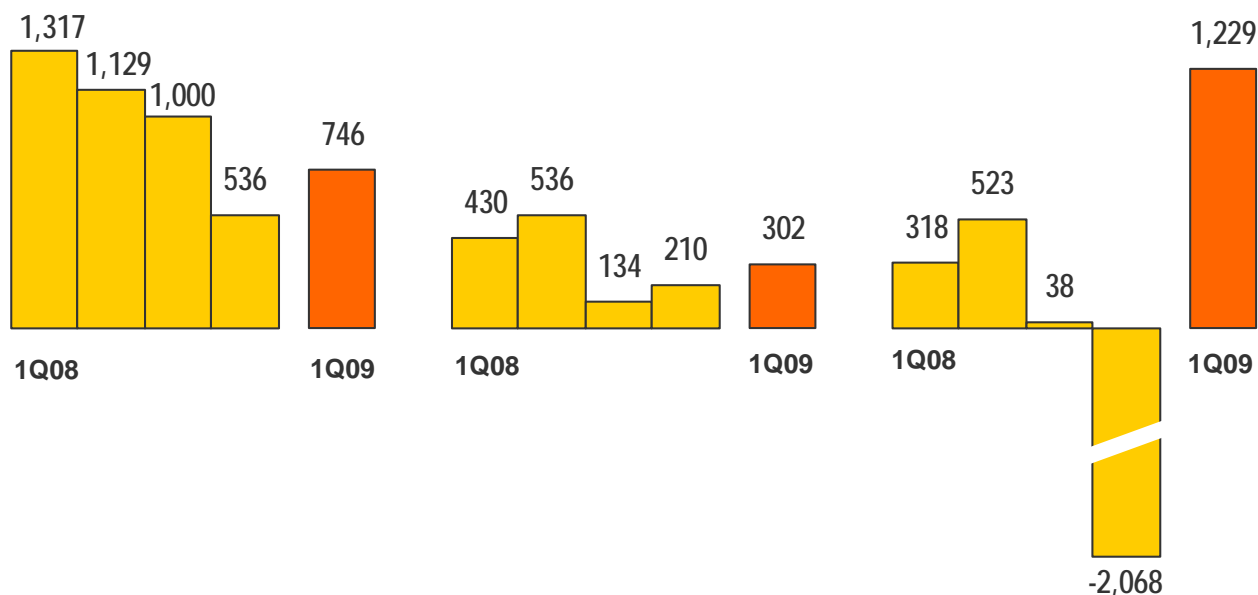
- Sharp rise in the cost of risk in 1Q09: €1.8bn vs €0.5bn in 1Q08 (+€1.3bn)
- Impact of the economic downturn
 - On retail customers in the U.S. (BancWest: +€0.2bn), in Personal Finance (+€0.2bn) and in Ukraine (+€0.1bn)
 - On corporate clients (CIB Financing Businesses: +€0.5bn)
- Receding impact of counterparty risk (-€0.2bn)
- Domestic markets: lowest household indebtedness ratios in Europe
 - France: mortgages primarily at fixed rate and well secured
 - Italy: contained household exposure and good quality mortgages, close monitoring of lending to small and medium enterprises



1Q09 Pre-tax income

> Pre-tax income

in €mn



Retail Banking*

Investment Solutions

Corporate and Investment
Banking



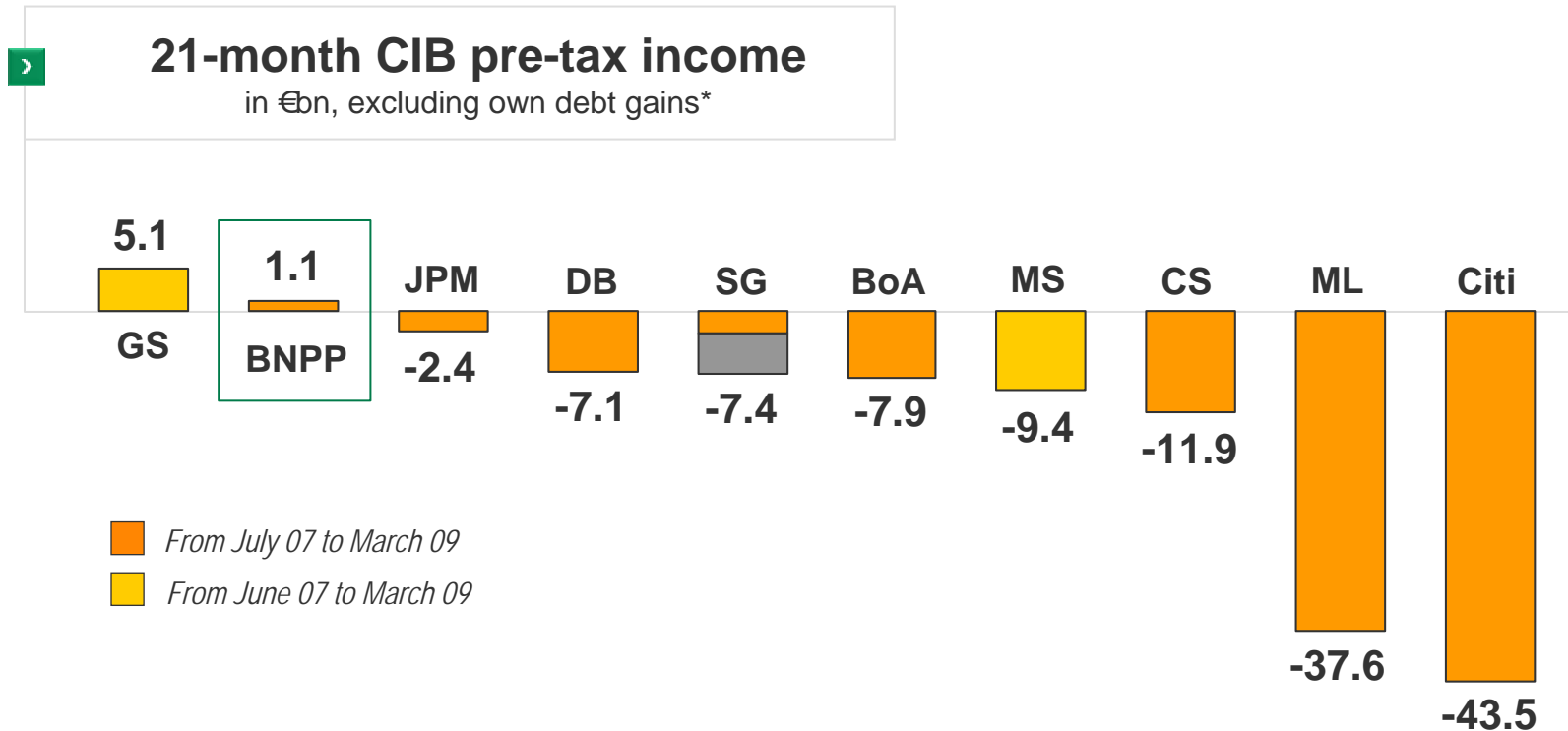
Good profit generating capacity in the 3 divisions



BNP PARIBAS

* Including 2/3 of Private banking excluding PEL/CEL effects in France and 2/3 of Italian Private Banking

CIB Results Since the Beginning of the Crisis



€1.1bn pre-tax income
since the beginning of the crisis





1Q09 Results

Structural Strengths

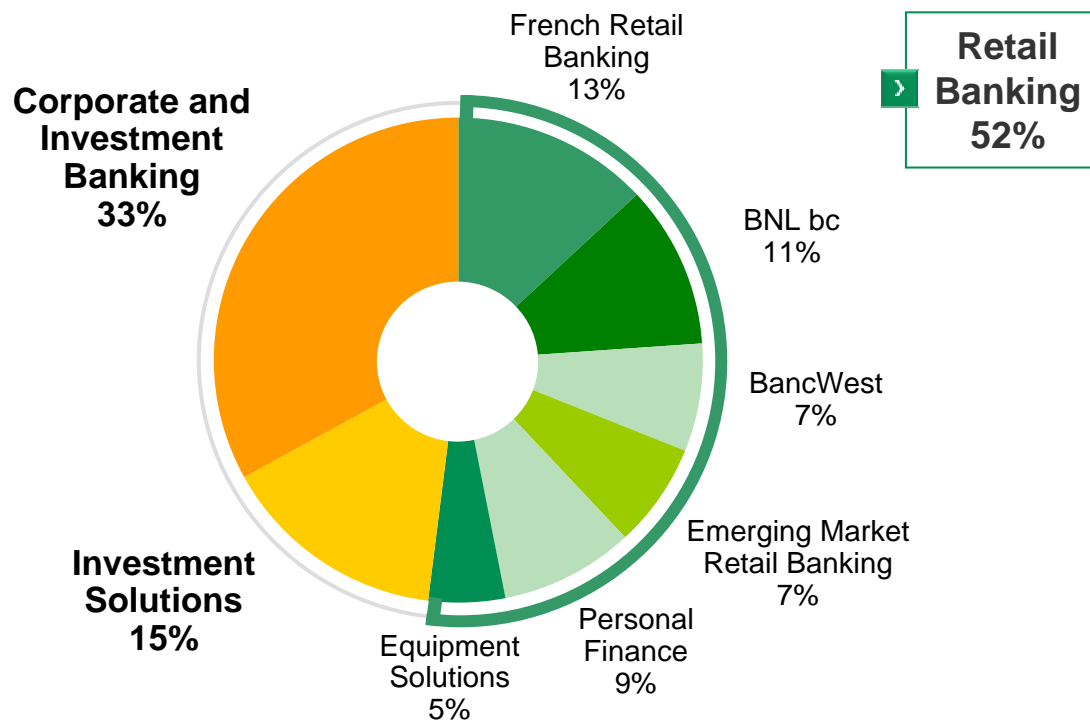
Adjustment to a New Environment

Fortis: Two New Domestic Markets

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Business Mix

2008 allocated equity
31.2bn€*

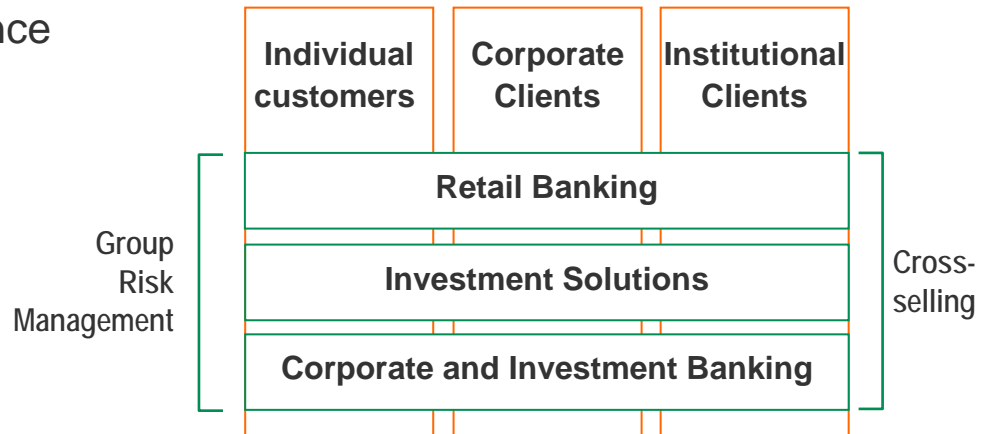


Well diversified business mix with a strong retail base



Integrated Banking Model

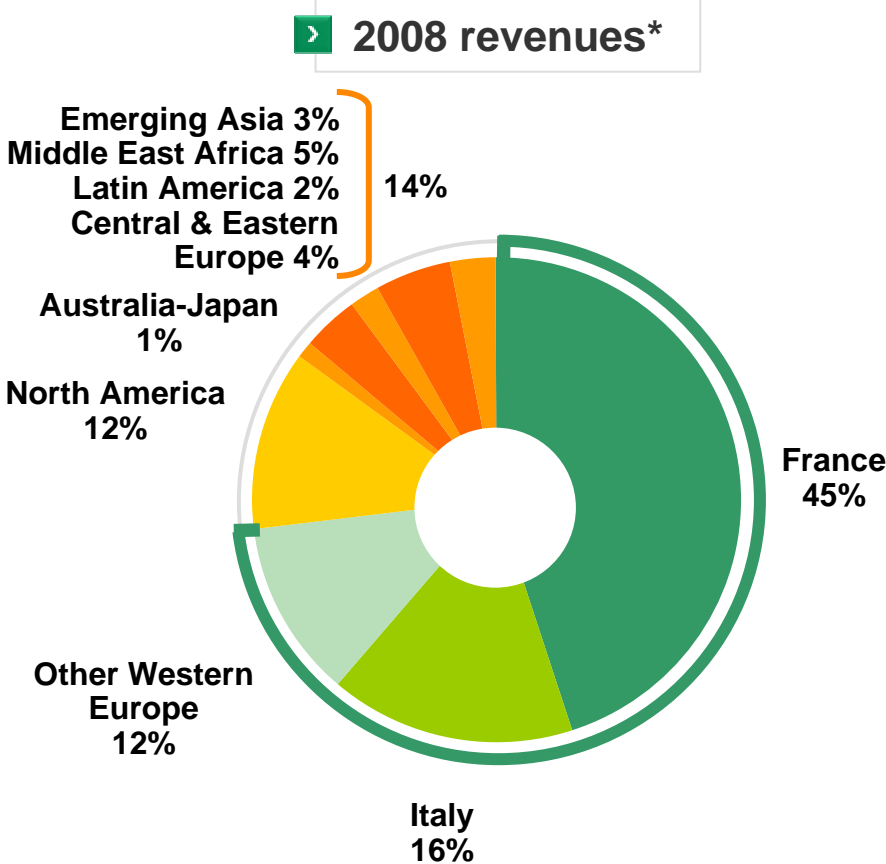
- All group activities are core
 - Retail banking provides critical mass of customers
 - Investment Solutions: asset gathering arm of BNP Paribas
 - Corporate and Investment Banking: clear action plan to adapt the platform to the new environment
- Important cross selling skills developed since the creation of BNP Paribas
 - Initially implemented in France
 - Rolled out in full in Italy and selectively in Emerging Markets
- Unified risk management
 - Independent from the businesses
 - Reports directly to the CEO



> Extract further value from the franchise



Geographic Mix

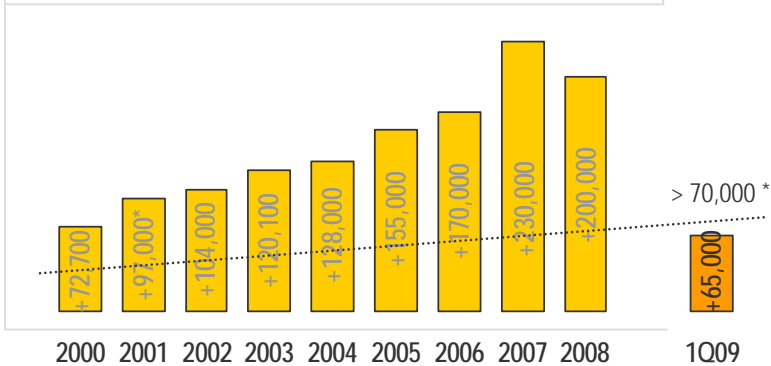


> **73% Western Europe: a pan European Group
o/w 61% in France and Italy**

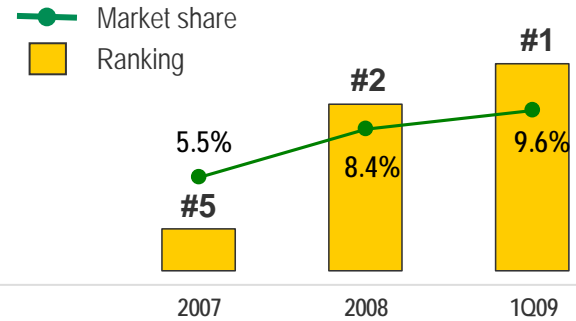


Market Share Gains

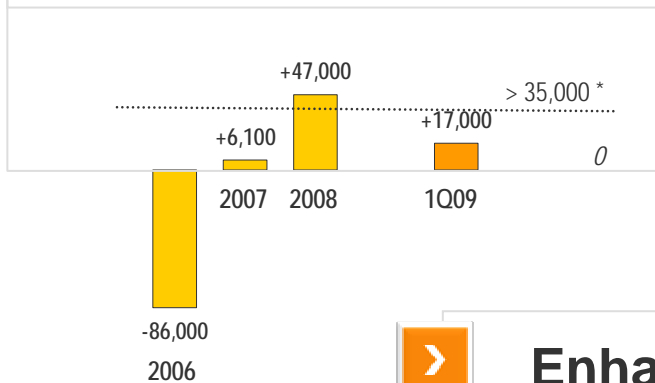
FRB: net increase in the number of individual accounts



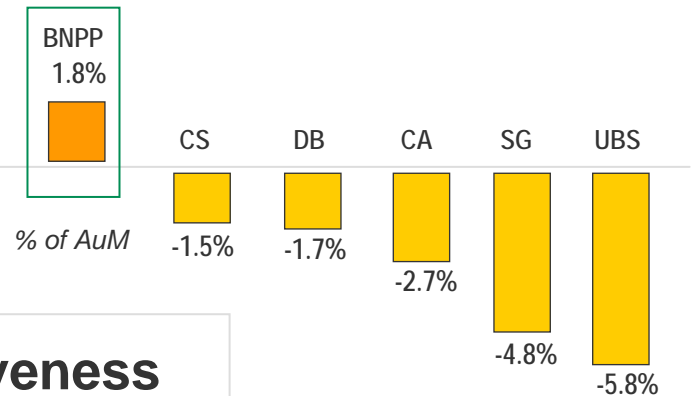
"All bonds in euros" league table**



BNL bc: net increase in the number of individual accounts



Investment Solutions: 2008 annualised net asset inflows



Enhanced attractiveness



Cost Management Discipline

- Adapt the cost base to the 2009 environment
- CIB: reduce costs
 - Adapt the US platform and operations in emerging countries
 - Reduce the cost base (excluding variable compensation) by 5% on a full year basis
- Investment Solutions: very selective acquisitions
 - Optimise the international network
- Retail Banking: very selective growth
 - FRB and BNL bc: maintain costs at their 2008 level
 - BancWest and Personal Finance: improve operating efficiency
 - UkrSibbank: downsize and streamline the branch network

> Operating efficiency targets

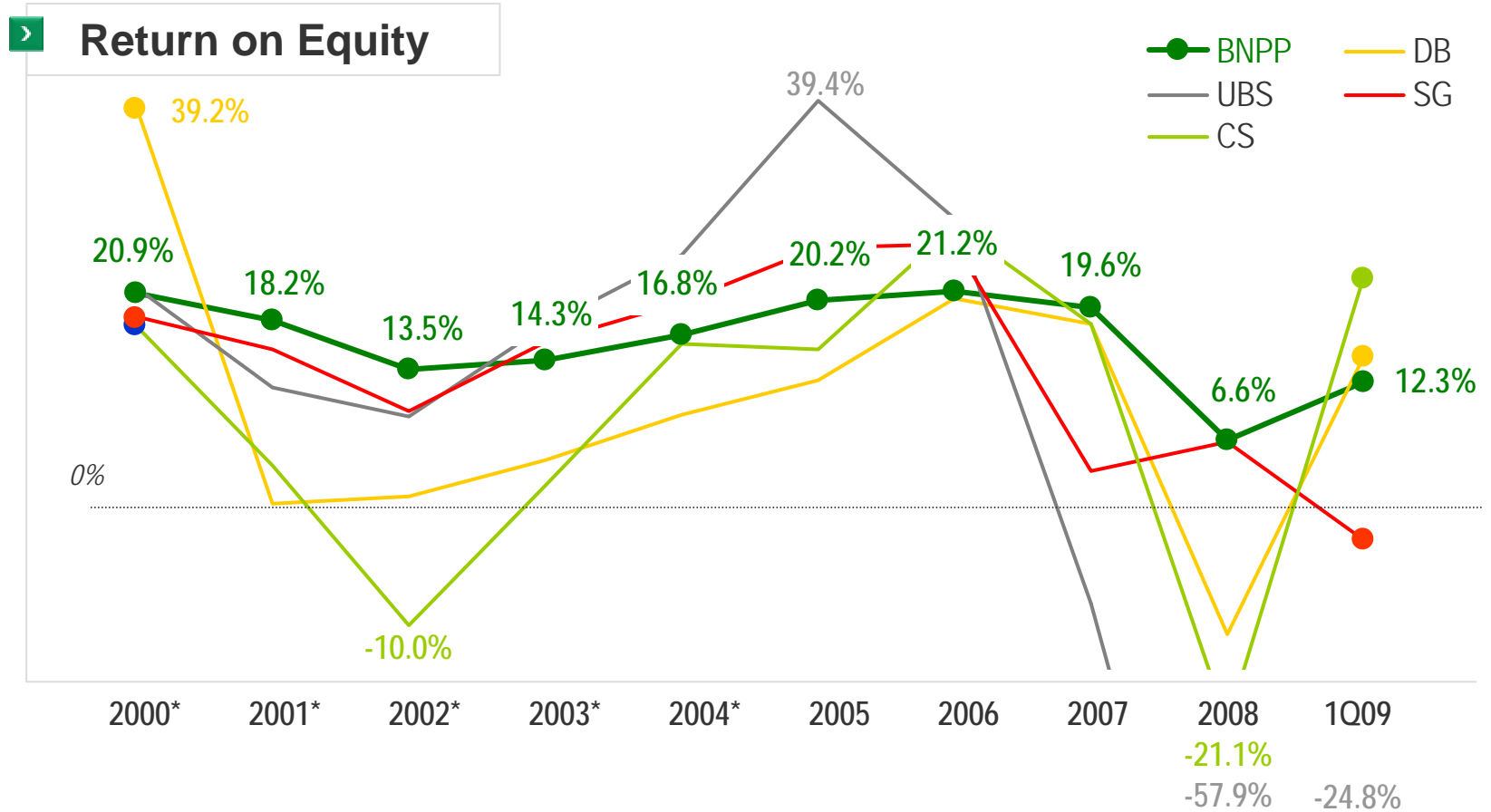
<i>Operating jaws</i>	2009 target	1Q09 realised
French Retail Banking	+1.0%	+1.0%
BNL bc	+5.0%	+5.3%
Personal Finance	+2.0%	+11.0%



Group: stabilise costs in 2009*/2008, excluding variable compensation



RoE



Attention paid to the risk/return ratio across the cycle





1Q09 Results

Structural Strengths

Adjustment to a New Environment

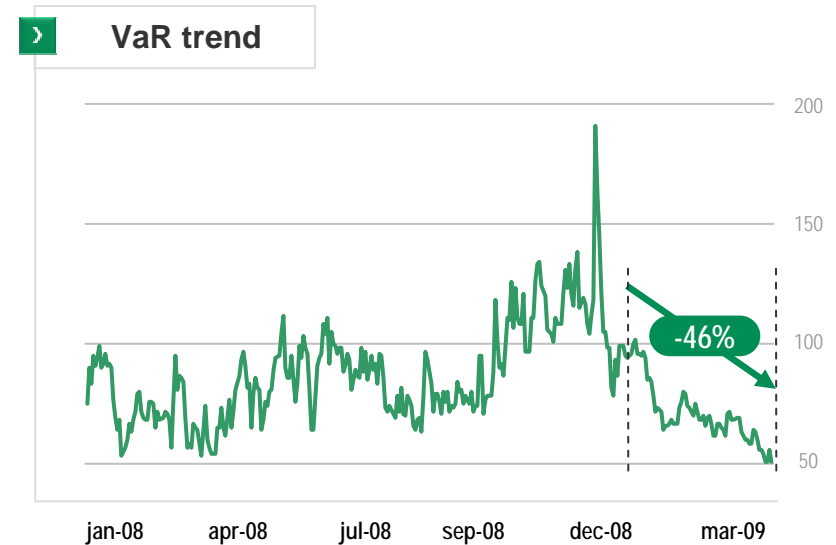
Fortis: Two New Domestic Markets

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Corporate and Investment Banking

2009 Action Plan (1/2): Reducing Market Exposure

- Exposures cut to target level
 - Equity derivatives: substantial reduction of exposure to volatility and dividends
 - Fixed Income: substantial decrease in corporate bond portfolio and therefore exposure to basis risk
- Sharp fall in the VaR
 - -46% between 31.12.08 and 31.03.09

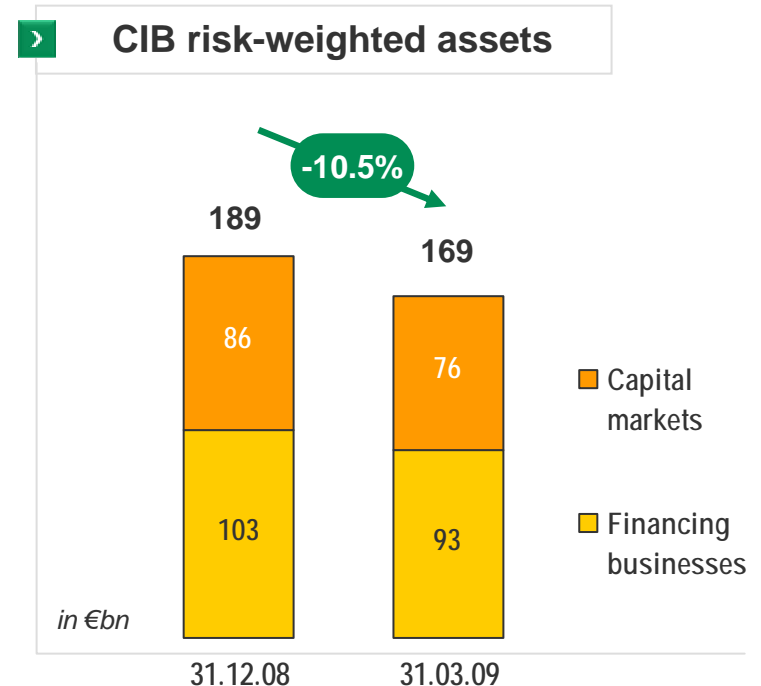


**Market risk reduction target reached
in an environment that remains very volatile**



Corporate and Investment Banking 2009 Action Plan (2/2): Adjusting the Set Up

- Reducing risk-weighted assets:
-€20bn/31.12.08
 - Capital markets: -€10bn, thanks to reduced exposures
 - Financing businesses: -€10bn
- Streamlining of platforms
 - US and Asia: already completed
 - Europe: under way

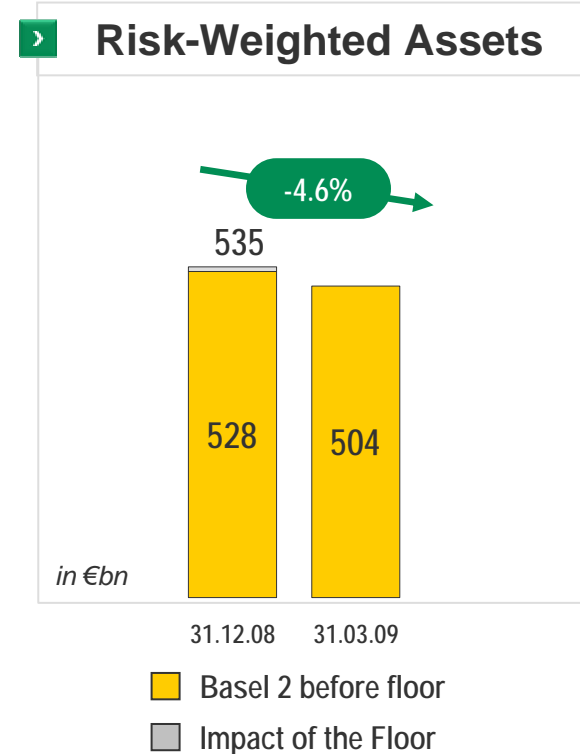


Proactive streamlining of the set up



Risk-Weighted Assets (Basel 2)

- Drop by €24bn to €504bn (-4.6%/31.12.08)
 - Mainly CIB: -€20bn
- 2009 target to reduce risk-weighted assets by €20bn throughout the Group, at constant scope and exchange rates, already achieved

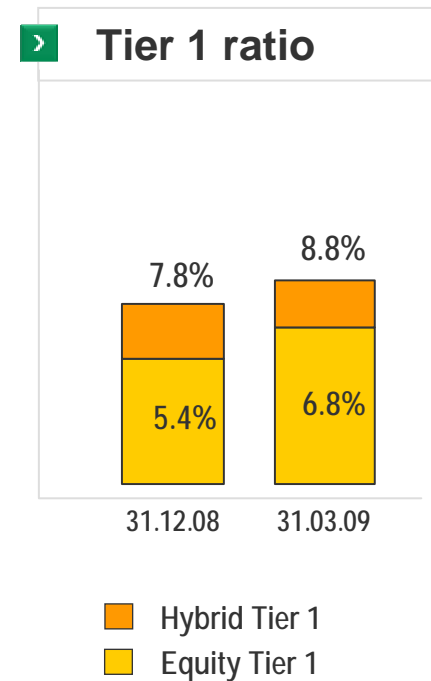


Effects of the 2009 risk-weighted assets reduction programme



Solvency

- Tier 1 ratio at 8.8% as at 31.03.09 (+100bp/31.12.08)
 - Basel I floor lowered on 01.01.09: +10bp
 - Capital generation in 1Q09: +20bp
 - Drop in the risk-weighted assets net of unrealised capital losses on the AFS equities portfolio: +20bp
 - Participation in the second stage of the French economic stimulus plan (31.03.09): +50bp
- Medium-term target: maintain a Tier 1 ratio always above 7.5%



> **Solvency: a significant safety margin**

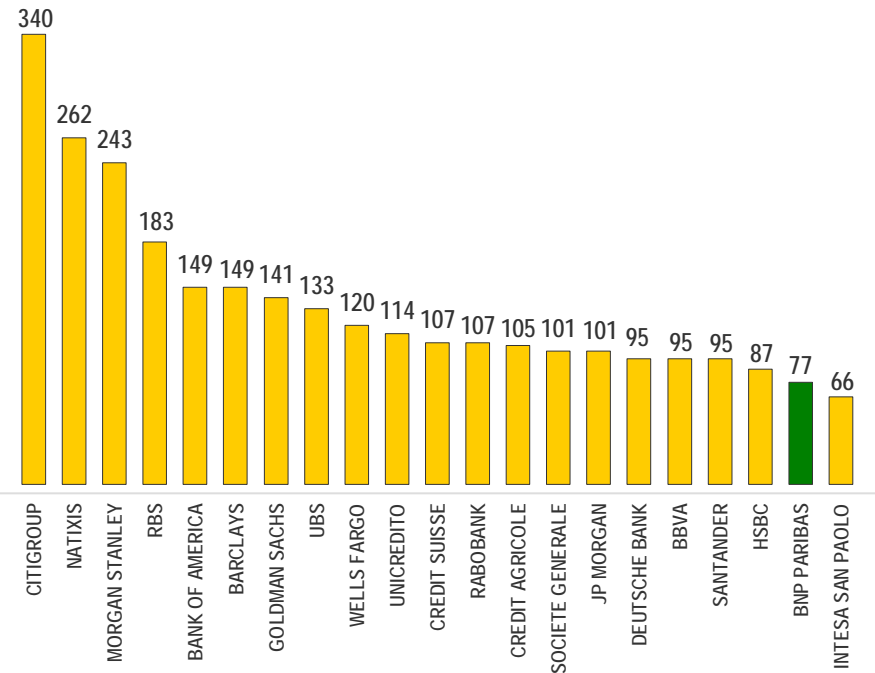


Liquidity

- CDS spread still one of the lowest of its peer group
 - One of the 6 best rated banks by S&P
- MLT issue programme
 - Diversified by type of issue, by distribution channels, by type of investors
 - 2009 programme: €30bn, of which €20.6bn already completed
 - Latest 3-year senior debt issued on 15 April: €1bn at swap +120bp
- Portfolio of assets potentially mobilised to central banks: €120bn

5-year senior CDS spreads

in bp as at 27.05.09



**A proactive approach
drawing on a major competitive advantage**





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Fortis Market Shares

- Network

- Branches
- Private banking centres
- Business centres

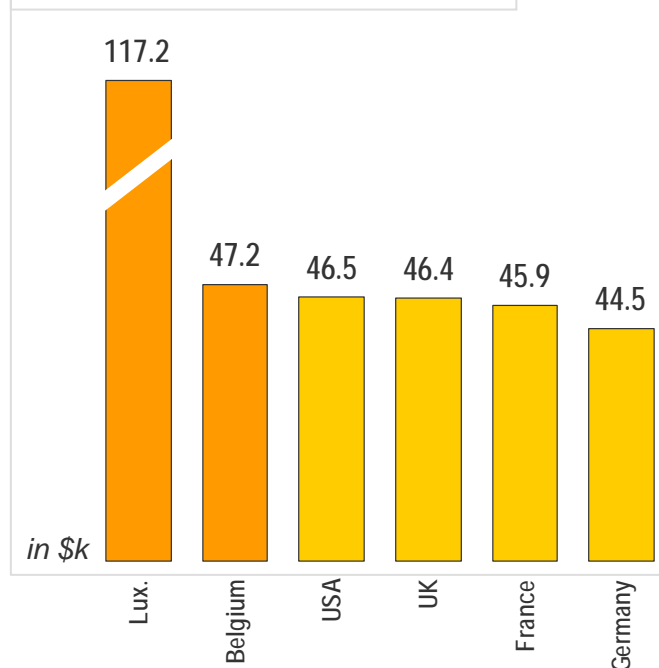
- Clients

- Market position

- Retail banking (deposits)
- Consumer lending

	Belgium	Luxembourg
Branches	1,064	37
Private banking centres	10	3
Business centres	22	1
Clients	3mn	280k
Retail banking (deposits)	#1	#1
Consumer lending	#2	#2

> 2008e GDP per capita



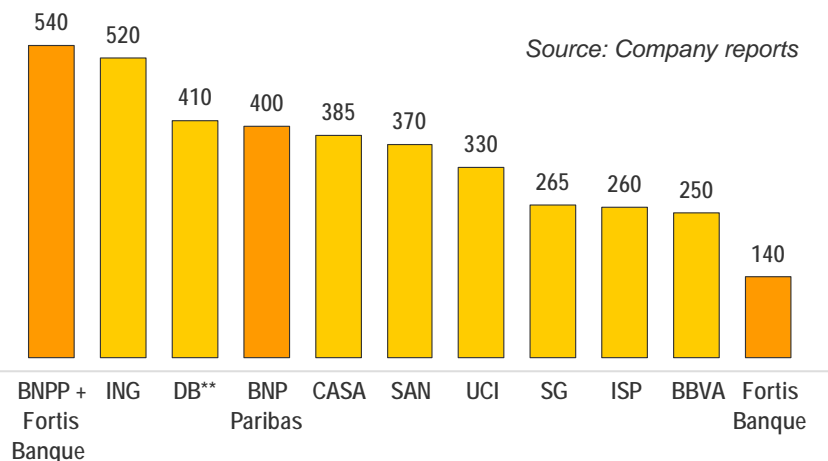
> **A unique opportunity to acquire a #1 position in two of the wealthiest countries in Europe**



Fortis Industrial Project

- Become #1 deposit base in the Eurozone with more than €540bn and a loan to deposit ratio of 120%
- Extension of BNP Paribas' integrated retail-banking model to Belgium and Luxembourg
 - Includes strong bancassurance partnership with Fortis Insurance Belgium
- Greater scale in the strategic businesses of asset management and private banking
 - #1 private bank in the Eurozone (€187bn assets)
 - #4 asset manager in the Eurozone (€475bn assets under management)

Ranking of European banks
(deposits as at 31.12.2008 in €bn*)



**Creation of a leading European banking group
with 4 domestic markets in retail banking**



Fortis

Structure of the Deal

- BNP Paribas acquired 75% of Fortis Bank Belgium and 16% of BGL
 - In exchange for shares of BNP Paribas
- Fortis Bank Belgium acquired 25% of Fortis Insurance Belgium
 - Paid in cash
 - Strategic business partnership alliance between Fortis Bank Belgium and Fortis Insurance Belgium
- Most risky structured credit assets ring fenced
 - Equity: €1.7bn, of which 12% held by BNP Paribas
 - Senior debt: €4.85bn, of which 10% granted by BNP Paribas and the remainder by Fortis Bank (this latter part guaranteed by the Belgian Government)
 - Super senior debt: €4.85bn loaned by Fortis Bank
- Belgian Government's partial guarantee of the portfolio of structured credit assets remaining on Fortis Bank Belgium's balance sheet (nominal value ~ €21.5bn)
 - Guarantee of up to €1.5bn against losses beyond €3.5bn
- New mechanism to maintain Fortis Bank Belgium's Tier 1 ratio at 9.2%



Improved guarantees



Fortis Integration Calendar

1 Top Down Plan May 20th – June 23rd

- 61 taskforces
- Mapping of starting position
- Top down integration plan
- Top down synergy and integration cost estimations
- List workgroups and define charters



2 Bottom Up Plan June 24th – end Sept.

- >200 workgroups
- Detailed operating model
- Target organisation
- Detailed IT options and needs
- Bottom up synergy and integration cost assessment
- List of implementation projects



3 Implementation Launch from September

- Quick wins implementation
- Detailed integration plan end of October
- Plan implementation and monitoring



Fortis Investor Day in Brussels on 1st December 2009





1Q09 Results

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Adjustments to a New Environments

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Conclusion



**A proven ability to adapt rapidly
to the new environment**



**Fortis: creation of a European leader
based on an integrated bank model**



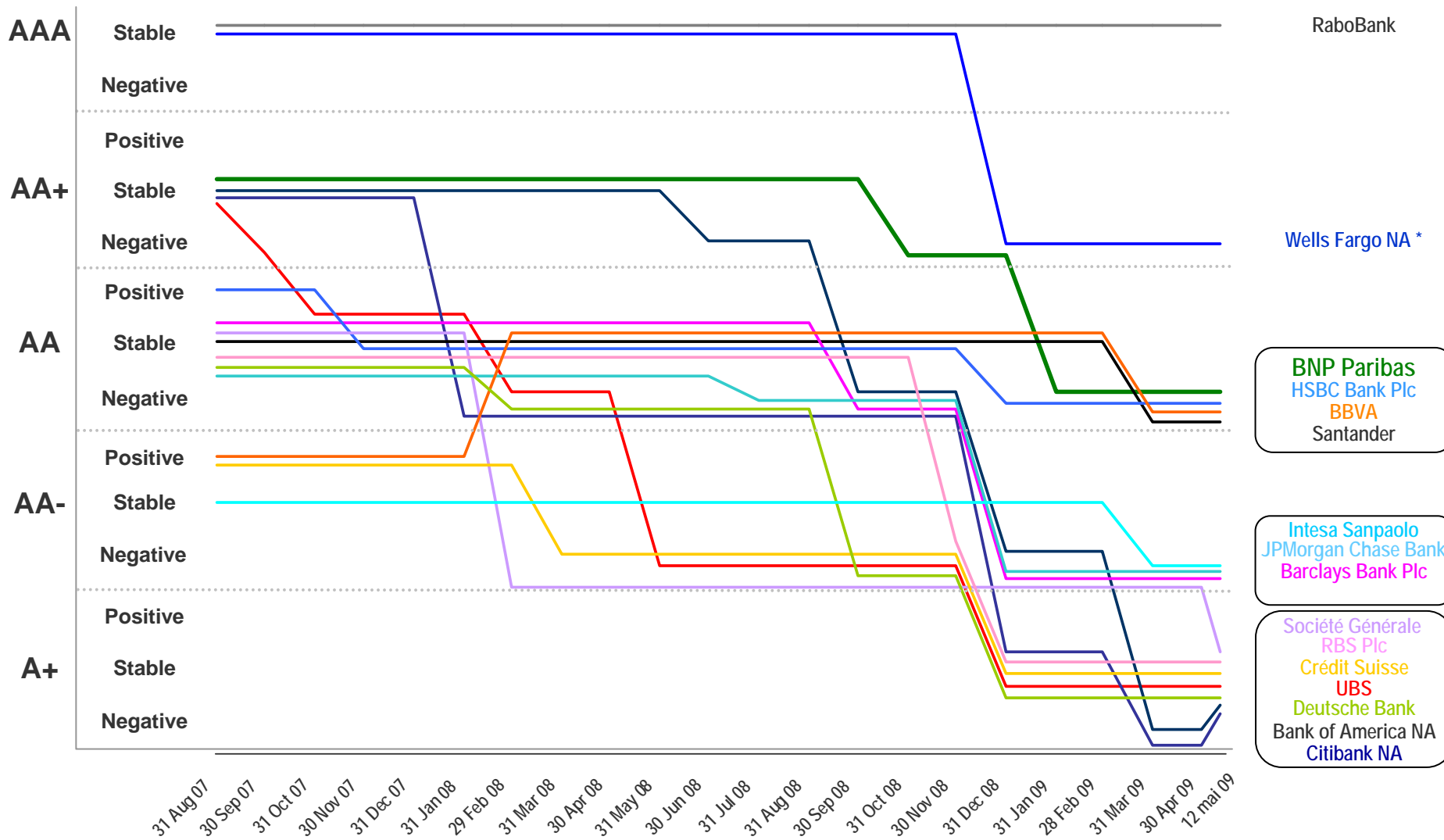
**A diversified and integrated business model
adapted to meet the challenges of 2009**





Appendices

A Major Competitive Advantage: BNP Paribas Ranks Amongst the 6 Most Solid Banks According to S&P

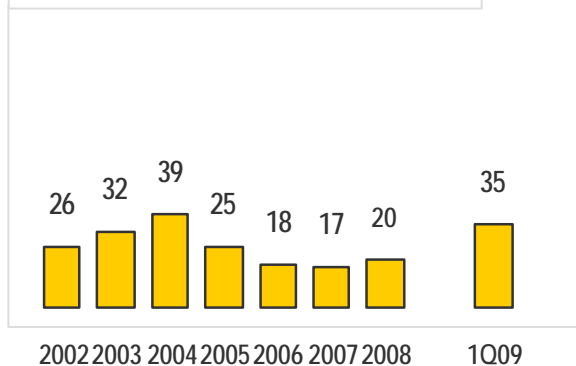


Variation in the Cost of Risk by Division (1/2)

Cost of risk

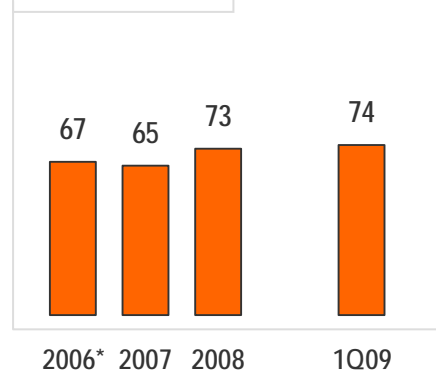
Cost of risk/Risk-weighted assets under Basel I (in annualised bp)

> French Retail Banking



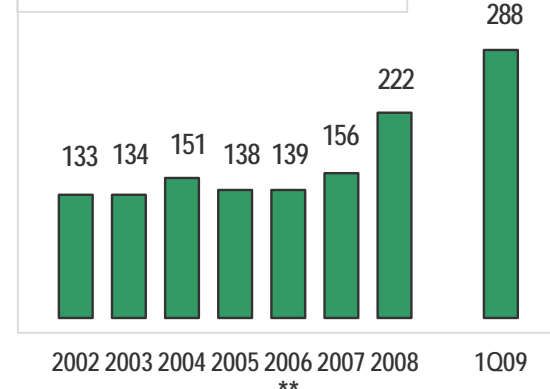
- Cost of risk: €89mn
 - +€61mn/very low base in 1Q08
- Mortgages primarily fixed rate and well secured
- Very good quality corporate loan portfolio

> BNL bc



- Cost of risk: €107mn
 - +€23mn/1Q08
- Sound mortgage market
- Past dues > 90 days already provisioned

> Personal Finance



- Cost of risk: €421mn
 - +€191mn/1Q08
- Deterioration, including in Italy and in France, in a context of economic slowdown and rising unemployment

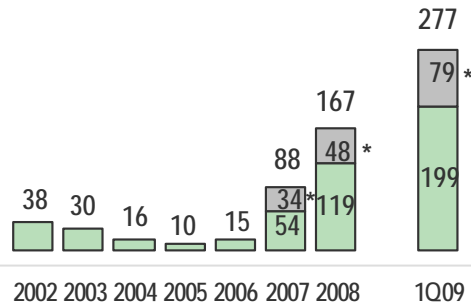


Variation in the Cost of Risk by Division (2/2)

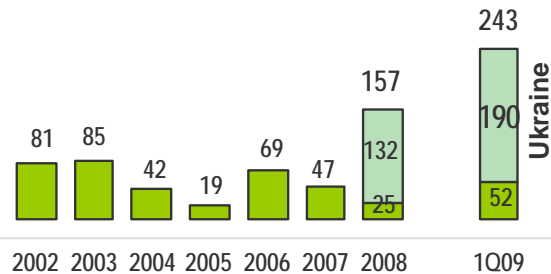
Cost of risk

Cost of risk/Risk-weighted assets under Basel I (in annualised bp)

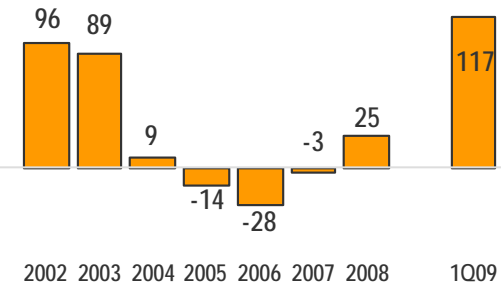
BancWest



Emerging Markets Retail Banking



CIB-Financing Businesses



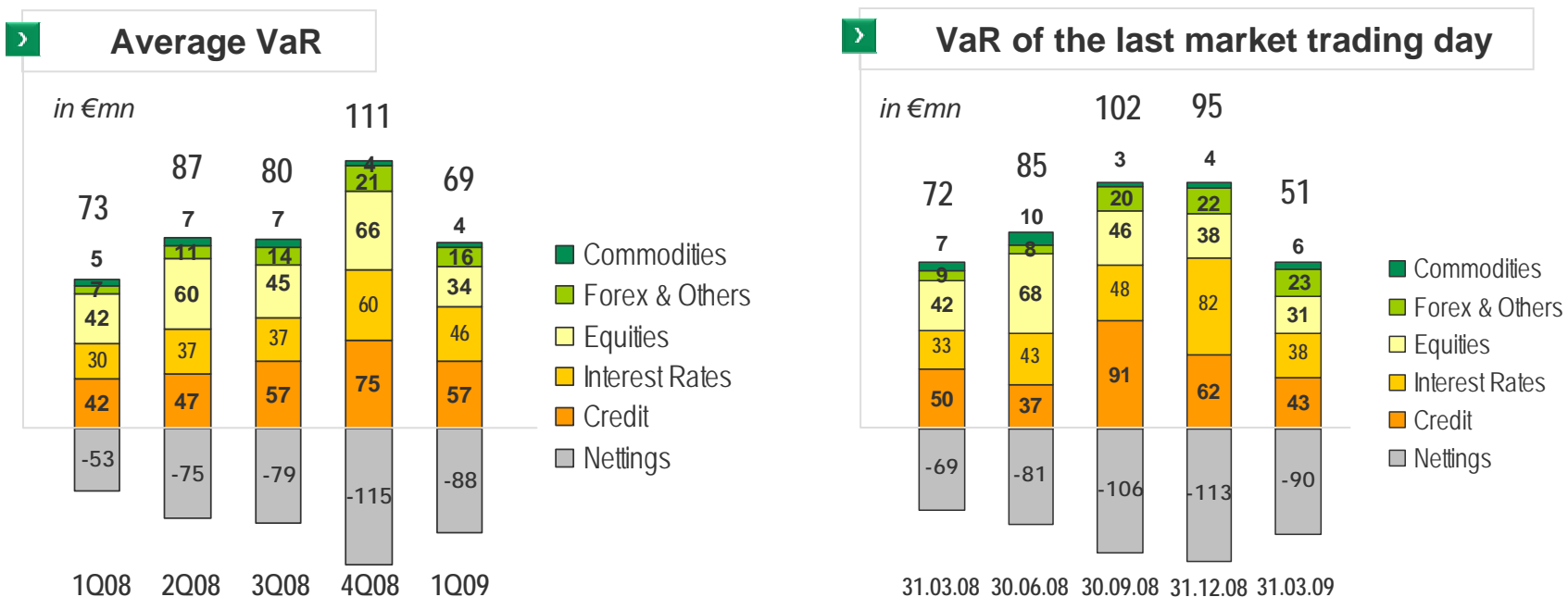
- Cost of risk: €279mn
 - +€178mn/1Q08
 - Of which €79mn related to the investment portfolio vs €35mn in 1Q08
- Impact of the economic recession on all loan books

- Cost of risk: €162mn
 - +€125mn/very low base in 1Q08
 - Of which €127mn in Ukraine
- Ukraine set aside, no significant downturn

- Cost of risk: €420mn
 - Vs a write-back in 1Q08
- Impact of the strong global economic downturn



VaR (1 day at 99%) by Type of Risk

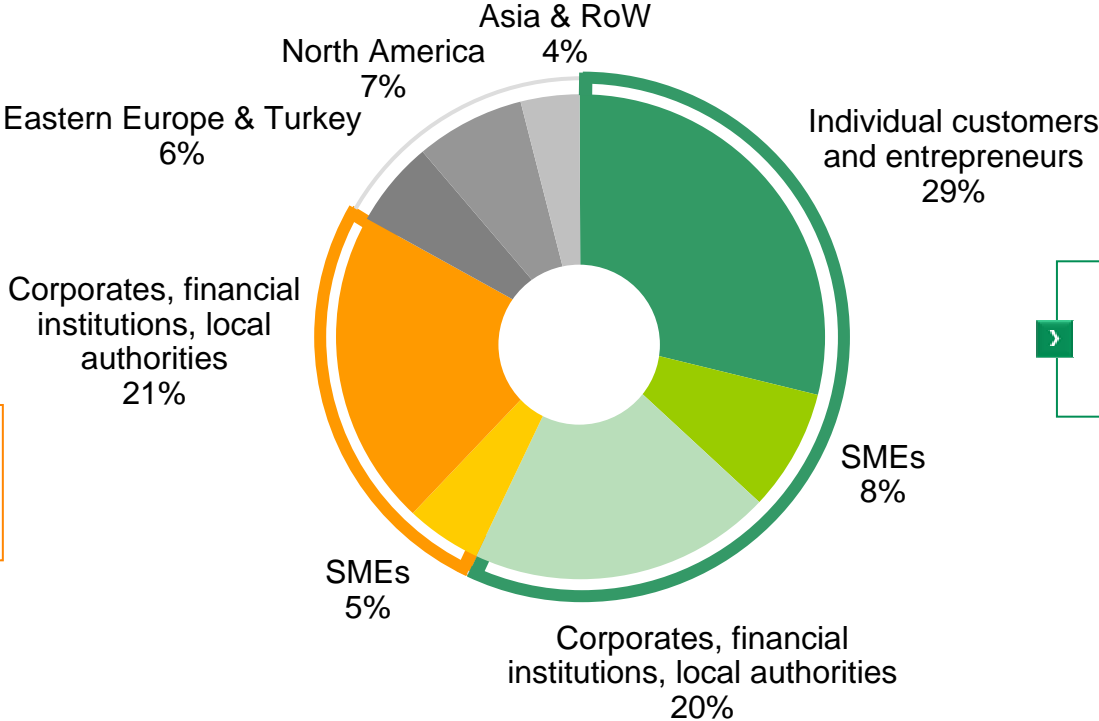


- Average VaR down sharply (-38%/4Q08), despite markets that are still turbulent
 - No losses beyond the VaR in 1Q09
- VaR at the end of the period: (-46%/31.12.08)
 - Exposure reduction target reached by 31.03.09
 - Despite market parameters that are still very high



Fortis Customer Loans

2008 customer loans*
€173bn



Other Western Europe
26%

of which
France & Italy 10%

Western Europe 83%

Belgium & Luxembourg
57%



* Customer segmentation based on existing Fortis Bank practices

Fortis

Details of the Transaction

- 88.2mn shares issued on the 15th May
 - As compensation for SFPI's contribution of its 54.55% stake in Fortis Bank Belgium (FBB)
- 44.7mn shares issued on the 18th May
 - 33.0mn as compensation for SFPI's contribution of its additional 20.39% stake in FBB
 - 11.7mn as compensation for the Luxembourg State's contribution of its 16.57% stake in BGL (in addition to the 50.06% that FBB already holds)
- 0.5mn shares issued on the 18th May
 - As compensation for the Luxembourg State's contribution of the 34% of the BGL shares issued in connection with a €100mn capital increase
- For a total of 133.4mn shares issued with a right to the 2008 dividend
 - The Belgian State owns 11.6% of the common shares* and the voting rights and the Luxembourg Government 1.2%
 - The Belgian State pledged to keep the first 88.2mn shares until 10/10/2010 and the Luxembourg State pledged to keep 6.1mn shares until 23/10/2009

