# FIFTH SUPPLEMENT DATED 10 NOVEMBER 2008 TO THE WARRANT AND CERTIFICATE PROGRAMME BASE PROSPECTUS DATED 30 MAY 2008



## BNP Paribas Arbitrage Issuance B.V.

(incorporated in The Netherlands) (as Issuer)

### **BNP Paribas**

(incorporated in France) (as Issuer and Guarantor)

### WARRANT AND CERTIFICATE PROGRAMME

This Supplement (the Fifth Supplement) is supplemental to, and should be read in conjunction with the Warrant and Certificate Programme base prospectus dated 30 May 2008 (the Base Prospectus), the first supplement dated 14 August 2008 (the First Supplement), the second supplement dated 8 September 2008 (the Second Supplement), the third supplement dated 1 October 2008 (the Third Supplement) and the fourth supplement dated 9 October 2008 (the Fourth Supplement) in relation to the programme for the issuance of Warrants and Certificates by BNP Paribas Arbitrage Issuance B.V. (BNPP B.V.) and BNP Paribas (BNPP) (the Programme). Terms defined in the Base Prospectus, as supplemented, have the same meaning when used in this Fifth Supplement.

Each of BNPP B.V. (in respect of itself) and BNPP (in respect of itself and BNPP B.V.) accepts responsibility for the information contained in this Supplement. To the best of the knowledge of each of BNPP B.V. and BNPP (who have taken all reasonable care to ensure that such is the case), the information contained herein is in accordance with the facts and does not omit anything likely to affect the import of such information.

Save as disclosed in the Fourth Supplement dated 9 October 2008, the Third Supplement dated 1 October 2008, the Second Supplement dated 8 September 2008, the First Supplement dated 14 August 2008, and in this Supplement, no other significant new factor, material mistake or material inaccuracy relating to information included in the Base Prospectus has arisen or been noted, as the case may be, since the publication of the Base Prospectus dated 30 May 2008.

Investors who have agreed to purchase or subscribe for the Securities before this Supplement is published have the right, exercisable within a time period of a minimum of two working days after the publication of this Supplement, to withdraw their acceptances.

This Supplement, prepared in connection with the Warrants and the Certificates to be issued under the Base Prospectus, has not been submitted to the clearance procedures of the *Autorité des marchés financiers* in France.

This Supplement constitutes a Supplement within the meaning of Article 16 of Directive 2003/71/EC and has been produced for the purposes of (i) including the press release dated 21 October 2008 published by BNP Paribas in connection with the BNP Paribas Group EUR2.55bn participation in the French government plan to support lending growth and the press release dated 5 November 2008 published by BNP Paribas in connection with the announcement of BNP Paribas's unaudited results as at 30 September 2008 and (ii) amending the following sentence "The Group currently has long-term senior debt ratings of "Aa1" with stable outlook from Moody's, "AA+" with stable outlook from Standard & Poor's and "AA" with stable outlook from Fitch Ratings." appearing on both pages 10 and 403 in the Base Prospectus dated 30 May 2008 which shall be deleted and

replaced by the following sentence: "The Group currently has long-term senior debt ratings of "Aa1" with stable outlook from Moody's, "AA+" with negative outlook from Standard & Poor's and "AA" with stable outlook from Fitch Ratings."

Copies of this Fifth Supplement, of the First, Second, Third and Fourth Supplements and of the Base Prospectus and the documents incorporated by reference are available at the office of the Certificate Agents.

## Press release dated 21 October 2008

### BNP Paribas commits to financing the real economy

The Group takes part to the tune of €2.55 billion in the plan to support growth

The French government has announced<sup>i</sup> the introduction of a plan to support lending growth within the economy. This plan is subject to review by the European Commission. Open to banks who comply with regulatory capital requirements imposed by the *Commission bancaire*, this plan allows them access to complementary funding in the form of subordinated debt which counts towards Tier 1 capital.

In the interests of its clients and shareholders, BNP Paribas has decided to take part in this plan to the tune of €2.55 billion. Under this plan, BNP Paribas will have access to complementary funding on satisfactory terms, taking into account the Group's financial strength, at a time when debt markets for this kind of funding remain inactive.

The subordinated debt to be issued equates to a loan which doesn't give rise to the French State taking a stake in BNP Paribas in contrast to the recent mechanisms, set up by Governments around the world, for recapitalising banks in difficulty. This issue will not be dilutive for shareholders and will not impact the bank's governance nor its dividend policy.

The purpose of this operation is not to increase the bank's Tier 1 ratio which complies with the *Commission bancaire*'s requirements<sup>ii</sup>. BNP Paribas has one of the best credit ratings in the world. Generally speaking the French market remains one of the most resistant in Europe. In addition, the BNP Paribas Group has, since the beginning of the crisis, demonstrated its ability to generate solid earnings based on its widely diversified activities and its rigorous risk policy. It is therefore particularly well placed to play its role in accompanying its customers and the financing of the economy.

Commenting on this plan, Baudouin Prot, CEO of BNP Paribas said, "With the acquisition of Fortis' businesses, BNP Paribas both becomes the Eurozone's number 1 bank by deposits and significantly strengthens its capital position. In taking part in the French State's scheme and issuing subordinated debt, BNP Paribas has the means to pursue its organic growth strategy which is based on the dynamism of its salesforce and an even further strengthened financial structure."

## Annex - Transaction terms iii

BNP Paribas commits to issue €2.55 billion of hybrid debt before year end, entirely bought by SPPE, a company created by the French State for this purpose.

These securities will take the form of hybrid debt (TSSDI), with a 5 year call option at the issuer's option. An earlier reimbursement is allowed in agreement with the *Commission Bancaire* if the securities are replaced by hybrids of equivalent subordination and nominal value.

These securities count towards Tier 1 capital.

For BNP Paribas, the debt will be remunerated to the French State on the following basis: 5-year OAT yield + approximately 400bps

In exchange, BNP Paribas will fix growth objectives for its loan commitments to the economy and commit to applying ethical rules as defined by the MEDEF which are already largely in place within the Group.

- i French Government press release available on : http://www.minefe.gouv.fr/
- ii Commission Bancaire press release available on : http://www.banque-france.fr/
- iii Subject to review by the European Commission

## Press release dated 5 November 2008

## **THIRD QUARTER 2008**

# NET PROFIT OF 901 MILLION EUROS (GROUP SHARE) AFTER A DIRECT IMPACT OF THE FINANCIAL CRISIS ESTIMATED AT 1.1BN EUROS\*

	3Q08	<i>3Q08/3Q07</i>	<i>3Q08/2Q08</i>
REVENUES	€7,614mn	-1.0%	+1.3%
GROSS OPERATING INCOME	€2,979mn	-2.2%	+11.8%
O/W OPERATING DIVISIONS	€3,049mn	+9.4%	+8.6%
COST OF RISK	-€1,992mn	<i>x4</i>	<i>x3</i>
NET INCOME GROUP SHARE	€901mn	-55.6%	-40.1%

## STRONG BUSINESS MOMENTUM, GROUP'S ATTRACTIVENESS ENHANCED

- SUBSTANTIAL INFLOWS IN DEPOSITS AND ASSETS UNDER MANAGEMENT
- SUSTAINED GROWTH IN COMMITMENTS TO THE ECONOMY; RISK-WEIGHTED ASSETS: +9.7%/01.01.08

# ANNOUNCEMENT OF THE ACQUISITION OF FORTIS BELGIUM AND FORTIS LUXEMBOURG

- EXPANSION OF THE PAN-EUROPEAN FOOTPRINT
- CREATION OF THE EUROZONE'S NUMBER ONE FRANCHISE BY DEPOSIT BASE
- INCREASE IN CAPITAL WITHOUT DILUTION

## FIRST 9 MONTHS OF 2008

NET INCOME GROUP SHARE
 €4,387mn (-35.6 %/9M07)
 ANNUALISED AFTER TAX ROE
 13,1% (22.6% in 9M07)
 NET EARNINGS PER SHARE (9 MONTHS)
 €4.7 (€7.4 in 9M07)

4

<sup>\*</sup> With a hypothetical 30% tax rate (1.6bn euros before tax).

The Board of Directors of BNP Paribas met on 4 November 2008. The meeting was chaired by Michel Pébereau and the Board examined the Group's results for the third quarter and the first nine months of 2008.

# Quarterly profits of 901 million euros despite an unprecedented deepening of the crisis since September

All of BNP Paribas' business units have increasing attractiveness, as proved by its growing customer base, the further growth in commitments towards the economy and the substantial inflows in deposits and assets under management. With the acquisition of the businesses of Fortis Belgium and Fortis Luxembourg, BNP Paribas will expand its pan-European footprint, becoming the Eurozone's number one franchise by deposit base and increasing its capital base without dilution.

In the third quarter 2008, BNP Paribas made 901 million euros in net profits (group share) despite numerous critical situations in the financial services industry and unprecedented turbulence in the markets since early September. The direct impact of the financial crisis was significantly greater than in previous quarters. The impact on revenues was -507 million euros compared to -203 million euros in the third quarter a year earlier. Gains on own debt were limited to 123 million euros (compared to 154 million euros in the third quarter 2007). The impact on the cost of risk soared from 115 million euros in the third quarter 2007 to 1,194 million euros before tax this quarter, due in particular to the downgrading of monoline insurers to doubtful status and to the collapse of Lehman Brothers and of Icelandic banks.

Despite those deeper effects of the crisis, the Group generated in the third quarter revenues of 7,614 million euros, down only 1% compared to the same period a year earlier and up 1.3% compared to the second quarter 2008. This quarter, BNP Paribas Capital made no capital gains (-264 million euros compared to the third quarter 2007). However, thanks to the Group's enhanced attractiveness and the sales and marketing drive carried out by its teams, the revenues of the operating divisions were up 2.4%.

BNP Paribas did not use, in the third quarter 2008, the amendment to the IAS 39 accounting standard authorising the transfer of certain assets that have become illiquid from the trading book to other portfolios.

The Group's proactive approach to cost management, in particular in those business units most affected by the crisis, has led to a 0.2% fall in operating expenses to 4,635 million euros this quarter compared to the same period a year earlier and an even greater fall of 4.5% compared to the second quarter 2008. For only the operating divisions, operating expenses were down 1.9% compared to the third quarter 2007.

The Group's gross operating income, 2,979 million euros, was down 2.2% compared to the third quarter 2007 and up 11.8% compared to the second quarter 2008. The operating divisions' good sales and marketing drive, combined with their proactive cost management efforts, yielded a 9.4% growth in their gross operating income.

The cost of risk soared to 1,992 million euros before tax compared to 462 million euros for the same period a year earlier. This substantial rise is primarily a direct result of the financial crisis (1,194 million euros). Excluding this impact, the cost of risk was 798 million euros, up 451 million euros compared to the third quarter 2007, as a result of the downturn in the economy, notably:

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<sup>&</sup>lt;sup>1</sup> Subject to the approval of the appropriate authorities

- +172 million euros for CIB with a 133 million euros provision in the third quarter 2008 compared to a 39 million euro write-back for the same period a year earlier;
- +138 million euros for Personal Finance, primarily in consumer lending in Spain and in Eastern Europe;
- +69 million euros for BancWest.

More generally, the Group is benefiting from the relative good positioning of its loan portfolios in their respective markets thanks to the quality and diversity of the corporate client base, to the conservative mortgage origination policy in all markets as well as to moderate exposure to emerging markets.

Again this quarter, all divisions have made a positive contribution to the Group's pre-tax income, which totalled 1,143 million euros, compared to 2,727 million euros for the same period a year earlier.

For the first nine months of 2008, the Group's revenues totalled 22,526 million euros (-6.6%). The cost/income ratio, at 62.6%, was up 4.2 points compared to the first nine months of 2007. Net income group share was 4,387 million euros (-35.6%), bringing the annualised post-tax return on equity to 13.1%.

The annualised pre-tax return on allocated equity of the retail banking businesses is 29%, that of AMS 32% and that of CIB 12%.

Earnings per share for the first nine months was €4.7 (-36.8%).

### All the operating divisions have held up well in the face of the deepening crisis

### French Retail Banking (FRB)

Despite a deteriorating environment, French Retail Banking had a strong sales and marketing drive and gained market share. The growth in loan outstandings (10.5%) and deposit outstandings (9.2%) remained vigorous.

The number of individual cheque and deposit accounts keeps growing at a fast pace: +50,000 in the third quarter, bringing to 150,000 the number of net new account openings for the first nine months of the year. The pre-marketing campaign for Livret A savings accounts began on 1<sup>st</sup> October. Mortgage outstandings grew 7.7% compared to the third quarter 2007.

For the same period, corporate loan outstandings rose 15.1%. The business centres are still winning market share, in particular in deposits and cash collections (cards, cheques and direct debits). There was a good sales drive in interest rate and forex hedging products and numerous referrals to Private Banking, which demonstrates the effectiveness of the cross-selling strategy.

Revenues totalled 1,465 million euros, up  $1.5\%^2$  compared to the third quarter 2007. The slowdown compared to previous quarters can be explained essentially by the sharp decline in financial fees (-17.9% compared to the third quarter 2007) in a very unfavourable context for financial savings.

6

<sup>&</sup>lt;sup>2</sup> Excluding the PEL/CEL effects, with 100% of French Private Banking.

Banking fees rose 6.7%. Net interest income was up 4.8% thanks to good intermediation business in terms of deposits as well as loans.

Controlling operating expenses, which were stable<sup>2</sup> compared to the third quarter 2007, enabled the division to achieve more than a 1 point positive jaws effect, in line with the target set for 2008 as well as a 1.1 point improvement in the cost/income ratio, at 69%. The cost of risk<sup>2</sup> remained stable at a very low level (16 basis points of risk-weighted assets in the third quarter) thanks to the good quality of the corporate and individual customer portfolio.

After allocating one-third of French Private Banking's net income to the AMS division, FRB's pre-tax income was 385 million euros, up 5.5%<sup>3</sup> compared to the third quarter 2007.

<u>For the first nine months of 2008</u>, revenues<sup>2</sup> totalled 4,499 million euros, up 2.5% compared to the first nine months of 2007. The cost/income ratio<sup>2</sup>, at 66%, improved 0.9 point during the period.

Pre-tax net income, after allocating one-third of French Private Banking's net income to the AMS division, came to 1,327 million euros, up 6.5%<sup>3</sup>.

## BNL banca commerciale (BNL bc)

The business plan is being implemented successfully and the drive to win back customers goes on. In the first nine months of 2008, the net rise in the number of individual cheque and deposit accounts was 36,800 compared to 6,100 for the whole of 2007 and -86,000 in 2006 at the time BNL was integrated in the BNP Paribas Group. Business with corporates is growing rapidly, not only by selling loans but also by cross-selling the Group's wide array of services, in particular dedicated to exporters.

Thanks to the revenue synergies achieved and the 15.3% rise in loan outstandings, revenues grew  $6.3\%^4$  compared to the third quarter 2007 despite a less favourable economic environment.

Including the branch renovation programme (28% of which was completed by 30 September 2008), operating expenses edged up only  $0.9\%^4$  thanks to cost synergies, generating more than a 5 point positive jaws effect, in line with the target set for 2008. This good operating performance is reflected in a further substantial 3.3 point improvement in the cost/income ratio as well as in a 15.8% growth in gross operating income, to 278 million euros in the third quarter 2008.

The cost of risk, at 114 million euros, was moderately up 22 million euros compared to the third quarter 2007. It was 0.79% of risk-weighted assets compared to 0.74% for the same period a year earlier. In accordance with BNP Paribas Group's standards, past dues over 90 days are already classified as doubtful and provisioned.

After allocating one-third of Italian Private Banking's net income to the AMS division, BNL's pre-tax income was 164 million euros, up 12.3% compared to the third quarter 2007.

For the first nine months of 2008, revenues grew  $6.4\%^4$  and operating expenses  $1\%^4$ , generating a  $16.2\%^4$  increase in gross operating income compared to the same period a year earlier. The cost of risk was 264 million euros, at 63 basis points, stable compared to the same period a year earlier. Pretax income, after allocating one-third of Italian Private Banking's net income to the AMS division, came to 528 million euros, up 15.8%.

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<sup>&</sup>lt;sup>3</sup> Excluding the PEL/CEL effects.

<sup>&</sup>lt;sup>4</sup> With 100% of Italian Private Banking

### **International Retail Services (IRS)**

The IRS division's revenues grew 8%, compared to the third quarter 2007, to 2,170 million euros. Operating expenses rose 10.8% to 1,249 million euros.

The continued downturn in the economy, especially in the United States and in Spain, again weighed in this quarter on the cost of risk at 533 million euros compared to 304 million euros for the same period in 2007.

Thus, the IRS division's pre-tax income was 451 million euros, down 32.5% compared to the third quarter 2007.

### **BancWest**

BancWest's dynamic sales and marketing drive was again confirmed this quarter despite the continued downturn of the economy in the United States.

The third quarter's revenues, down 13.4% (-5.6% at a constant exchange rate), were impacted by a one-time loss of 87 million euros on the preferred shares of Freddie Mac and Fannie Mae owned by BancWest as part of its mortgage lending business. Adjusted for this one-time loss, revenues grew 13.4% at a constant exchange rate compared to the third quarter 2007 thanks to good growth in loan and deposit outstandings (respectively 13.2% and 7.7% at a constant exchange rate) and the fresh rise in net interest margin (up 17 basis points to 3.22%) thanks to the steepening of the yield curve and reduced competitive pressure.

Operating expenses, at 263 million euros, rose 10.2% at constant exchange rates.

The cost of risk, at 121 million euros, was up 48 million euros compared to the third quarter 2007. It includes an additional 26 million euro provision on the investment portfolio. Excluding this additional provision, it amounts to 103 basis points. The overall exposure of this portfolio to subprime securities, Alt-As, CMBSs and related CDOs was reduced to less than 200 million euros.

Pre-tax income totalled 50 million euros compared to 171 million euros in the third quarter 2007.

## **Emerging Retail Banking**

Retail banking in emerging markets again enjoyed excellent commercial performance as reflected in the substantial growth in customer base (+25% compared to the third quarter 2007, bringing the number of customers to 4.5 million) and the robust growth in deposits (+27.7%).

Revenues, which totalled 495 million euros, were up 42.2% compared to the third quarter 2007. They came from a wide variety of regions which have all contributed to this performance: +47% in the Mediterranean region (excluding TEB), +29% in Turkey (TEB) and +87% in Ukraine.

Operating expenses jumped 32% driven by higher inflation in these countries, but most of all, by continued robust organic growth: 40 branches were opened during the quarter, primarily in Turkey, Morocco and Egypt.

This very good operating performance has enabled the emerging markets to obtain a cost/income ratio that improved 4.5 points for the period, at 58.4%.

The cost of risk, at 43 million euros, remains at a low level in an environment still spared by the financial crisis in the third quarter.

Operating income soared by 52.3%, to 163 million euros and pre-tax income increased only 21.6% to 208 million euros given a more limited impact this quarter of non operating items.

### **Personal Finance**

The business unit's consolidated outstandings are located mostly in Western Europe (94%), with 53% in France, 13% in Italy, 14% in the other countries of Western Europe and 14% in Spain. Eastern Europe accounts for only a 3% share and exposure in the United Kingdom is negligible. The development of the business unit remained robust with outstandings up 15.3% compared to the third quarter 2007. This growth, combined with an upturn of margins on new loans, enabled the business unit to post revenues up 11.6%.

Within the framework of agreements between Personal Finance and Laser to optimise their European operations, Personal Finance Belgium took over Fidexis, Laser's Belgian subsidiary.

Operating expenses, at 518 million euros, contained by cost reduction programmes, grew 9.1% and gross operating income was up 14.8% due to the 2.5 point positive jaws effect.

The cost of risk, which totalled 330 million euros, or 236 basis points, was up by 138 million euros compared to the third quarter 2007. Beyond the effect of the growth in outstandings, this deteriorating situation is due to a worsening of delinquency rates as a result of the economy, especially in Spain and in Central Europe (where the cost of risk is up 50 million euros and 14 million euros respectively), as well as, to a lesser extent, a 9 million euro scope effect due to the integration of Jet Finance in Bulgaria.

Pre-tax income, at 137 million euros, was down 37.2% compared to the third quarter 2007.

### **Equipment Solutions**

The Equipment Solutions business unit continues to show a good business drive, in particular by increasing its equipment leasing business and expanding its financed vehicles fleet 9.8%.

The business unit's revenues, which totalled 274 million euros, were again impacted by the fall in used car prices. Operating expenses grew 3.5%, at 179 million euros. The cost of risk was 39 million euros compared to 17 million in the third quarter 2007.

Pre-tax income came to 56 million euros compared to 108 million euros for the same period a year earlier.

For the first nine months of 2008, the IRS division's revenues grew 8.6% to 6,431 million euros compared to the first nine months of 2007. Operating expenses rose 8.8% and the cost/income ratio is stable at 57.1%. Gross operating income was up 8.3%. The cost of risk totalled 1,387 million euros, up 641 million compared to the same period a year earlier, of which 127 million euros were directly related to the financial crisis at BancWest. Pre-tax income was 1,591 million, down 18%.

### **Asset Management and Services (AMS)**

In a difficult market environment, the AMS division confirmed its commercial drive and its attractiveness.

Net asset inflows this quarter, which were positive across all the business units, totalled 7.4 billion euros. Private Banking had 3.3 billion euros in asset inflows, with 1.0 billion euros in Asia and 2.3 billion euros in Europe. Asset Management reached 3.5 billion euros in asset inflows, primarily thanks to substantial money market asset inflows as investors sought security. This excellent level of asset inflow partly offsets falling equity market values and helped maintain assets under management at 542 billion euros as at 30 September 2008, down slightly (0.7%) compared to 30 June 2008.

In the first nine months of the year, net asset inflows totalled 11.6 billion euros, reflecting the Group's strong attractiveness and the sound reputation of the AMS business units.

Impacted by the falling value of assets under management (-8%/30.09.08) and by the declining number of transactions by individual investors as well as by asset inflows concentrated on short-term products offering lower returns, revenues totalled 1,205 million euros, down 9.5% compared to the third quarter 2007. The 2.1% fall in operating expenses reflects the rapid adjustment by all the business units to revenue trends. This quarter, the division posted an exceptionally high 206 million euro cost of risk, of which 169 million euros are related to the exposure on Lehman Brothers of the Securities Services' financing business and 35 million euros due to Cardiff Pinnacle's deposits in UK subsidiaries of Icelandic banks. Pre-tax income was 134 million euros compared to 466 million for the same period a year earlier.

<u>For the first nine months of 2008</u>, the division's revenues edged down only 2%, at 3,864 million euros, compared to the same period a year earlier. The cost/income ratio, at 66.4%, was up 3.8 points. Pretax income was down 26.8% at 1,100 million euros.

## **Corporate and Investment Banking (CIB)**

Despite an unprecedented deepening of the financial crisis since September, the division posted good operating performance this quarter.

In the third quarter 2008, CIB's revenues totalled 2,058 million euros, up 4.6% compared to the third quarter 2007 and 11.1% compared to the second quarter 2008.

This quarter was marked by sustained customer business in markets experiencing unprecedented turbulence since early September. Revenues were driven by brisk sales due to the Group's greater attractiveness but they were again impacted by the financial crisis with mark-downs totalling 289 million euros compared to 230 million euros in the third quarter 2007. No accounting reclassification was implemented following the amendment to the IAS 39.

The Equities and Advisory business totalled 492 million euros, down 14% compared to the third quarter 2007. They were affected by the record-breaking volatility in the equity markets in September.

The Fixed Income business unit's revenues were 876 million euros. They are stable compared to the third quarter 2007. The business unit posted good performances in its interest rate and forex businesses. Nevertheless, it continued to feel the negative impact of the basis risk on credit.

Revenues from the financing businesses came to 690 million euros, up 32% compared to the third quarter 2007. The market context enabled the business unit to take advantage of improving conditions, while allocated equity, up 5.2% compared to the same period in 2007, was kept under control, reflecting the continuation of a cautious and selective risk policy.

The flexibility of the division's operating expenses, down 16.5% compared to the third quarter 2007, was again confirmed. This flexibility is primarily due to the method used to calculate bonuses in the capital market businesses, based on pre-tax income, as well as the stabilisation of the headcount over the past several months.

Gross operating income was 1,069 million euros, up 36.5% compared to the third quarter 2007.

The cost of risk, up sharply, came to 1,032 million euros compared to 29 million euros in the third quarter 2007. It is amplified by 899 million euros as a result of one-off events: 462 million euros in connection with monoline insurers downgraded to doubtful status, 343 million euros relating to the replacement cost of Lehman Brothers deals, which was higher than anticipated on 17 September due to market conditions and 83 million euros due to the collapse of Icelandic banks. Excluding these effects, the cost of risk was 24 basis points.

CIB's pre-tax income remains positive despite unprecedented stress conditions in the markets, at 38 million euros compared to 760 million euros in the third quarter 2007. The financing businesses contributed 273 million euros to this performance.

For the first nine months of 2008, CIB's revenues totalled 5,221 million euros, compared to 6,797 million euros for the same period a year earlier. Operating expenses were down 16.3% at 3,197 million euros. The cost of risk was up sharply at 1,172 million euros. Pre-tax income was 879 million euros compared to 3,149 million euros in the first nine months of 2007.

Since the beginning of the crisis, BNP Paribas' CIB division has posted positive pre-tax income each quarter. Even though the extremely volatile markets in October exceptionally resulted in monthly revenues that were slightly negative, a diversified business mix, greater attractiveness as well as leading positions in businesses less affected by the crisis give the division's revenues good resilience compared to its competitors.

# Expansion of BNP Paribas' integrated model in Europe with the acquisition of Fortis Belgium and Fortis Luxembourg

This acquisition<sup>1</sup>, fully consistent with BNP Paribas' strategy, will help to bolster the Group's retail banking businesses with the creation of the largest deposit base in Europe. It will substantially expand AMS' European footprint as well as CIB's positioning with corporate and institutional clients in Belgium and Luxembourg.

This acquisition was carried out in compliance with the Group's strict acquisition criteria. It is expected to be accretive in the first year and to generate 500 million euros per year in synergies starting in 2011. The execution risk is limited. BNP Paribas will implement the tie-up using its standard practice: showing respect for staff, recognising their professionalism and maintaining the decision-making process regarding customers as close as possible to them. Fortis' most risky structured credit portfolio will be transferred to an SPV in which the Group will only have a 10% stake.

The operational tie-up between BNP Paribas and the Fortis business units acquired will start in December 2008<sup>1</sup> after the deal is approved by the Group's Board of Directors. This approval will

authorise, as announced, the acquisition of a 54% stake in Fortis Bank Belgium paid for with BNP Paribas shares (88 million shares) and a 100% stake in Fortis Insurance Belgium which will be paid for in cash.

A Combined General Meeting will take place to finalise capital operations i.e. the purchasing of an additional 21% stake in Fortis Bank Belgium and 16% in Fortis Bank Luxembourg paid for with BNP Paribas shares (45 million shares).

### Financial soundness allowing to carry on the business development strategy

Thanks to the Group's superior operating performances, the Tier 1 capital grew 9.6% since the beginning of the year and reached 40 billion euros. This solid capital base will be further strengthened in the coming months, without dilution, by:

- the tie-up with Fortis thanks to a 9 billion euro capital increase subscribed by the Belgian and Luxembourg Governments and the generation of 6 billion euros in minority interests;
- BNP Paribas' 2.55 billion euro contribution to the French Government's stimulus plan by issuing non innovative hybrids. In this connection, BNP Paribas has pledged to grow its financing of the French economy by 4% in 2009.

During the first nine months of 2008, the Group saw sustained growth in its risk-weighted assets (9.7%) benefiting the real economy. This organic growth drive is reflected in the retail banking business units (9.5%<sup>5</sup>), showing that the domestic markets are not significantly affected by the credit crunch and in CIB (8.6%<sup>5</sup>) given the reintermediation trend and the Group's enhanced attractiveness. BNP Paribas is thereby able to support its customers in the framework of the French Government's economic stimulus plan.

Tier 1 capital and risk-weighted assets grew at the same pace and hence the Group's Tier 1 ratio was stable at 7.6% as at 30 September 2007. Combined with BNP Paribas' risk profile, this ratio ensures the sector's best credit quality as testified by the market (the spread of BNP Paribas' CDSs is the sector's lowest) as well as by the regulator<sup>6</sup>.

At the end of the year, the lowering of the 90% of Basel 1 risk-weighted assets floor applicable in 2008, is expected to push the ratio up 0.3 points (as measured on 30 September). Lastly, the acquisition of Fortis Belgium and Fortis Luxembourg is also expected to add a further 0.35 points.

The amount of the dividend that will be paid out for 2008 will be proposed by the Board of Directors during its deliberations on 18 February 2008. As at 30 September 2008, the Group's prudential ratios are calculated based on the assumption of a 40% dividend pay-out ratio, similar to the one of 2007.

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Commenting on the results, BNP Paribas' Chief Executive Officer Baudouin Prot, stated:

<sup>&</sup>lt;sup>5</sup> 9M08/9M07, based on allocated equity under Basel 2 9M08/9M07.

<sup>&</sup>lt;sup>6</sup> "The Banque de France would like to stress that all of the banking groups concerned currently have entirely satisfactory levels of own funds. These levels are consistent with or exceed those required of each credit institution by France's Commission bancaire depending on the nature of its activities and its risk profile." Banque de France, 21 October 2008.

"The deepening of the financial crisis weighed heavily on the profitability of the financial services industry during the third quarter. Thanks to BNP Paribas' commercial drive and greater attractiveness across all its business units, the Group posted profits in each division. Continued sustained organic growth and the acquisition of Fortis Belgian and Luxembourg businesses substantially strengthen the Group's position in Europe.

The Group's ability to withstand the crisis, the attractiveness of its franchises and its sound financial standing enable it, in an environment that will remain difficult going forward, to grow its business units in order to continue servicing the real economy."

### CONSOLIDATED PROFIT AND LOSS ACCOUNT

	3 Q 0 8	3 Q 0 7	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros			3Q07		2Q08			9M07
Revenues	7,614	7,690	-1.0%	7,517	+1.3%	22,526	24,117	-6.6%
Operating Expenses and Dep.	-4,635	-4,643	-0.2%	-4,852	-4.5%	-14,092	-14,077	+0.1%
Gross Operating Income	2,979	3,047	-2.2%	2,665	+11.8%	8,434	10,040	-16.0%
Provisions	-1,992	-462	n.s.	-662	n.s.	-3,200	-980	n.s.
Operating Income	987	2, 585	-61.8%	2,003	-50.7%	5,234	9,060	-42.2%
Associated Companies	120	68	+76.5%	63	+90.5%	268	285	-6.0%
Other Non Operating Items	36	74	-51.4%	9	n.s.	390	134	n.s.
Non Operating Items	156	142	+9.9%	72	+116.7%	658	419	+ 57.0%
Pre-Tax Income	1,143	2,727	-58.1%	2,075	-44.9%	5,892	9,479	-37.8%
Tax Expense	-101	-589	-82.9%	-446	-77.4%	-1,117	-2,317	-51.8%
Minority Interests	-141	-111	+27.0%	-124	+13.7%	-388	-346	+12.1%
Net Income, Group Share	901	2,027	-55.6%	1,505	-40.1%	4,387	6,816	-35.6%
Cost/Income	60.9%	60.4%	+0.5 pt	64.5%	-3.6 pt	62.6%	58.4%	+4.2 pt

BNP Paribas' financial disclosures for the third quarter 2008 are contained in this press release and in the presentation attached herewith.

All legally required disclosures, including the registration document, are available online at http://invest.bnpparibas.com in the "Results" section and are made public by BNP Paribas pursuant to the requirements under Article L.451-1-2 of the French Monetary and Financial Code and Articles 222-1 et seq. of the Autorité des Marchés Financiers's general rules.

## 3Q08 – RESULTS BY CORE BUSINESSES

2007 RESULTS OF OPERATING DIVISIONS WITH Basel II normative equity as released on 2 April 2008

	FRB	BNL bc	IRS	AMS	CIB	Core	Other	Group
						Businesses	Activities	•
In millions of euros								
Revenues	1,415	705	2,170	1,205	2,058	7,553	61	7,614
%Change/3Q07	+0.6%	+6.5%	+8.0%	-9.5%	+4.6%	+2.4%	-80.5%	- 1.0%
%Change/2Q08	-2.7%	+4.1%	+0.8%	-13.7%	+11.1%	+0.3%	n.s.	+1.3%
Operating Expenses and Dep.	-984	-427	-1,249	-855	-989	-4,504	-131	-4,635
%Change/3Q07	+0.3%	+0.7%	+10.8%	-2.1%	- 16.5%	- 1.9%	n.s .	-0.2%
%Change/2Q08	+3.0%	+0.5%	+2.2%	-1.4%	-21.3%	-4.7%	+3.1%	-4.5%
Gross Operating Income	431	278	921	350	1,069	3,049	-70	2,979
%Change/3Q07	+1.4%	+16.8%	+4.3%	-23.6%	+36.5%	+9.4%	n.s.	-2.2%
%Change/2Q08	-13.6%	+10.3%	- 1.1%	-33.8%	+79.4%	+8.6%	-50.7%	+11.8%
Provisions	-40	-114	-533	-206	-1,032	-1,925	-67	-1,992
%Change/3Q07	+11.1%	+23.9%	+75.3%	n.s .	n.s .	n.s .	n.s.	n.s.
%Change/2Q08	+8.1%	+72.7%	+13.2%	n.s .	n.s .	n.s .	n.s .	n.s.
Operating Income	391	164	388	144	37	1,124	-137	987
%Change/3Q07	+0.5%	+12.3%	-33.0%	-68.5%	-95.1%	-51.7%	n.s.	-61.8%
%Change/2Q08	- 15.4%	-11.8%	-15.7%	-72.6%	-92.7%	-47.6%	-2.1%	-50.7%
Associated Companies	-1	0	23	-8	0	14	106	120
Other Non Operating Items	0	0	40	-2	1	39	-3	36
Pre-Tax Income	390	164	451	134	38	1,177	-34	1,143
%Change/3Q07	+0.3%	+12.3%	-32.5%	-71.2%	-95.0%	-51.5%	n.s .	-58.1%
%Change/2Q08	- 15.8%	- 12.3%	-6.2%	-75.0%	-92.7%	-46.3%	-70.4%	-44.9%

	FRB	BNL bc	IRS	AMS	CIB	Core	O th er	Group
						Businesses	Activities	•
In millions of euros								
Revenues	1,415	705	2,170	1,205	2,058	7,553	61	7,614
3Q07	1,406	662	2,010	1,331	1,968	7,377	3 13	7,690
2Q08	1,454	677	2,153	1,396	1,852	7,532	- 15	7,517
Operating Expenses and Dep.	-984	-427	-1,249	-855	-989	-4,504	-131	-4,635
3Q07	-981	-424	-1,127	-873	- 1,185	-4,590	-53	-4,643
2008	-955	-425	-1,222	-867	-1,256	-4,725	-127	-4,852
Gross Operating Income	431	278	921	350	1,069	3,049	-70	2,979
3Q07	425	238	883	458	783	2,787	260	3,047
2008	499	252	931	529	596	2,807	-142	2,665
Provisions	-40	-114	-533	-206	-1,032	-1,925	-67	-1,992
3Q07	-36	-92	-304	-1	-29	-462	0	-462
2008	-37	-66	-471	-4	-86	-664	2	-662
Operating Income	391	164	388	144	37	1,124	-137	987
3Q07	389	146	579	457	754	2,325	260	2,585
2⊜08	462	186	460	525	510	2,143	- 140	2,003
Associated Companies	-1	0	23	-8	0	14	106	120
3Q07	0	0	20	5	0	25	43	68
2008	1	1	21	11	0	34	29	63
Other Non Operating Items	0	0	40	-2	1	39	-3	36
3Q07	0	0	69	4	6	79	-5	74
2008	0	0	0	0	13	13	-4	9
Pre-Tax Income	390	164	451	134	38	1,177	-34	1,143
3Q07	389	146	668	466	760	2,429	298	2,727
2008	463	187	481	536	523	2,190	-115	2,075
Tax Expense								-101
Minority Interests								-141
Net Income, Group Share								901

9M08 – RESULTS BY CORE BUSINESSES

	FRB	BNL bc	IRS	AMS	CIB	Core	Other	Group
						Businesses	Activities	
In millions of euros								
Revenues	4,325	2,056	6,431	3,864	5,221	21,897	629	22,526
%Change/9M07	+1.4%	+6.4%	+8.6%	-2.0%	-23.2%	-4.2%	-50.0%	-6.6%
Operating Expenses and Dep.	-2,884	-1,265	-3,673	-2,567	-3,197	-13,586	-506	-14,092
%Change/9M07	+1.2%	+1.0%	+8.8%	+4.1%	-16.3%	- 1.3%	+63.2%	+0.1%
Gross Operating Income	1,441	791	2,758	1,297	2,024	8,311	123	8,434
%Change/9M07	+1.8%	+16.3%	+8.3%	-12.0%	-32.0%	-8.6%	-87.0%	-16.0%
Provisions	-106	-264	-1,387	-206	-1,172	-3,135	-65	-3,200
%Change/9M07	+7.1%	+18.4%	+85.9%	n.s.	n.s.	+218.3%	n.s .	n.s.
Operating Income	1,335	527	1,371	1,091	852	5,176	58	5,234
%Change/9M07	+1.4%	+15.3%	-23.8%	-25.8%	-72.2%	-36.2%	-93.9%	-42.2%
Associated Companies	0	1	65	11	1	78	190	268
Other Non Operating Items	0	0	155	-2	26	179	211	390
Pre-Tax Income	1,335	528	1,591	1,100	879	5,433	459	5,892
%Change/9M07	+1.4%	+15.8%	-18.0%	-26.8%	-72.1%	-35.1%	-58.8%	-37.8%
Tax Expense								-1,117
Minority Interests								-388
Net Income, Group Share								4,387
Annualised ROE after Tax								13.1%

## **QUARTERLY SERIES**

In millions of euros	1 Q07	2Q07	3Q07	4Q07	1 Q08	2Q08	3Q08		
GROUP	GROUP								
Revenues	8,213	8,214	7,690	6,920	7,395	7,517	7,614		
Operating Expenses and Dep.	-4,586	-4,848	-4,643	-4,687	-4,605	-4,852	-4,635		
Gross Operating Income	3,627	3,366	3,047	2,233	2,790	2,665	2,979		
Provisions	-260	-258	-462	-745	-546	-662	-1,992		
Operating Income	3,367	3,108	2,585	1,488	2,244	2,003	987		
Associated Companies	127	90	68	73	85	63	120		
Other Non Operating Items		59	74	18	345	9	36		
Pre-Tax Income	3,495	3,257	2,727	1,579	2,674	2,075	1,143		
Tax Expense	-854	-874	-589	-430	-570	-446	-101		
Minority Interests	-134	-101	-111	-143	-123	-124	-141		
Net Income, Group Share	2,507	2,282	2,027	1,006	1,981	1,505	901		
Net income, Group Share	2,307	2,202	2,021	1,000	1,301	1,303	301		
In millions of euros	1 Q 0 7	2Q07	3Q07	4Q07	1 Q08	2Q08	3Q08		
FRENCH RETAIL BANKING (including 100			3001	4007	1 400	2000	3000		
Revenues	1,503	1,490	1,467	1.434	1,521	1,516	1,470		
Incl. Net Interest Income	1,303 805	810	812	779	827	819	831		
Incl. Commissions	698	680	655	655	694	697	639		
Operating Expenses and Dep.	-954	-973	-1,011	-1,012	-975	-985	-1,011		
Gross Operating Income	549	517	456	422	546	531	459		
Provisions	-31	-32	-36	-59	-29	-37	-40		
Operating Income	518	485	420	363	517	494	419		
Non Operating Items	0	1	-1	0	0	1	-1		
Pre-Tax Income	518	486	419	363	517	495	418		
Income Attributable to AMS	-41	-35	-30	-32	-35	-32	-28		
Pre-Tax Income of French Retail Bkg	477	451	389	331	482	463	390		
FRENCH RETAIL BANKING (including 100	% of Private Banki	ng in France)	Excluding PEI	ICEL Effects					
Revenues	1,476	1,470	1,443	1,425	1,520	1,514	1,465		
Incl. Net Interest Income	778	790	788	770	826	817	826		
Incl. Commissions	698	680	655	655	694	697	639		
Operating Expenses and Dep.	-954	-973	-1,011	-1,012	-975	-985	-1,011		
Gross Operating Income	522	497	432	413	545	529	454		
Provisions	-31	-32	-36	-59	-29	-37	-40		
Operating Income	491	465	396	354	516	492	414		
Non Operating Items	0	1	-1	0	0	1	-1		
Pre-Tax Income	491	466	395	354	516	493	413		
Income Attributable to AMS	-41	-35	-30	-32	-35	-32	-28		
Pre-Tax Income of French Retail Bkg	450	431	365	322	481	461	385		
FRENCH RETAIL BANKING (including 2/3	of Private Banking	in France)							
Revenues	1,436	1,425	1,406	1,373	1,456	1,454	1,415		
Operating Expenses and Dep.	-927	-943	-981	-983	-945	-955	-984		
Gross Operating Income	509	482	425	390	511	499	431		
Provisions	-32	-31	-36	-59	-29	-37	-40		
Operating Income	477	451	389	331	482	462	391		
Non Operating Items	0	0	0	0	0	1	-1		
Pre-Tax Income	477	451	389	331	482	463	390		

In millions of euros	1Q07	2Q07	3Q07	4Q07	1Q08	2Q08	3Q08
BNL banca commerciale (Including 10	0% of Private Banking	in Italy)					
Revenues	640	643	668	690	680	685	7 10
Operating Expenses and Dep.	-412	-426	-428	-478	-417	-430	-432
Gross Operating Income	228	217	240	212	263	255	278
Provisions	-81	-50	-92	-95	-84	-66	-114
Operating Income	147	167	148	117	179	189	164
Non Operating Items	0	-1	0	0	0	1	0
Pre-Tax Income	147	166	148	117	179	190	164
Income Attributable to AMS	-2	-1	-2	-1	-2	-3	0
Pre-Tax Income of BNL bc	145	165	146	116	177	187	164
BNL banca commerciale (Including 2/3	of Private Banking in	Italy)					
Revenues	633	638	662	683	674	677	705
Operating Expenses and Dep.	-407	-422	-424	-472	-413	-425	-427
Gross Operating Income	226	216	238	211	261	252	278
Provisions	-81	-50	-92	-95	-84	-66	-114
Operating Income	145	166	146	116	177	186	164
Non Operating Items	0	-1	0	0	0	1	0
Pre-Tax Income	145	165	146	116	177	187	164
INTERNATIONAL RETAIL SERVICES							
Revenues	1,918	1,993	2,010	2,022	2,108	2,153	2,170
Operating Expenses and Dep.	-1,098	-1,150	-1,127	-1,250	-1,202	-1,222	-1,249
Gross Operating Income	820	843	883	772	906	931	921
Provisions	-202	-240	-304	-482	-383	-471	-533
Operating Income	618	603	579	290	523	460	388
Associated Companies	19	23	20	21	21	21	23
Other Non Operating Items	1	8	69	16	115	0	40
Pre-Tax Income	638	634	668	327	659	481	451
BANCWEST							
Revenues	510	491	500	490	509	485	433
Operating Expenses and Dep.	-268	-261	-260	-263	-261	-247	-263
Gross Operating Income	242	230	240	227	248	238	170
Provisions	-23	-22	-73	-217	-101	-123	-121
Operating Income	219	208	167	10	147	115	49
Non Operating Items	0	6	4	5	4	0	1
Pre-Tax Income	219	214	171	15	151	115	50
PERSONAL FINANCE							
Revenues	813	857	867	874	912	944	968
Operating Expenses and Dep.	-454	-492	-475	-528	-503	-517	-518
Gross Operating Income	359	365	392	346	409	427	450
Provisions	-155	-183	-192	-200	-230	-274	-330
Operating Income	204	182	200	146	179	153	120
Associated Companies	15	25	17	19	21	17	18
Other Non Operating Items	0	0	1	-1	0	0	-1
Pre-Tax Income	219	207	218	164	200	170	137

In millions of euros	1Q07	2Q07	3Q07	4Q07	1Q08	2Q08	3Q08
EMERGING RETAIL BANKING							
Revenues	311	346	348	366	403	440	495
Operating Expenses and Dep.	-205	-221	-219	-252	-262	-276	-289
Gross Operating Income	106	125	129	114	141	164	206
Provisions	-11	-16	-22	-32	-36	-22	-43
Operating Income	95	109	107	82	105	142	163
Associated Companies	5	1	6	4	3	5	5
Other Non Operating Items	0	1	58	11	111	0	40
Pre-Tax Income	100	111	171	97	219	147	208
EQUIPMENT SOLUTIONS							
Revenues	284	299	295	292	284	284	274
Operating Expenses and Dep.	-171	-176	-173	-207	-176	-182	-179
Gross Operating Income	113	123	122	85	108	102	95
Provisions	-13	-19	-17	-33	-16	-52	-39
Operating Income	100	104	105	52	92	50	56
Associated Companies	-1	-3	-3	-2	-3	-1	0
Other Non Operating Items	1	1	6	1	0	0	0
Pre-Tax Income	100	102	108	51	89	49	56
ASSET MANAGEMENT AND SERVICES							
Revenues	1,253	1,357	1,331	1,323	1,263	1,396	1,205
Operating Expenses and Dep.	-780	-814	-873	-902	-845	-867	-855
Gross Operating Income	473	543	458	421	418	529	350
Provisions	-2	0	-1	-4	4	-4	-206
Operating Income	471	543	457	417	422	525	144
Associated Companies	7	11	5	-6	8	11	-8
Other Non Operating Items	0	5	4	1	0	0	-2
Pre-Tax Income	478	559	466	412	430	536	134
WEALTH AND ASSET MANAGEMENT							
Revenues	643	704	694	678	600	662	568
Operating Expenses and Dep.	-429	-442	-469	-488	-440	-448	-431
Gross Operating Income	214	262	225	190	160	214	137
Provisions	-1	0	-1	-2	2	0	-10
Operating Income	213	262	224	188	162	214	127
Associated Companies	5	0	-2	-2	0	3	1
Other Non Operating Items	0	5	1	0	0	0	0
Pre-Tax Income	218	267	223	186	162	217	128
INSURANCE							
Revenues	353	355	358	370	353	392	368
Operating Expenses and Dep.	-159	-161	-168	-176	-173	-181	-182
Gross Operating Income	194	194	190	194	180	211	186
Provisions	-1	0	0	-2	2	-4	-41
Operating Income	193	194	190	192	182	207	145
Associated Companies	2	11	7	-5	8	8	-10
Other Non Operating Items	0	0	3	1	0	0	-2
Pre-Tax Income	195	205	200	188	190	215	133

In millions of euros	1Q07	2Q07	3Q07	4Q07	1Q08	2Q08	3Q08
SECURITIES SERVICES							
Revenues	257	298	279	275	310	342	269
Operating Expenses and Dep.	-192	-211	-236	-238	-232	-238	-242
Gross Operating Income	65	87	43	37	78	104	27
Provisions	0	0	0	0	0	0	-155
Operating Income	65	87	43	37	78	104	-128
Non Operating Items	0	0	0	1	0	0	1
Pre-Tax Income	65	87	43	38	78	104	-127
CORPORATE AND INVESTMENT BANKIN	IG						
Revenues	2,377	2,452	1,968	1,374	1,311	1,852	2,058
Operating Expenses and Dep.	-1,271	-1,365	-1,185	-964	-952	-1,256	-989
Gross Operating Income	1,106	1,087	783	410	359	596	1,069
Provisions	56	59	-29	-114	-54	-86	-1,032
Operating Income	1,162	1,146	754	296	305	510	37
Associated Companies	, 6	3	0	-1	1	0	0
Other Non Operating Items	4	68	6	11	12	13	1
Pre-Tax Income	1,172	1,217	760	306	318	523	38
ADVISORY AND CAPITAL MARKETS							
Revenues	1,664	1,750	1,445	708	708	1,139	1,368
Incl. Equity and Advisory	815	825	572	560	316	750	492
Incl. Fixed Income	849	926	873	148	392	389	876
Operating Expenses and Dep.	-981	-1,064	-893	-650	-662	-955	-695
Gross Operating Income	683	686	552	58	46	184	673
Provisions	0	0	-12	-53	-94	-43	-909
Operating Income	683	686	540	5	-48	141	-236
Associated Companies	6	3	0	-1	1	0	0
Other Non Operating Items	4	19	6	9	12	12	1
Pre-Tax Income	693	708	546	13	-35	153	-235
FINANCING BUSINESSES							
Revenues	713	702	523	666	603	713	690
Operating Expenses and Dep.	-290	-301	-292	-314	-290	-301	-294
Gross Operating Income	423	401	231	352	313	412	396
Provisions	56	59	-17	-61	40	-43	-123
Operating Income	479	460	214	291	353	369	273
Non Operating Items	0	49	0	2	0	1	0
Pre-Tax Income	479	509	214	293	353	370	273
CORPORATE CENTRE (INCLUDING BNP	DADIDAS CADITA	I AND KIEDII	EDDE\				
Revenues				445	500	45	
	596	349	313	145	583	-15	61
incl. BNP Paribas Capital	413	199	267	104	135	44	3
Operating Expenses and Dep.	-103	-154	-53	-116	-248 146	-127	-131
incl. BNL restructuring costs	-23	-61	50	-37	-146	-20	-19
Gross Operating Income	493	195	260	29	335	-142	-70
Provisions	1	4	0	9	0	2	-67
Operating Income	494	199	260	38	335	-140	-137
Associated Companies	95	53	43	59 10	55	29	106
Other Non Operating Items	-4	-21	-5	-10	218	-4	-3
Pre-Tax Income	585	231	298	87	608	-115	-34

### **CONTENT**

Quarterly profits of 901 million euros despite an unprecedented deepening of the crisis since September

All the operating divisions have held up well in the face of the deepening crisis

Expansion of BNP Paribas' integrated model in Europe with the takeover of Fortis Belgium and Fortis Luxembourg

Financial soundness allowing to carry on the business development strategy

CONSOLIDATED PROFIT AND LOSS ACCOUNT

**3Q08 – RESULTS BY CORE BUSINESSES** 

9M08 - RESULTS BY CORE BUSINESSES

**QUARTERLY SERIES** 

#### **CONTENT**

This press release contains forward-looking statements about BNP Paribas, Fortis Bank NV/SA and certain of their affiliates and the proposed tie-up that had been announced. Forward-looking statements include financial projections and estimates and their underlying assumptions and perspectives regarding plans, objectives and outcomes expected with respect to future events, operations, products and services, and assumptions regarding future performance and synergies. Many factors, a number of which are beyond BNP Paribas' control, could cause actual outcomes to differ significantly from expected outcomes. Among these factors are the securing of required regulatory authorisations, the approval of BNP Paribas shareholders, the development of the businesses of BNP Paribas or Fortis Bank NV/SA and their subsidiaries, banking and financial services and insurance industry trends, future capital expenditures and acquisitions, changes in the global economy or in BNP Paribas' and Fortis Bank NV/SA's key local markets, the competitiveness of the market and regulatory factors. The occurrence of these events is uncertain and their outcomes may differ from current expectations which may in turn significantly affect expected outcomes. Actual outcomes may differ materially from those expected or implied in forecasts. BNP Paribas undertakes no obligation to publicly revise or update any forecasts.

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# Results as at 30 September 2008

5 November 2008

# Disclaimer

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Share of the businesses' quarterly revenues\* as a % of the total operating revenues

2007 results of operating divisions with Basel II normative equity as released on 2 April 2008

\* For FRB and BNL bc, revenues including 2/3 of Private Banking





# **Group Summary**

Summary by Division

Conclusion

**Detailed Results** 

Selected Exposures

based on recommendations of the Financial Stability Forum

# Highlights

- €901mn profit despite an unprecedented deepening of the crisis since September
  - Numerous critical situations in the financial services industry
  - Unprecedented turbulence in markets
- BNP Paribas's growing attractiveness across all businesses
  - Arrival of new customers
  - Further growth in commitments towards the economy
  - Very large inflows in deposits and assets under management
- Announcement of the takeover of Fortis in Belgium and Luxembourg
  - Expansion of the pan-European footprint
  - Creation of the Eurozone's number one franchise by deposit base
  - Capital base increased without dilution





# 3Q08: €901mn Profit Despite an Unprecedented Deepening of the Financial Crisis since September

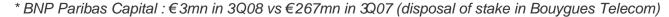


- Operating expenses
- Gross operating income
- Cost of risk
- Pre-tax income
- **Net income group share**

3Q08	3Q08/3Q07	Operating divisions
€7.6bn	-1.0%	+2.4%*
-€4.6bn	-0.2%	-1.9%
€3.0bn	-2.2%	+9.4%
-€2.0bn	x4	x4
+€1.1bn	-58.1%	-51.5%
€901mn	-55.6%	

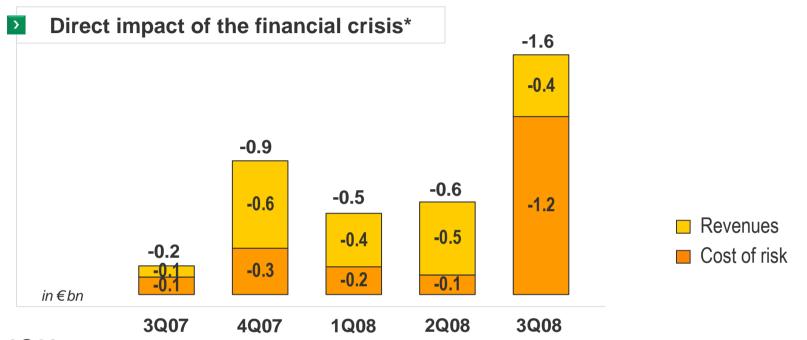


9M08: net income group share of €4.4bn **Annualised post-tax ROE: 13.1%** 





# 3Q08 Direct Impact of the Financial Crisis



- 3Q08 revenues
  - No accounting reclassification: no retroactive use to 1 July of the IAS 39 amendment
  - Gains on own debt: €123mn
- Cost of risk especially high in 3Q08: Lehman, Icelandic banks and a new downgrade of monoline insurers to doubtful status





# 3Q08 Direct Impact of the Financial Crisis on Revenues

## in € mn

## CIB

- LBO in the trading book
- Securitisation
- Credit adjustment on monolines
- Credit adjustment on other counterparties

## BancWest

Impairment charge on Fannie Mae and Freddie Mac preferred shares

## AMS

Seed money

# Corporate Center

Impairment charge on equity investments

•	Gains on	own	debt	(Corporate	Center)
---	----------	-----	------	------------	---------

- 289	- 230	-59
- 16	- 194	+178
- 91	- 36	-55
- 55	negl	-55
- 127	neal	-127

3Q07

3Q08

- 87	-	-87
- 87	-	-87

- 28	-	-28
- 28	-	-28

- 103	-	-103
- 103	-	-103

Total

+123 +154 -31

3Q08/3Q07

# 3Q08 Direct Impact of the Financial Crisis on the Cost of Risk

## in € mn

## CIB

- One-off increase of the provision on a portfolio basis
- Provisions on market counterparties

Of which monolines classified as doubtful

Of which Lehman<sup>(1)</sup>

Of which Icelandic banks

## **BancWest**

- One-off increase of the provision on a portfolio basis
- Impairment charge on the investment portfolio

## **AMS**

- Lehman
- Icelandic banks

# **Corporate Center**

Provisions on market counterparties (Lehman)

3400	3001	340073407
- 899	- 68	-831
negl	- 50	+50
- 899	- 18	-881
- 462	-	-462
- 343	-	-343
- 83	-	-83
- 26	- 47	+21

3007

3008/3007

+47

-26

3008

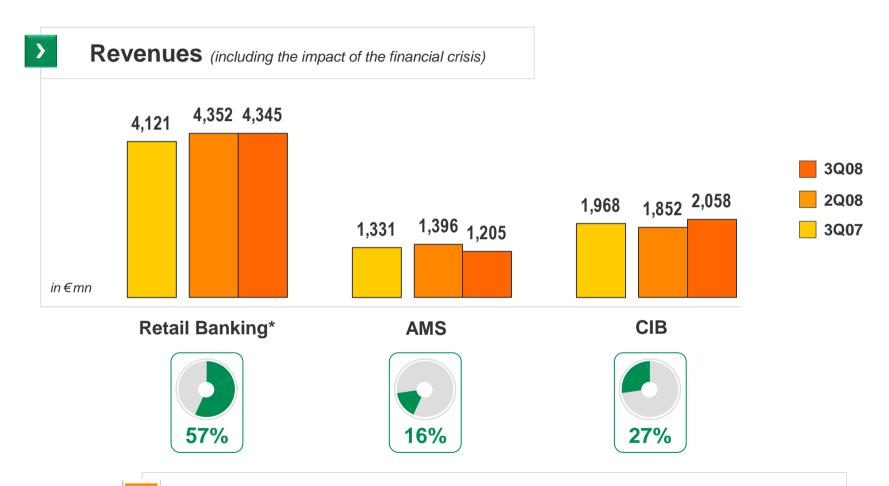
- 20		20
- 204	-	-204
- 169	-	-169
- 35	_	-35

- 65	-	-65
- 65	-	-65

- 1,194 - 115 - 1,079 Total



# 3Q08 Revenues Have Held up Well in all the Operating Division

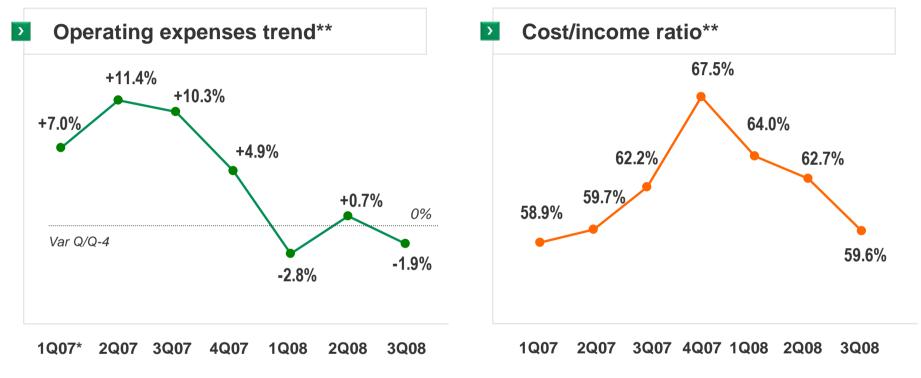


Revenues of the operating divisions up 2.4%/3Q07

\*Including 100% of French Private Banking and excluding PEL/CEL effects and including 100% of Italian Private Banking



# 3Q08 **Good Cost Control**



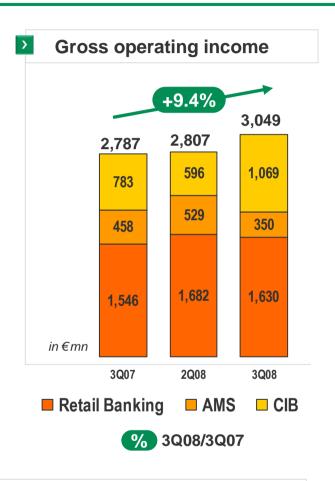
CIB's capital markets bonuses calculated on pre-tax income





# 3Q08 Gross Operating Income: Good Operating Performance

- Retail Banking: €1,630mn (+5.4%/3Q07)
  - Positive jaws effect of 1.1pt in 9M08
- AMS: €350mn (-23.6%/3Q07)
  - Fall in revenues (-9.5%) as a result of the drop in the value of assets
  - Proactive cost adjustment (-2.0%)
- CIB: €1,069mn (+36.5%/3Q07)
  - Limited impact of fair value adjustments primarily in cost of risk this quarter
  - Bonuses in capital markets calculated on pre-tax income

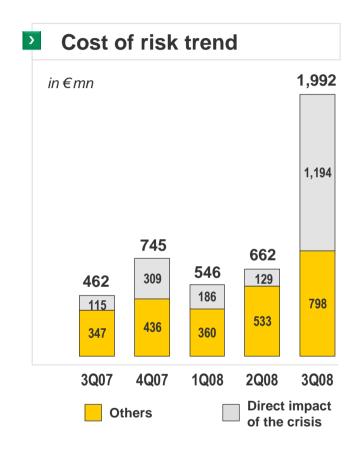


Gross operating income up 9.4%/3Q07 in operating divisions



# 3Q08 Cost of Risk Trend

- Cost of risk: €1,992mn (+€1,530mn/3Q07)
- Direct impact of the financial crisis: €1,194mn (+€1,079mn/3Q07)
- Cost of risk excluding the direct impact of the financial crisis: €798mn (+€451mn/3Q07)
  - Corporate and Investment Banking (+€172mn): provisions of €133mn in 3Q08 compared to €39mn write-backs in 3Q07
  - Personal Finance (+€138mn): principally in consumer lending in Spain and in the countries of Eastern Europe
  - BancWest (+€69mn): principally on home builders and in consumer lending
- Good relative positioning of the loan portfolios in their respective markets
  - Quality and diversity of corporate clients
  - Mortgages conservatively originated in all markets
  - Moderate exposure to emerging markets

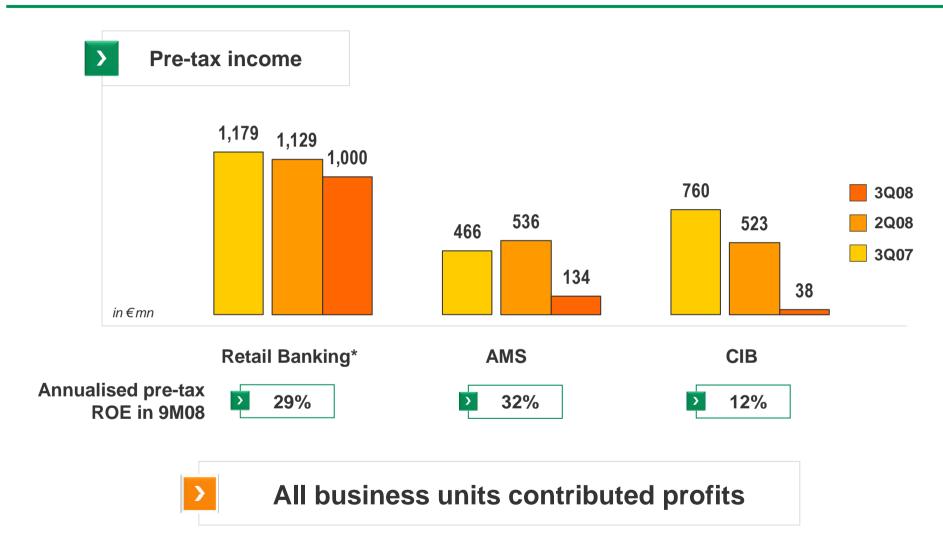




# Impact of the financial crisis and of the downturn in the environment



# 3Q08 A Resilient Model in the Face of a Deepening Crisis







# **Group Summary**

# **Summary by Division**

Conclusion

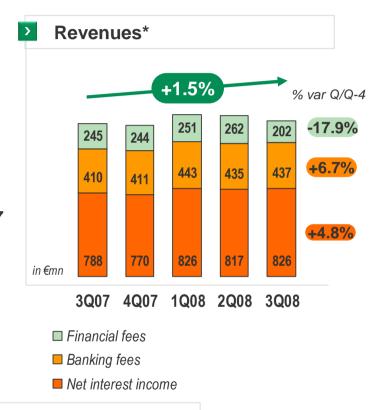
**Detailed Results** 

Selected Exposures based on recommendation of the Financial Stability Forum

# French Retail Banking Results



- Revenues\*: +1.5%/3Q07
  - Net interest income: +4.8% thanks to good banking intermediation activity
  - Financial fees: -17.9% in a very unfavourable context for financing savings
  - Banking fees: +6.7%
- Operating expenses\* under control: +0.0%/3Q07
- Cost of risk\*\* very low: 16bp vs 15bp in 3Q07
  - Good quality corporate and individual customer portfolio
- Pre-tax income\*\*: €385mn (+5.5%/3Q07)





# Jaws effect above 1pt and regular rise in pre-tax income

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

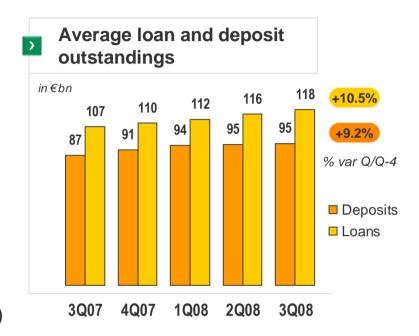


# French Retail Banking **Business Trends**



# **Individual Customers**

- 50,000 net opening of cheque and deposit accounts in 3Q08 (+150,000 in 9M08)
- Mortgage outstandings: +7.7%/3Q07
- Livret A savings account: launch of reservation campaign on 1st October



# **Corporate Clients**

- Sharp growth in outstanding loans (+15.1%/3Q07)
- Market share gains in deposits and cash collections (cards, cheques and direct debits)
- Numerous referrals to Private Banking
- Good sales drive in interest rate and forex hedging products



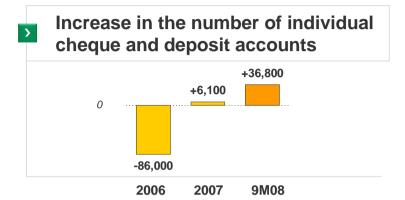
Robust growth in outstanding loans (+10.5%) and deposits (+9.2%)

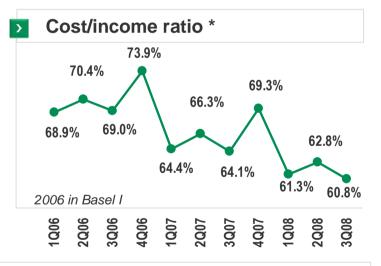


## BNL banca commerciale Results



- Revenues\*: +6.3%/3Q07
  - Growth drive in a less favourable environment
  - Loans: +15.3%/3Q07
- Operating expenses\*: +0.9%/3Q07
  - Effect of synergies
  - 200 branches (28%) refurbished as at 30.09.08
- Gross Operating Income\*: +15.8%/3Q07
  - Fresh 3.3pts improvement in the cost/income ratio
- Cost of risk\*: €114mn (+€22mn/3Q07)
  - Moderate rise: 79bp\*\* vs 74bp\*\* in 3Q07
  - Reminder: past dues over 90 days are already classified as doubtful and provisioned
- Pre-tax income\*\*: €164mn, +12.3%/3Q07







Jaws effect over 5pts and double-digit pre-tax income growth



## BNL banca commerciale **Business Trends**

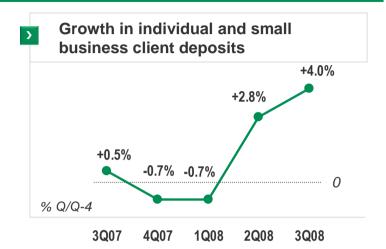


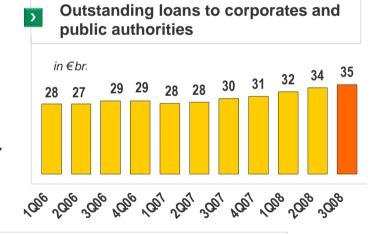
#### Individual and small business customers

- Growth in outstanding loans and market share gains
  - Mortgages: +7.6%/3Q07
  - Consumer lending: +11.7%/3Q07
- Growth in deposits: +4.0%/3Q07
- AMS: good relative performance in a difficult market
  - Net asset inflows in life insurance practically stable
  - Good penetration of creditor insurance products

### **Corporate clients**

- Regained market share
  - Loan outstandings: +18.6%/3Q07
- Continued export finance growth: +15.5% 9M08/9M07
- 11 Italian Desks in operation across the Group's international network







#### Robust growth in loan outstandings

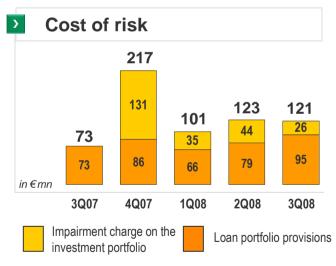


## BancWest



- Revenues: -5.6%\*/3Q07
  - €87mn one-off loss on Freddie Mac and Fannie Mae preferred shares
- Revenues excluding one-off loss: +13.4%\*/3Q07
  - Deposits: +7.7%\*/3Q07
  - Loans: +13.2%\*/3Q07
  - Net interest margin +17bp: 3.22% vs 3.05% in 3Q07 thanks to steepening yield curve and increasing margins
- Operating expenses: +10.2%\*
- Cost of risk: €121mn (+€48mn/3Q07)
  - 103bp in 3Q08 excluding the impairment charge on the investment portfolio
- Pre-tax income: €50mn (-70.8%/3Q07)







#### Strong sales and marketing drive

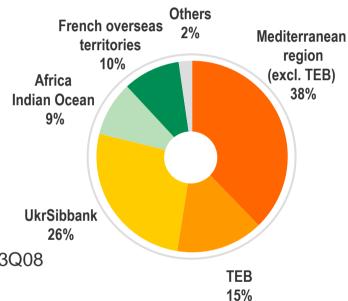
\*at constant exchange rates



# **Emerging Retail Banking**



- Very good commercial performance
  - 4.5mn customers: +25%/3Q07
  - Deposits: + 28%/3Q07
- Robust revenue growth: +42.2%/3Q07
  - Mediterranean region (excluding TEB): +47%/3Q07
  - TEB (Turkey): +29%/3Q07
  - UkrSibbank (Ukraine): +87%/3Q07
- Operating expenses: +32.0%/3Q07
  - 40 branches opened in 3Q08 primarily in Turkey, Morocco and Egypt
  - Impact of accelerating inflation
- Cost of risk maintained at a low level: €43mn
  - Environment still spared the effects of the financial crisis in 3Q08
- Operating income: €163mn (+52.3%/3Q07)
- Pre-tax income: €208mn (+21.6%/3Q07)



Revenues 3Q08 (€495mn)



#### Diversified exposure, hightened risk management

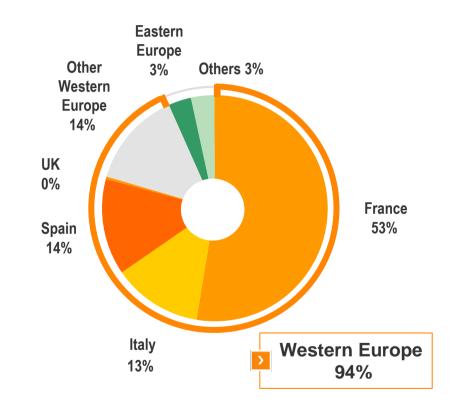


## Personal Finance



- Revenue growth: +11.6%/3Q07
  - Sustained growth in consolidated outstandings: +15.3%/3Q07
  - Upturn of margins on new loans
- Sharp Gross Operating Income growth: +14.8%/3Q07
  - Positive jaws effect of 2.5pts/3Q07
  - Accelerated implementation of the cost cutting programmes
- Cost of risk: 330 M€ (+€138mn/3Q07)
  - 236bp in 3Q08
  - Deteriorating delinquency rates due to the economic environment, especially in Spain (+€50mn/3Q07) and in Central Europe (+€14mn/3Q07)
- Pre-tax income: €137mn (-37.2%/3Q07)

Consolidated outstandings in 3Q08: €76.9bn





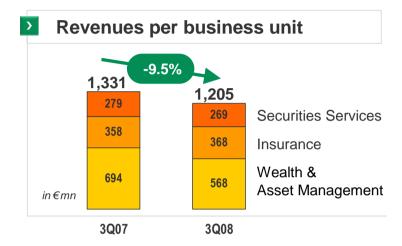
Focus on margins and costs in a context of rising cost of risk

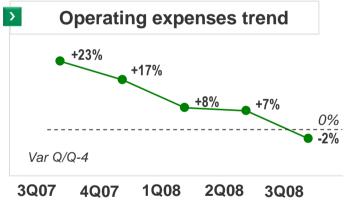


## **Asset Management & Services** Results



- Revenues: €1,205mn (-9.5%/3Q07)
  - Decline in the value of assets under management (-8.0%/30.09.07)
  - Fall in the number of retail investor transactions
  - Asset inflow concentrated on short-term products
- Operating expenses: -2.1%/3Q07
  - All the business units adapted to the slowdown in business
- Cost of risk: -€206mn
  - Lehman: -€169mn (primarily linked to the Securities Services' financing business)
  - UK subsidiaries of Icelandic banks: -€35mn (Cardif Pinnacle's deposits with two usual brokers)
- Pre-tax income: €134mn (€466mn in 3Q07)







Operating expenses have adjusted quickly in a difficult environment

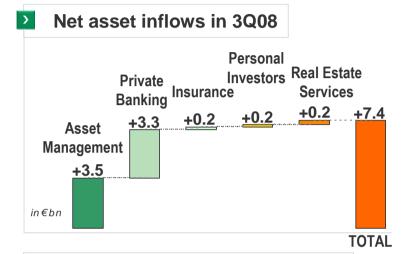


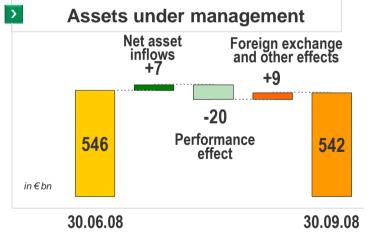
# **Asset Management & Services Assets Under Management**



- Very good net asset inflows in 3Q08: +€7.4bn (+€11.6bn in 9M08)
  - Private Banking: +€3.3bn, of which +€2.3bn in Europe and +€1.0bn in Asia
  - Asset Management: +€3.5bn primarily in money market funds

- Assets under management: €542bn as at 30.09.08, stable (-0.7%)/30.06.08
  - Negative impact of falling equity markets
  - Positive impact of the rise in the US dollar







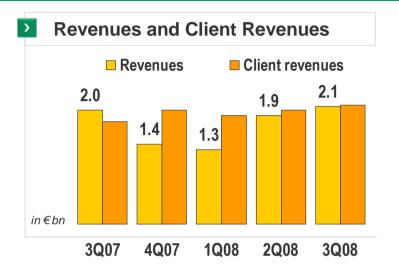
Positive asset inflows across all the business units

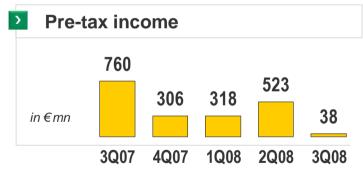


## Corporate and Investment Banking Results



- Revenues: €2,058mn, +4.6%/3Q07
  - Client driven business sustained in particular due to the arrival of new customers
  - Direct impact of the financial crisis: -€289mn vs -€230mn in 3Q07
  - No accounting reclassification
- Operating expense flexibility: -16.5%/3Q07
  - Bonus calculation based on pre-tax income
  - Stable headcount vs 2Q08
- Cost of risk: -€1,032mn in 3Q08
  - €899mn in one-offs
  - 24bp in 3Q08 excluding the effect of the one-offs
- Pre-tax income: €38mn
  - Financing businesses: €273mn (+27.6%/3Q07)







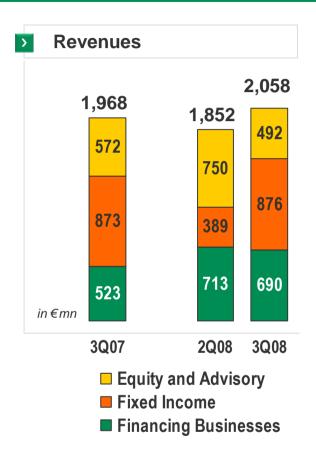
Good operating performance despite an unprecedented deepening of the crisis since September



## Corporate and Investment Banking Revenues



- High commercial business volumes
  - Enhanced attractiveness
  - Volumes further boosted by the replacement of clients transactions formerly with Lehman
- Equity and Advisory: -14%/3Q07
  - Unprecedented market stress since September
- Fixed Income: revenues stable/3Q07
  - Good performance in Interest Rate and Forex
  - Continued negative impact of basis risk in Credit
- Financing businesses: +32%/3Q07
  - Conditions continue to adjust (margins, maturities, covenants, etc.)
  - Allocated equity under control (+ 5.2%/9M07)



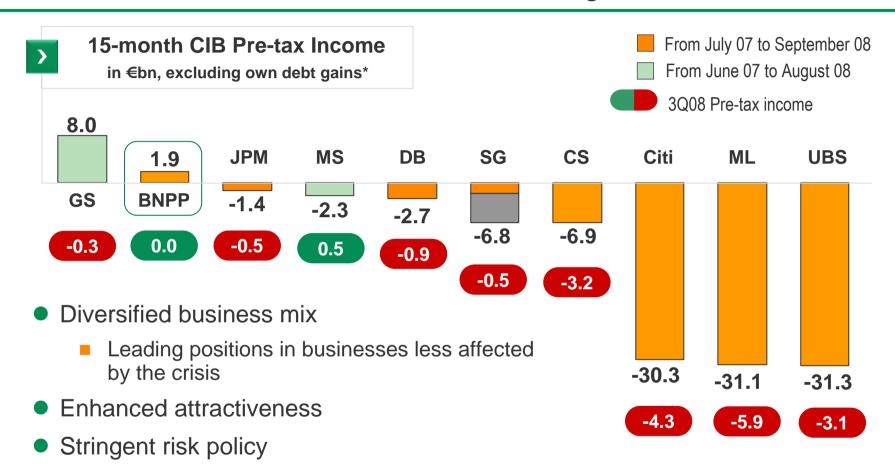


Very sustained client business in a market experiencing unprecedented turbulence



## Corporate and Investment Banking A Resilient Model Since the Crisis Began





Further improvement in the competitive position

\*Sources: issuers

# **Group Summary**

Summary by Division

## Conclusion

**Detailed Results** 

Selected Exposures based on recommendation of the Financial Stability Forum

# **Fortis** Extension of the Integrated Model in Europe

#### All business units strengthened

- Retail Banking: creation of the #1 bank in the Euro zone by deposit base
  - Two new domestic networks
  - #1 in Belgium and Luxembourg (by deposits)
  - 1.100 branches and 3.3 million customers in both countries
- AMS: bolstered European leadership
  - #1 private bank in the Eurozone
  - #1 in life insurance in Belgium
  - #5 asset manager in Europe
- CIB: access to a large corporate and institutional customer base in Belgium and Luxembourg

#### **Acquisition criteria observed**

- Deal accretive as early as year 1
  - €500mn in synergies per year starting from 2011
  - No goodwill
- Limited execution risk
  - Similar French and Belgian banking models
  - Strong integration culture
- Financial strength further bolstered
  - Transfer of the structured credit portfolio to a SPV (10% stake)
  - Tier1 ratio improved 35bp





#### A deal fully consistent with BNP Paribas' strategy



## **Fortis** Main Stages of the Tie-Up\*

#### **Deal announced**

6 October 2008

Valuing auditor's report

#### Stage 1 Consolidation

- Acquisition of a 54% stake in Fortis Bank Belgium (which controls 51% Fortis Bank Luxembourg)
- Payment in BNP Paribas shares: 88 million shares
- Acquisition of 100% of Fortis Insurance Belgium paid in cash

Board of Directors' approval



#### Stage 2 **Completion of** capital transactions

- Acquisition of a further 21% stake in Fortis Bank Belgium and 16% stake in Fortis Bank Luxembourg
- Payment in BNP Paribas shares: 45 million shares

Combined General Meeting



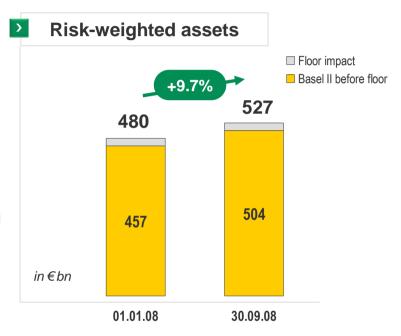
#### Operational tie-up to start in December 2008\*

\* Subject to approval by banking and insurance regulators, in particular the CBFA and the CECEI, the competent antitrust authorities and the European Commission



## Sustained Growth in Risk-Weighted Assets

- Risk-weighted assets: +9.7%/01.01.08
- Organic growth drive in all business units:
  - Retail Banking +9.5%\*: domestic markets little affected by the credit crunch
  - CIB +8.6%\*: effects of re-intermediation and the Group's attractiveness
- BNP Paribas able to support its customers in the framework of the French Government's economic stimulus plan



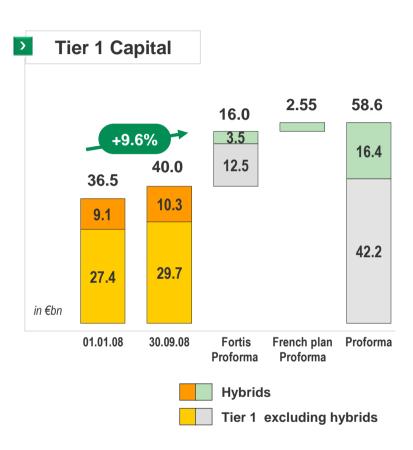


Sustained organic growth benefiting the real economy



## Solid Capital Base

- Tier 1 Capital: €40bn, +9.6%/01.01.08
- Impact of the Fortis deal: +€16bn
  - €9bn capital increase subscribed by the Belgian and Luxembourg governments
  - €6bn in minority interests
  - No goodwill
- €2.55bn contribution from the French economic stimulus plan
  - Non innovative hybrids issues



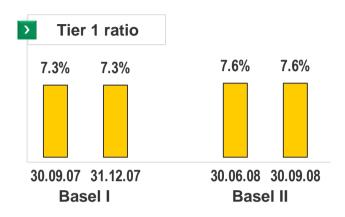


Rise in Tier 1 capital without any dilution



## Recognised Solvency

- Stable 7.6% Tier 1 ratio as at 30.09.08
  - Adapted to BNP Paribas' risk profile
  - Ensures one of the sector's best credit quality
- Calculated with the assumption of the same dividend payout ratio as in 2007 (40%)
  - Resolution within the authority of the Board of Directors scheduled to meet on 18 February 2009
- Effect of the floor: 0.3pt
  - Measured on 30 September 2008
  - Floor at 90% of the risk-weighted assets under Basel I, applicable until 31.12.08
- Expected effect of the Fortis deal: positive net impact of approximately 0.35pt



"The Banque de France would like to stress that all of the banking groups concerned currently have entirely satisfactory levels of own funds. These levels are consistent with or exceed those required of each credit institution by France's Commission bancaire depending on the nature of its activities and its risk profile." (Bank of France, 20 October 2008 press release)

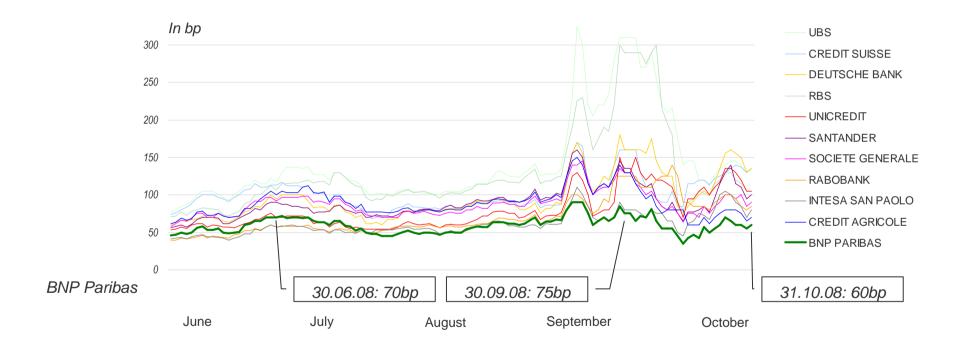


#### Financial strength enabling to pursue the growth strategy



## A major competitive advantage

## Senior CDS 5-year spreads



The lowest CDS spread among the peer Group



### Conclusion

**Strong momentum business** and enhanced attractiveness of all of BNP Paribas' businesses

Profits in each division despite the unprecedented deepening of the financial crisis

A stronger position in Europe with the Fortis acquisition and the pursuit of sustained organic growth



**Group Summary** 

Result by Division

Conclusion

## **Detailed Results**

Selected Exposures based on recommendation of the Financial Stability Forum

# 3Q08 **BNP** Paribas Group

	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros			3Q07		2Q08			9M07
Revenues	7,614	7,690	-1.0%	7,517	+1.3%	22,526	24,117	-6.6%
Operating Expenses and Dep.	-4,635	-4,643	-0.2%	-4,852	-4.5%	-14,092	-14,077	+0.1%
<b>Gross Operating Income</b>	2,979	3,047	-2.2%	2,665	+11.8%	8,434	10,040	-16.0%
Provisions	-1,992	-462	n.s.	-662	n.s.	-3,200	-980	n.s.
Operating Income	987	2,585	-61.8%	2,003	-50.7%	5,234	9,060	-42.2%
Associated Companies	120	68	+76.5%	63	+90.5%	268	285	-6.0%
Other Non Operating Items	36	74	-51.4%	9	n.s.	390	134	n.s.
Non Operating Items	156	142	+9.9%	72	+116.7%	658	419	+57.0%
Pre-Tax Income	1,143	2,727	-58.1%	2,075	-44.9%	5,892	9,479	-37.8%
Tax Expense	-101	-589	-82.9%	-446	-77.4%	-1,117	-2,317	-51.8%
Minority Interests	-141	-111	+27.0%	-124	+13.7%	-388	-346	+12.1%
Net Income, Group Share	901	2,027	-55.6%	1,505	-40.1%	4,387	6,816	-35.6%
Cost/Income	60.9%	60.4%	+0.5 pt	64.5%	-3.6 pt	62.6%	58.4%	+4.2 pt



# 3Q08 Direct Impact of the Financial Crisis on Revenues

Impact on Revenues In million of euros	3Q07	4Q07	1Q08	2Q08	3Q08	9M08	Crisis to date
CIB	- 230	- 589	- 514	- 457	- 289	- 1,260	- 2,079
LBO in the trading book	- 194	- 44	- 86	-	- 16	- 102	- 340
Securitisation	- 36	- 52	- 103	-	- 91	- 194	- 282
Credit adjustment on monolines	negl	- 456	- 182	- 457	- 55	- 694	- 1,150
Credit adjustment on other counterparties	negl	- 37	- 143	-	- 127	- 270	- 307
BancWest	-	<u>-</u>	-	-	- 87	- 87	- 87
Impairment charge on Fannie Mae and Freddie Mac preferred shares	-	-	-	-	- 87	- 87	- 87
AMS	-	-	- 29	-	- 28	- 57	- 57
Seed money	-	-	- 29	-	- 28	- 57	- 57
Corporate Center	-	-	-	-	-103	-103	-103
Impairment charge on equity investments	-	-	-	-	- 103	- 103	- 103
TOTAL IMPACT ON REVENUES	- 230	- 589	- 543	- 457	- 507	- 1,507	- 2,326
Gains on own debt (Corporate Center)	+154	- 13	+183	-35	+123	+271	+412



# 3Q08 Direct Impact of the Financial Crisis on the Cost of Risk

Impact on Cost of Risk	3Q07	4Q07	1Q08	2Q08	3Q08	9M08	Crisis to date
In millions of euros							
CIB	- 68	- 138	- 129	- 85	- 899	- 1,113	- 1,319
One-off increase of the provision on a portfolio basis	- 50	- 94	- 35	-	negl	- 35	- 179
Provisions on market counterparties	- 18	- 44	- 94	- 85	- 899	- 1,078	- 1,140
Of which monolines classified as doubtful	-	- 44	-	- 85	- 462	- 547	- 591
Of which Lehman (1)	-	-	-	-	- 343	- 343	- 343
Of which Icelandic banks	-	-	-	-	- 83	- 83	- 83
BancWest	- 47	- 171	- 57	- 44	- 26	- 127	- 345
One-off increase of the provision on a portfolio basis	- 47	- 40	- 22	-	-	- 22	- 109
Impairment charge on the investment portfolio	-	- 131	- 35	- 44	- 26	- 105	- 236
AMS	-	-	-	-	- 204	- 204	- 204
Lehman	-	-	-	-	- 169	- 169	- 169
lcelandic banks	-	-	-	-	- 35	- 35	- 35
Corporate Center	-	-	-	-	- 65	- 65	- 65
Provisions on market counterparties (Lehman)	-	-	-	-	- 65	- 65	- 65
TOTAL IMPACT ON COST OF RISK	- 115	- 309	- 186	- 129	- 1,194	- 1,509	- 1,933



## Number of Shares, Net Earnings and Assets per Share

#### **Number of shares**

in millions	30-Sep-08	30-Sep-07
Number of Shares (end of period)	912.0	936.7
Number of Shares excluding Treasury Shares (end of period)	902.7	895.8
Average number of Shares outstanding excluding Treasury Shares	896.8	899.1

#### **Net Earnings per Share**

in euros	9M08	9M07
Earnings Per Share (EPS)	4.69	7.42

#### **Net Assets per Share**

in euros	30-Sep-08	30-Sep-07		
Book value per share (a)	50.4	52.2		
of which net assets non reevaluated per share (a)	50.3	47.7		

<sup>(</sup>a) Excluding undated participating subordinated notes



## A Solid Financial Structure

### Equity

in billions of euros	30-Sep-08	31-Dec-07	30-Sep-07	
Shareholders' equity Group share, not re-evaluated (a)	43.8	40.7	40.1	
Valuation Reserve	0.1	3.3	4.0	
incl. BNP Paribas Capital	1.2	1.7	1.8	
Total Capital ratio	10.9%	10.0%	10.5%	
Tier One Ratio	7.6% (b)	7.3% (c)	7.3% (c)	

- (a) Excluding undated participating subordinated notes and after estimated distribution
- (b) On estimated Basel II risk weighted assets of €526.7bn as at 30.09.08
- (c) On Basel I risk weighted assets of €540.4bn as at 31.12.07 and €520.4bn as at 30.09.07

#### **Coverage ratio**

in billions of euros	30-Sep-08	30-Sep-07	
Doubtful loans and commitments (1)	15.8	14.3	
Allowance for loan losses	13.9	12.7	
Coverage ratio	88%	89%	

<sup>(1)</sup> Gross doubtful loans, balance sheet and off-balance sheet

#### **Notations**

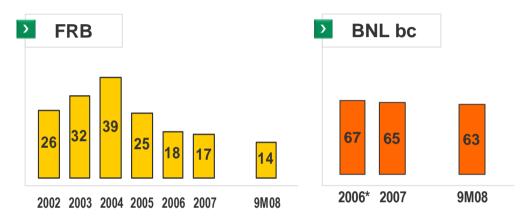
Moody's	Aa1	Stable Outlook	Reaffirmed on 7 October 2008
S&P	AA+	Negative Outlook	Updated on 6 October 2008
Fitch	AA	Stable Outlook	Reaffirmed on 21 October 2008

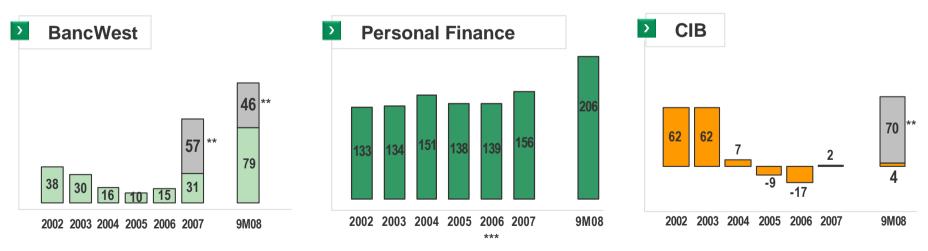


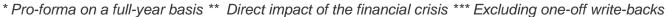
# 9M08 Trend in the Cost of Risk per Division

#### Cost of risk

Net provisions/Basel I risk-weighted assets (in bp)









# French Retail Banking Excluding PEL/CEL Effects

	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros			3Q07		2Q08			9M07
Revenues	1,465	1,443	+1.5%	1,514	-3.2%	4,499	4,389	+2.5%
Incl. Net Interest Income	826	788	+4.8%	817	+1.1%	2,469	2,356	+4.8%
Incl. Commissions	639	655	-2.4%	697	-8.3%	2,030	2,033	-0.1%
Operating Expenses and Dep.	-1,011	-1,011	+0.0%	-985	+2.6%	-2,971	-2,938	+1.1%
Gross Operating Income	454	432	+5.1%	529	-14.2%	1,528	1,451	+5.3%
Provisions	-40	-36	+11.1%	-37	+8.1%	-106	-99	+7.1%
Operating Income	414	396	+4.5%	492	-15.9%	1,422	1,352	+5.2%
Non Operating Items	-1	-1	+0.0%	1	n.s.	0	0	n.s.
Pre-Tax Income	413	395	+4.6%	493	-16.2%	1,422	1,352	+5.2%
Income Attributable to AMS	-28	-30	-6.7%	-32	-12.5%	-95	-106	-10.4%
Pre-Tax Income of French Retail Bkg	385	365	+5.5%	461	-16.5%	1,327	1,246	+6.5%
Cost/Income	69.0%	70.1%	-1.1 pt	65.1%	+3.9 pt	66.0%	66.9%	-0.9 pt
Allocated Equity (€bn)						3.9	3.8	+4.5%

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



# French Retail Banking Volumes

	Outstandings	%Change 1 year	%Change 1 quarter	Outstandings	%Change 1 year
Average volumes (in billions of euros)	3Q08	3Q08/3Q07	3Q08/2Q08	9M08	9M08/9M07
LOANS	118.3	+10.5%	+2.4%	115.3	+11.1%
Individual Customers	61.0	+7.1%	+2.7%	59.6	+7.3%
Incl. Mortgages	53.1	+7.7%	+3.0%	51.9	+8.0%
Incl. Consumer Lending	7.8	+2.8%	+0.7%	7.8	+2.6%
Corporates	54.2	+15.1%	+2.0%	52.5	+16.8%
DEPOSITS AND SAVINGS	95.4	+9.2%	+0.6%	94.9	+11.0%
Cheque and Current Accounts	37.6	+3.1%	-0.5%	37.7	+5.2%
Savings Accounts	35.7	-2.5%	-1.6%	36.0	-2.6%
Market Rate Deposits	22.2	+54.1%	+6.3%	21.2	+67.2%

In billions of euros	30-Sep-08	%Change 30.09.08 /30.09.07	%Change 30.09.08 /30.06.08
FUNDS UNDER MANAGEMENT			
Life Insurance	57.9	+1.7%	-0.4%
Mutual funds (1)	74.3	-3.7%	+9.0%

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



# French Retail Banking Including PEL/CEL Effects

	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros			3Q07		2Q08			9M07
Revenues	1,470	1,467	+0.2%	1,516	-3.0%	4,507	4,460	+1.1%
Incl. Net Interest Income	831	812	+2.3%	819	+1.5%	2,477	2,427	+2.1%
Incl. Commissions	639	655	-2.4%	697	-8.3%	2,030	2,033	-0.1%
Operating Expenses and Dep.	-1,011	-1,011	+0.0%	-985	+2.6%	-2,971	-2,938	+1.1%
Gross Operating Income	459	456	+0.7%	531	-13.6%	1,536	1,522	+0.9%
Provisions	-40	-36	+11.1%	-37	+8.1%	-106	-99	+7.1%
Operating Income	419	420	-0.2%	494	-15.2%	1,430	1,423	+0.5%
Non Operating Items	-1	-1	+0.0%	1	n.s.	0	0	n.s.
Pre-Tax Income	418	419	-0.2%	495	-15.6%	1,430	1,423	+0.5%
Income Attributable to AMS	-28	-30	-6.7%	-32	-12.5%	-95	-106	-10.4%
Pre-Tax Income of French Retail Bkg	390	389	+0.3%	463	-15.8%	1,335	1,317	+1.4%

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

- Net interest income not representative of French Retail Banking's commercial business Because impacted by variations in the PEL/CEL provision
- PEL/CEL effects: €5mn in 3Q08 compared to €24mn in 3Q07



### BNL banca commerciale

	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros			3Q07		2Q08			9M07
Revenues	710	668	+6.3%	685	+3.6%	2,075	1,951	+6.4%
Operating Expenses and Dep.	-432	-428	+0.9%	-430	+0.5%	-1,279	-1,266	+1.0%
Gross Operating Income	278	240	+15.8%	255	+9.0%	796	685	+16.2%
Provisions	-114	-92	+23.9%	-66	+72.7%	-264	-223	+18.4%
Operating Income	164	148	+10.8%	189	-13.2%	532	462	+15.2%
Non Operating Items	0	0	n.s.	1	n.s.	1	-1	n.s.
Pre-Tax Income	164	148	+10.8%	190	-13.7%	533	461	+15.6%
Income Attributable to AMS	0	-2	n.s.	-3	n.s.	-5	-5	+0.0%
Pre-Tax Income of BNL bc	164	146	+12.3%	187	-12.3%	528	456	+15.8%
Cost/Income	60.8%	64.1%	-3.3 pt	62.8%	-2.0 pt	61.6%	64.9%	-3.3 pt
Allocated Equity (€bn)						3.5	3.1	+13.2%

Including 100% of Italian Private Banking for Revenue to Pre-Tax Income line items

Revenues\*: +6.3%/3Q07

Effect of synergies: €20mn in 3Q08

Net interest income: sharp loan volume growth

Fees up: significant rise in cross-selling, notably with corporates

Operating expenses\*: +0.9%/3Q07

Effect of synergies: €18mn in 3Q08

Pre-tax income\*\*: +12.3%/3Q07



# BNL banca commerciale Volumes

Average volumes (in billions of euros)	Outstandings 3Q08	%Change 1 year 3Q08/3Q07	%Change 1 quarter 3Q08/2Q08	Outstandings 9M08	%Change 1 year 9M08/9M07
LOANS *	61.7	+15.3%	+3.1%	59.6	+14.6%
Individual Customers	26.7	+11.2%	+2.8%	26.0	+10.0%
Incl. Mortgages	18.6	+7.6%	+0.8%	18.4	+8.6%
Corporates	35.0	+18.6%	+3.4%	33.7	+18.3%
DEPOSITS AND SAVINGS *	41.8	+2.6%	-0.9%	41.6	+1.8%
Individual Customers	21.1	+4.0%	-0.6%	20.9	+2.1%
Corporates	12.3	+6.3%	-0.0%	12.1	+5.9%
Bonds sold to individuals	8.4	-5.4%	-2.7%	8.6	-3.9%

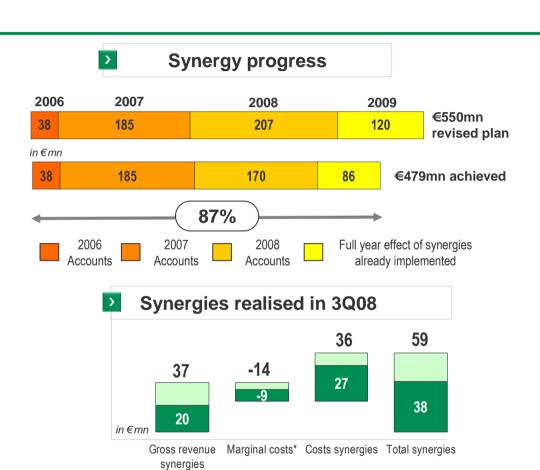
<sup>\*</sup>Including the transfer of €0.7bn of loans and €02bn of deposits from Corporates to Small Businesses booked under Individual Customers

	30-Sep-08	%Change 30.09.08	%Change 30.09.08
In billions of euros		/30.09.07	/30.06.08
FUNDS UNDER MANAGEMENT			
Mutual funds	8.3	-25.6%	-14.3%
Life Insurance	9.2	-10.1%	-0.8%



## BNL **Synergies**

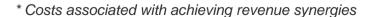
- Synergies booked in 3Q08
  - Gross revenue synergies: €37mn, of which €20mn for BNL bc
  - Marginal costs\*: €14mn, of which €9mn for BNL bc
  - Cost synergies: €36mn, of which €27mn for BNL bc
- 87% of the revised plan's synergies already achieved by 30 September 2008
  - Net revenue synergies: €156mn (68% of the revised total for 2009)
  - Cost synergies: €323mn (101% of the 2009 revised total)



BNL bc



#### A proven integration track record



divisions



## International Retail Services

	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros			3Q07		2Q08			9M07
Revenues	2,170	2,010	+8.0%	2,153	+0.8%	6,431	5,921	+8.6%
Operating Expenses and Dep.	-1,249	-1,127	+10.8%	-1,222	+2.2%	-3,673	-3,375	+8.8%
Gross Operating Income	921	883	+4.3%	931	-1.1%	2,758	2,546	+8.3%
Provisions	-533	-304	+75.3%	-471	+13.2%	-1,387	-746	+85.9%
Operating Income	388	579	-33.0%	460	-15.7%	1,371	1,800	-23.8%
Associated Companies	23	20	+15.0%	21	+9.5%	65	62	+4.8%
Other Non Operating Items	40	69	-42.0%	0	n.s.	155	78	+98.7%
Pre-Tax Income	451	668	-32.5%	481	-6.2%	1,591	1,940	-18.0%
Cost/Income	57.6%	56.1%	+1.5 pt	56.8%	+0.8 pt	57.1%	57.0%	+0.1 pt
Allocated Equity (€bn)						8.5	7.7	+10.4%

At constant scope and exchange rates/3Q07: Revenues: +7.1%; Operating expenses: +10.8%; GOI: +2.2%

- USD/EUR exchange rate variation: -8.6% 3Q08/3Q07
- Revenues excluding the €87mn one-off loss on Freddie Mac and Fannie Mae preferred shares: +12.3%/3Q07



## **BancWest**

	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros			3Q07		2Q08			9M07
Revenues	433	500	-13.4%	485	-10.7%	1,427	1,501	-4.9%
Operating Expenses and Dep.	-263	-260	+1.2%	-247	+6.5%	-771	-789	-2.3%
Gross Operating Income	170	240	-29.2%	238	-28.6%	656	712	-7.9%
Provisions	-121	-73	+65.8%	-123	-1.6%	-345	-118	n.s.
Operating Income	49	167	-70.7%	115	-57.4%	311	594	-47.6%
Associated Companies	0	0	n.s.	0	n.s.	0	0	n.s.
Other Non Operating Items	1	4	-75.0%	0	n.s.	5	10	-50.0%
Pre-Tax Income	50	171	-70.8%	115	-56.5%	316	604	-47.7%
Cost/Income	60.7%	52.0%	+8.7 pt	50.9%	+9.8 pt	54.0%	52.6%	+1.4 pt
Allocated Equity (€bn)						2.3	2.4	-5.9%

At constant scope and exchange rates/3Q07: Revenues: -5.6%; Operating expenses: +10.2%; GOI: -22.9%

#### Revenues

- €87mn one-off loss on Freddie Mac and Fannie Mae preferred shares
- Revenues excluding this one-off loss and at constant scope and exchange rates: +13.4%



## BancWest Details Relative to the Loan Portfolio

- Loan portfolio: limited deterioration in the crisis
  - 30-day delinquency rates:

First Mortgage Loans 152bp vs 115bp in 2Q08 83bp vs 72bp in 2Q08 Home Equity Loans 145bp vs 114bp in 2Q08 Consumer Loans

Non Performing Loans/Loans:

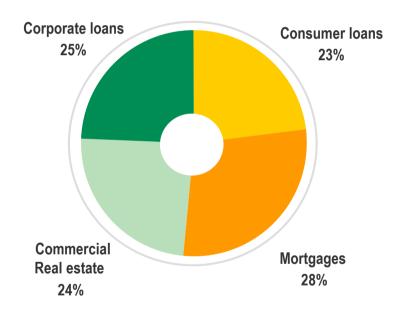
131bp vs 115bp in 2Q08

Net charge-offs (€63mn):

70bp vs 88bp in 2Q08

• **Provisions:** 134bp of outstandings vs 128bp in 2Q08







## **Emerging Retail Banking**

	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros	3Q07 2Q08  495 348 +42.2% 440 +12.5% 1,338 1,005  p289 -219 +32.0% -276 +4.7% -827 -645  206 129 +59.7% 164 +25.6% 511 360  -43 -22 +95.5% -22 +95.5% -101 -49 +100  163 107 +52.3% 142 +14.8% 410 311  5 6 -16.7% 5 +0.0% 13 12  40 58 -31.0% 0 n.s. 151 59	9M07						
Revenues	495	348	+42.2%	440	+12.5%	1,338	1,005	+33.1%
Operating Expenses and Dep.	-289	-219	+32.0%	-276	+4.7%	-827	-645	+28.2%
Gross Operating Income	206	129	+59.7%	164	+25.6%	511	360	+41.9%
Provisions	-43	-22	+95.5%	-22	+95.5%	-101	-49	+106.1%
Operating Income	163	107	+52.3%	142	+14.8%	410	311	+31.8%
Associated Companies	5	6	-16.7%	5	+0.0%	13	12	+8.3%
Other Non Operating Items	40	58	-31.0%	0	n.s.	151	59	n.s.
Pre-Tax Income	208	171	+21.6%	147	+41.5%	574	382	+50.3%
Cost/Income	58.4%	62.9%	-4.5 pt	62.7%	-4.3 pt	61.8%	64.2%	-2.4 pt
Allocated Equity (€bn)						2.1	1.4	+51.7%

At constant scope and exchange rates/3Q07: Revenues: +33.9%; Operating expenses: +29.1%; GOI: +42.2%

- Cost of risk maintained at a low level: €43mn
  - +€21mn compared to a very low 3Q07 base period
- Other non operating items:
  - Partial disposal of business units in Lebanon: €37mn in capital gains
  - Reminder: Bank of Nanjing's dilution capital gain in 3Q07 (€52mn)



## Personal Finance

	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros			3Q07		2Q08			9M07
Revenues	968	867	+11.6%	944	+2.5%	2,824	2,537	+11.3%
Operating Expenses and Dep.	-518	-475	+9.1%	-517	+0.2%	-1,538	-1,421	+8.2%
Gross Operating Income	450	392	+14.8%	427	+5.4%	1,286	1,116	+15.2%
Provisions	-330	-192	+71.9%	-274	+20.4%	-834	-530	+57.4%
Operating Income	120	200	-40.0%	153	-21.6%	452	586	-22.9%
Associated Companies	18	17	+5.9%	17	+5.9%	56	57	-1.8%
Other Non Operating Items	-1	1	n.s.	0	n.s.	-1	1	n.s.
Pre-Tax Income	137	218	-37.2%	170	-19.4%	507	644	-21.3%
Cost/Income	53.5%	54.8%	-1.3 pt	54.8%	-1.3 pt	54.5%	56.0%	-1.5 pt
Allocated Equity (€bn)						2.6	2.4	+8.9%

At constant scope and exchange rates/3Q07: Revenues: +8.1%; Operating expenses: +5.3%; GOI: +11.6%

- Cost/income ratio improved 1.3pt at 53.5%
- Acquisition by Personal Finance Belgium of Fidexis, Laser's Belgian subsidiary, as part of the international agreement with Laser
  - First step in the optimisation of Personal Finance and LaSer' European operations (Poland and Portugal planned)



## **Equipment Solutions**

	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros			3Q07		2Q08			9M07
Revenues	274	295	-7.1%	284	-3.5%	842	878	-4.1%
Operating Expenses and Dep.	-179	-173	+3.5%	-182	-1.6%	-537	-520	+3.3%
Gross Operating Income	95	122	-22.1%	102	-6.9%	305	358	-14.8%
Provisions	-39	-17	+129.4%	-52	-25.0%	-107	-49	+118.4%
Operating Income	56	105	-46.7%	50	+12.0%	198	309	-35.9%
Associated Companies	0	-3	n.s.	-1	n.s.	-4	-7	-42.9%
Other Non Operating Items	0	6	n.s.	0	n.s.	0	8	n.s.
Pre-Tax Income	56	108	-48.1%	49	+14.3%	194	310	-37.4%
Cost/Income	65.3%	58.6%	+6.7 pt	64.1%	+1.2 pt	63.8%	59.2%	+4.6 pt
Allocated Equity (€bn)						1.5	1.5	+1.3%

- Good sales and marketing drive
  - Increased business in equipment leasing
  - Growth in financed car fleets: +9.8%/3Q07
- Revenue growth again impacted by falling used car prices



## International Retail Services **Business Trends**

			Change	e/3Q07		Change	
Average outstandings in €bn	3Q08	3Q07	at historical scope	at constant scope and exchange rates	2Q08	at historical scope	at constant scope and exchange rates
BRANCH BANKING							
BancWest							
Deposits	33.1	30.3	+9.1%	+7.7%	29.1	+13.9%	+1.8%
Loans	38.2	33.3	+14.6%	+13.2%	33.2	+15.0%	+2.8%
Consumer Loans	8.8	8.6	+2.0%	+0.8%	7.8		+0.4%
Mortgages	10.8	9.1	+18.8%	+17.4%	9.4	+15.2%	+3.0%
Commercial Real Estate	9.3	8.1	+14.7%	+13.3%	8.0	+16.4%	+4.1%
Corporate loans	9.3	7.5	+23.9%	+22.4%	8.0	+16.1%	+3.8%
Emerging Retail Banking*							
Deposits	27.8	17.5	+59.2%	+27.7%	24.6	+13.2%	+7.5%
Loans	25.3	17.9	+41.4%	+38.6%	22.8	+11.2%	+7.0%
PERSONAL FINANCE							
Total consolidated outstandings	76.9	66.7	+15.3%	+14.7%	74.2	+3.7%	+3.7%
Consumer Loans	41.4	36.6	+13.0%	+12.2%	40.3	+2.6%	+2.6%
Mortgages	35.5	30.1	+18.1%	+17.8%	33.8	+5.0%	+4.9%
Total outstandings under management**	109.4	94.2	+16.1%	+15.8%	105.7	+3.4%	+3.6%
EQUIPMENT SOLUTIONS							
Total consolidated outstandings	29.7	28.3	+5.2%	+6.1%	29.4	+1.2%	+1.1%
Leasing	21.7	21.4	+1.6%	+4.1%	21.5	+1.0%	+1.0%
Long Term Leasing with Services	8.0	6.9	+16.3%	+12.7%	7.8	+1.9%	+1.4%
Total outstandings under management**	30.1	28.5	+5.6%	+6.5%	29.7	+1.3%	+1.3%
Financed vehicles (in thousands of vehicles)	584	532	+9.8%	n.s.	571	+2.3%	n.s.
included in total managed vehicles	668	623	+7.3%	n.s.	660	+1.2%	n.s.

<sup>\*</sup> Including Sahara Bank in 3Q08 & 2Q08

<sup>\*\*</sup> Including 100% of outstandings in subsidiaries not wholly-owned and partnerships



# Asset Management & Services

	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros			3Q07		2Q08			9M07
Revenues	1,205	1,331	-9.5%	1,396	-13.7%	3,864	3,941	-2.0%
Operating Expenses and Dep.	-855	-873	-2.1%	-867	-1.4%	-2,567	-2,467	+4.1%
Gross Operating Income	350	458	-23.6%	529	-33.8%	1,297	1,474	-12.0%
Provisions	-206	-1	n.s.	-4	n.s.	-206	-3	n.s.
Operating Income	144	457	-68.5%	525	-72.6%	1,091	1,471	-25.8%
Associated Companies	-8	5	n.s.	11	n.s.	11	23	-52.2%
Other Non Operating Items	-2	4	n.s.	0	n.s.	-2	9	n.s.
Pre-Tax Income	134	466	-71.2%	536	-75.0%	1,100	1,503	-26.8%
Cost/Income	71.0%	65.6%	+5.4 pt	62.1%	+8.9 pt	66.4%	62.6%	+3.8 pt
Allocated Equity (€bn)						4.6	4.0	+14.4%

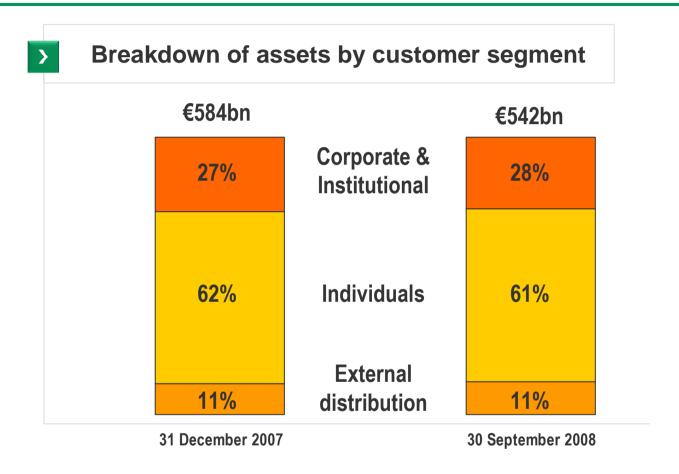


# Asset Management & Services Business

	30-Sep-08	30-Sep-07	30-Sep-08 30-Sep-07	30-Jun-08	30-Sep-08 30-Jun-08
Assets under management (in €bn)	542	590	-8.0%	546	-0.7%
Asset management	253	282	-10.3%	255	-0.8%
Private Banking and Personal Investors	177	190	-6.8%	178	-0.6%
Real Estate Services	8	7	+11.2%	8	+3.1%
Insurance	104	110	-5.6%	105	-1.1%
	3Q08	3Q07	3Q08/3Q07	2Q08	3Q08/2Q08
Net asset inflows (in €bn)	<u>7.4</u>	<u>-2.6</u>	n.s.	<u>-1.6</u>	n.s.
Asset management	3.5	-4.4	n.s.	-6.1	n.s.
Private Banking and Personal Investors	3.5	2.0	+78.3%	3.4	+2.4%
Real Estate Services	0.2	-1.3	n.s.	0.2	+5.1%
Insurance	0.2	1.2	-81.0%	0.9	-75.9%
	30-Sep-08	30-Sep-07	30-Sep-08 30-Sep-07	30-Jun-08	30-Sep-08 30-Jun-08
Securities Services					
Assets under custody (in €bn)	3,547	3,977	-10.8%	3,655	-3.0%
Assets under administration (in €bn)	634	843	-24.8%	739	-14.2%
	3Q08	3Q07	3Q08/3Q07	2Q08	3Q08/2Q08
Number of transactions (in millions)	13.4	11.8	+13.6%	13.1	+2.8%



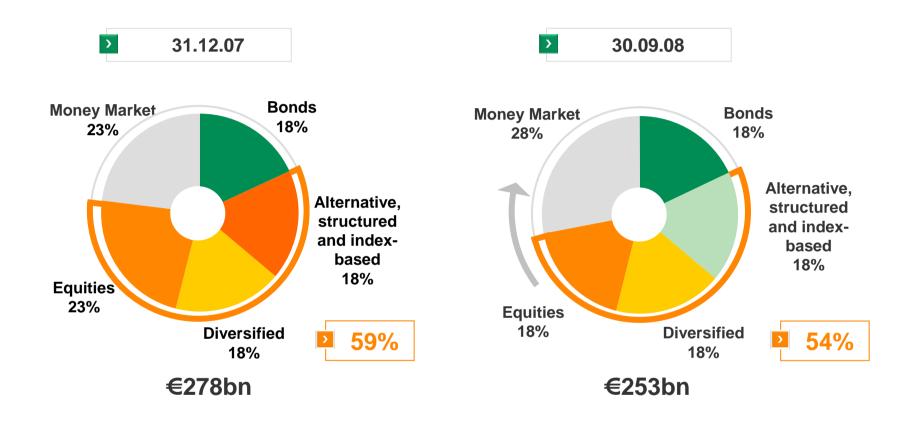
## Asset Management & Services Breakdown of Assets by Customer Segment



**Predominance of individual customers** 



## **Asset Management** Breakdown of Managed Assets



Shift from equity funds to money market funds

## Asset Management & Services Wealth & Asset Management

	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros			3Q07		2Q08			9M07
Revenues	568	694	-18.2%	662	-14.2%	1,830	2,041	-10.3%
Operating Expenses and Dep.	-431	-469	-8.1%	-448	-3.8%	-1,319	-1,340	-1.6%
Gross Operating Income	137	225	-39.1%	214	-36.0%	511	701	-27.1%
Provisions	-10	-1	n.s.	0	n.s.	-8	-2	n.s.
Operating Income	127	224	-43.3%	214	-40.7%	503	699	-28.0%
Associated Companies	1	-2	n.s.	3	-66.7%	4	3	+33.3%
Other Non Operating Items	0	1	n.s.	0	n.s.	0	6	n.s.
Pre-Tax Income	128	223	-42.6%	217	-41.0%	507	708	-28.4%
Cost/Income	75.9%	67.6%	+8.3 pt	67.7%	+8.2 pt	72.1%	65.7%	+6.4 pt
Allocated Equity (€bn)						1.0	0.7	+33.0%

- Substantial net asset inflow in Asset Management and Private Banking
  - Private Banking: +€9.5bn in 9M08 (+€8.9bn in 9M07)
  - Money market funds in Asset Management: +€6.5bn in 9M08 (-€1.7bn in 9M07)



## **Asset Management & Services** Insurance

	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros			3Q07		2Q08			9M07
Revenues	368	358	+2.8%	392	-6.1%	1,113	1,066	+4.4%
Operating Expenses and Dep.	-182	-168	+8.3%	-181	+0.6%	-536	-488	+9.8%
Gross Operating Income	186	190	-2.1%	211	-11.8%	577	578	-0.2%
Provisions	-41	0	n.s.	-4	n.s.	-43	-1	n.s.
Operating Income	145	190	-23.7%	207	-30.0%	534	577	-7.5%
Associated Companies	-10	7	n.s.	8	n.s.	6	20	-70.0%
Other Non Operating Items	-2	3	n.s.	0	n.s.	-2	3	n.s.
Pre-Tax Income	133	200	-33.5%	215	-38.1%	538	600	-10.3%
Cost/Income	49.5%	46.9%	+2.6 pt	46.2%	+3.3 pt	48.2%	45.8%	+2.4 pt
Allocated Equity (€bn)						3.3	3.0	+9.2%

- Revenues: €368mn, or +2.8%/3Q07
  - Impact of the fair value accounting of market instruments: -€46mn in 3Q08 compared to -€14mn in 3Q07
  - Excluding this impact, +11% revenue growth
  - French life insurance gross asset inflows down -9% in 9M08 (vs -10% for the market)
- Cost of risk: -€35mn on UK subsidiaries of Icelandic banks (Cardif Pinnacle's deposits) with two usual brokers)



## Asset Management & Services Securities Services

	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros			3Q07		2Q08			9M07
Revenues	269	279	-3.6%	342	-21.3%	921	834	+10.4%
Operating Expenses and Dep.	-242	-236	+2.5%	-238	+1.7%	-712	-639	+11.4%
Gross Operating Income	27	43	-37.2%	104	-74.0%	209	195	+7.2%
Provisions	-155	0	n.s.	0	n.s.	-155	0	n.s.
Operating Income	-128	43	n.s.	104	n.s.	54	195	-72.3%
Non Operating Items	1	0	n.s.	0	n.s.	1	0	n.s.
Pre-Tax Income	-127	43	n.s.	104	n.s.	55	195	-71.8%
Cost/Income	90.0%	84.6%	+5.4 pt	69.6%	+20.4 pt	77.3%	76.6%	+0.7 pt
Allocated Equity (€bn)						0.3	0.3	+21.8%

- Rise in the number of transactions: +13.6%/3Q07
- Provisions on Lehman: -€155mn (related to the financing business)

## Corporate and Investment Banking

	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
n millions of euros			3Q07		2Q08			9M07
Revenues	2,058	1,968	+4.6%	1,852	+11.1%	5,221	6,797	-23.2%
Operating Expenses and Dep.	-989	-1,185	-16.5%	-1,256	-21.3%	-3,197	-3,821	-16.3%
Gross Operating Income	1,069	783	+36.5%	596	+79.4%	2,024	2,976	-32.0%
Provisions	-1,032	-29	n.s.	-86	n.s.	-1,172	86	n.s.
Operating Income	37	754	-95.1%	510	-92.7%	852	3,062	-72.2%
Associated Companies	0	0	n.s.	0	n.s.	1	9	-88.9%
Other Non Operating Items	1	6	-83.3%	13	-92.3%	26	78	-66.7%
Pre-Tax Income	38	760	-95.0%	523	-92.7%	879	3,149	<b>-72.1%</b>
Cost/Income	48.1%	60.2%	-12.1 pt	67.8%	-19.7 pt	61.2%	56.2%	+5.0 pt
Allocated Equity (€bn)						10.2	9.4	+8.6%

#### Revenues

- No accounting reclassification
- Cost/income ratio not representative because bonuses calculated on pre-tax income
- Cost of risk: -€1,032mn in 3Q08, worsened by €899mnin one-offs
  - Monoline insurers: -€462mn
  - Lehman: -€343mn (replacement costs higher than anticipated due to market conditions)
  - Icelandic banks: -€83mn



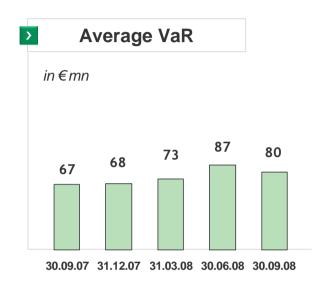
## Corporate and Investment Banking **Advisory and Capital Markets**

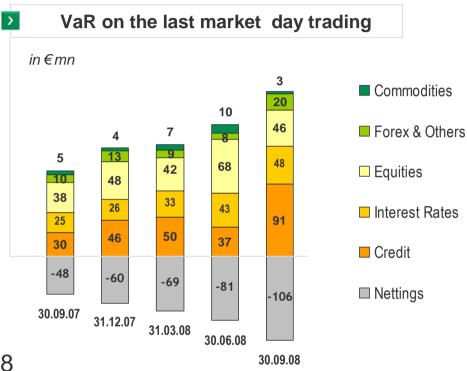
	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros			3Q07		2Q08			9M07
Revenues	1,368	1,445	-5.3%	1,139	+20.1%	3,215	4,859	-33.8%
Incl. Equity and Advisory	492	572	-14.0%	750	-34.4%	1,558	2,212	-29.6%
Incl. Fixed Income	876	873	+0.3%	389	+125.2%	1,657	2,648	-37.4%
Operating Expenses and Dep.	-695	-893	-22.2%	-955	-27.2%	-2,312	-2,938	-21.3%
Gross Operating Income	673	552	+21.9%	184	n.s.	903	1,921	-53.0%
Provisions	-909	-12	n.s.	-43	n.s.	-1,046	-12	n.s.
Operating Income	-236	540	n.s.	141	n.s.	-143	1,909	n.s.
Associated Companies	0	0	n.s.	0	n.s.	1	9	-88.9%
Other Non Operating Items	1	6	-83.3%	12	-91.7%	25	29	-13.8%
Pre-Tax Income	-235	546	n.s.	153	n.s.	-117	1,947	n.s.
Cost/Income	50.8%	61.8%	-11.0 pt	83.8%	-33.0 pt	71.9%	60.5%	+11.4 pt
Allocated Equity (€bn)						3.7	3.2	+15.1%

- Equity: acquisition completed of Bank of America's Prime Brokerage business
  - Integration in 4Q08 results
- Fixed income: high revenues
  - Fair value adjustments taken as cost of risk this quarter



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





- Average VaR stable at €80mn in 3Q08
  - Sharp rise in the credit VaR due to widening credit spreads and basis risk
- Models held up well in unprecedented stress conditions

## Corporate and Investment Banking **Advisory and Capital Markets**

- Recognised global franchises
  - Most Innovative in Equity Derivatives, Worldwide (The Banker Aug. 08)
- A stronger position in Europe
  - #9 M&A Any European announced deals, Q3 2008 (Dealogic Sept. 08)
- A strong presence in Asia
  - Structured Products Asia Awards for Excellence 2008 House of the Year (Structured Products Magazine - Sept. 08)
  - Best Credit Derivatives Provider in Asia (Global Finance Sept. 08)
  - #1 for Overall FX Services for Financial Institutions for the 3rd year consecutive (Asiamoney - Aug. 08)











## Corporate and Investment Banking **Financing Business**

	3Q08	3Q07	3Q08/	2Q08	3Q08/	9M08	9M07	9M08/
In millions of euros			3Q07		2Q08			9M07
Revenues	690	523	+31.9%	713	-3.2%	2,006	1,938	+3.5%
Operating Expenses and Dep.	-294	-292	+0.7%	-301	-2.3%	-885	-883	+0.2%
Gross Operating Income	396	231	+71.4%	412	-3.9%	1,121	1,055	+6.3%
Provisions	-123	-17	n.s.	-43	n.s.	-126	98	n.s.
Operating Income	273	214	+27.6%	369	-26.0%	995	1,153	-13.7%
Non Operating Items	0	0	n.s.	1	n.s.	1	49	-98.0%
Pre-Tax Income	273	214	+27.6%	370	-26.2%	996	1,202	-17.1%
Cost/Income	42.6%	55.8%	-13.2 pt	42.2%	+0.4 pt	44.1%	45.6%	-1.5 pt
Allocated Equity (€bn)						6.5	6.1	+5.2%

- Revenues: €690mn (+32%/3Q07 that was impacted by fair value adjustment of LBO underwriting commitments)
  - Commodity Trade Finance: fall in oil prices partly offset by the rise in the dollar
- Operating expenses stable/3Q07
- Allocated equity: +5.2%/9M07
  - Controlled growth in risk-weighted assets
  - Fall in the dollar/9M07



## Corporate and Investment Banking **Financing Business**

- Stronger positioning in Europe
  - #2 EMEA Bookrunner of syndicated loans (Dealogic, 9 months 2008 and Bloomberg, Q3 2008 - Oct. 2008)
- Recognised global franchises
  - World's Best Global Bank in Trade Finance (Global Finance Aug. 2008)
  - #1 Mandated Lead Arranger of all Export Credit Agency Backed Trade Finance Loans, 9 months 2008 (Dealogic - Oct. 2008)
  - #3 Mandated Arranger of Global Project Finance Loans Q3 2008 (Thomson Reuters - Oct. 2008)
- Major presence in Asia
  - #3 Mandated Arranger of Asia Pacific (excl. Japan) global trade finance loans (incl. Aircraft & Shipping) (Dealogic, 9 months 2008 - Oct 2008)











## Corporate Center

## Including Klépierre

	3Q08	3Q07	2Q08	9M08	9M07
In millions of euros					
Revenues	61	313	-15	629	1,258
incl. BNP Paribas Capital	3	267	44	182	879
Operating Expenses and Dep.	-131	-53	-127	-506	-310
incl. BNL restructuring costs	-19	50	-20	-185	-34
<b>Gross Operating Income</b>	-70	260	-142	123	948
Provisions	-67	0	2	-65	5
Operating Income	-137	260	-140	58	953
Associated Companies	106	43	29	190	191
Other Non Operating Items	-3	-5	-4	211	-30
Pre-Tax Income	-34	298	-115	459	1,114

### Revenues down/3Q07

- No disposals at BNP Paribas Capital (disposal of the Bouygues Telecom stake in 3Q07)
- Gains on own debt: +€123mn (+€154mn in 3Q07)
- Impairment charge on equity investments: -€103mn

### Operating expenses

- Reminder: one-off €74mn saving booked as a BNL restructuring cost deduction in 3Q07
- Cost of risk: provisions on market counterparties (Lehman)



**Group Summary** 

Summary by Division

Conclusion

**Detailed Results** 

## **Selected Exposure**

based on recommendation of the Financial Stability Forum

## Exposure to Conduits and SIVs

As at 30 September 2008	Entity	data data
In€bn	Assets funded	Securities issued

BNP Paribas exposure								
Liquidi	ity lines	Credit	ABCP held	Maximum				
Line outstanding	o/w cash drawn	enhancement (1)	and others	commitment (2)				

#### **BNP Paribas sponsored entities**

ABCP conduits	12.4	12.4
Structured Investment Vehicles	-	-

12.4	-	0.5	3.7	14.9
-	-	-	-	-

#### Third party sponsored entities (BNP Paribas share)

ABCP conduits	n.s	1.0	1.0	0.0	-	-	1.4
Structured Investment Vehicles	n.s	-	-	-	-	0.0	-

<sup>(1)</sup> Provided by BNP Paribas. In addition, each programme benefits from other types of credit enhancement

- €15mn drawn on one liquidity line as at 30.09.08
- 30% of the ABCP securities issued by sponsored conduits held in the trading portfolio: €3.7bn as of 30.09.08
- Negligible exposure to SIVs
- Throughout this chapter, figures highlighted in yellow are the most significant figures



<sup>(2)</sup> Represent the cumulative exposure accross all types of commitments in a worst case scenario

# Sponsored ABCP Conduits Breakdown by Maturity and Geography

Sponsored ABCP conduits as at 30 September 2008 (in €bn)	Starbird United States	Matchpoint Europe	Eliopee Europe	Thesee Europe	J Bird 1 & 2 Japan	Total
Ratings	A1 / P1	A1+/P1	P1	A1/P1/F1	A1 / P1	
BNP Paribas commitments	7.2	5.1	1.3	0.6	0.6	14.9
Assets funded	5.6	4.5	1.0	0.6	0.6	12.4
Breakdown by maturity						
0 - 1 year	43%	21%	55%	88%	42%	37%
1 year - 3 years	39%	35%	4%	12%	47%	32%
3 year - 5 years	12%	30%	42%		6%	20%
> 5 years	6%	15%			5%	11%
Total	100%	100%	100%	100%	100%	100%
Breakdown by geography*						
USA	97%	2%				48%
France		8%	81%	78%		13%
Spain		23%				8%
UK		7%		18%		3%
Asia		12%		4%	100%	8%
Diversified and Others	3%	48%	19%			19%
Total	100%	100%	100%	100%	100%	100%

<sup>\*</sup>Convention used is: when a pool contains more than 50% country exposure, this country is considered to be the one of the entire pool. Any pool where one country does not reach this level is considered as diversified



# Sponsored ABCP Conduits Breakdown by Asset Type

Sponsored ABCP conduits	Starbird	Matchpoint	Eliopee	Thesee	J Bird 1 & 2	To	tal
as at 30 September 2008	United States	Europe	Europe	Europe	Japan	by asset type	o/w AAA
Breakdown by asset type							
Auto Loans, Leases & Dealer Floorplans	38%	35%				30%	
Trade Receivables	12%	19%	81%	78%		23%	
Consumer Loans & Credit Cards	10%	8%		4%	100%	12%	
Equipment Finance	12%	4%				7%	
Student Loans	12%					6%	
RMBS		4%				1%	100%
o/wUS (0% subprime)		1%				0%	
o/wUK		0%				0%	
o/wSpain		2%				1%	
CMBS		12%				4%	100%
o/wUS, UK, Spain		0%				0%	
CDOs of RMBS (non US)		5%				2%	100%
CLOs	11%	6%				7%	79%
CDOs of corporate bonds		5%				2%	100%
Insurance			19%	18%		2%	31%
Others	6%	1%				3%	37%
Total	100%	100%	100%	100%	100%	100%	



## Funding Through Proprietary Securitisation

Cash securitisation as at 30 September 2008	Amount of securitised assets	Amount of securities issued	Securitised p	ositions held
In€bn	(Group share)	(Group share)	First losses	Others
IRS	5.5	6.1	0.2	0.3
o/w Residential loans	3.8	4.5	0.1	0.1
o/w Consumer loans	0.5	0.5	0.0	0.1
o/w Lease receivables	1.1	1.1	0.1	0.1
BNL	4.8	4.9	0.1	0.2
o/w Residential loans	4.8	4.9	0.1	0.2
o/w Consumer loans	-	-	-	-
o/w Lease receivables	-	-	-	-
Total	10.3	11.0	0.3	0.5

- Only €10.3bn in loans refinanced through securitisation
  - Vs €13.3bn as at 31.12.2007
- SPVs consolidated in BNP Paribas' balance sheet since IFRS' first. time application
  - Since BNP Paribas is retaining the majority of risks and returns



## Sensitive Loan Portfolios Personal Loans

		Gross outstanding					sions	
Personal loans as at 30 September 2008, in €bn	Consumer	First Mo	ortgage Alt A	Home Equity Loans	Total	Portfolio	Specific	Net exposure
US (BancWest)	9.0	7.9	0.3	2.8	20.0	- 0.2	-	19.8
Super Prime FICO > 730	5.2	4.4	0.2	1.7	11.5	-	-	11.5
Prime 600 <fico<730< td=""><td>3.6</td><td>3.5</td><td>0.1</td><td>1.0</td><td>8.3</td><td>-</td><td>-</td><td>8.3</td></fico<730<>	3.6	3.5	0.1	1.0	8.3	-	-	8.3
Subprime FICO < 600	0.1	0.1	0.0	0.0	0.3	-	-	0.3
UK (Personal Finance)	0.4	-	-	-	0.4	-	-	0.4
Spain (Personal Finance)	4.2	6.1	-	-	10.3	- 0.1	- 0.4	9.8

- Good quality of US portfolio
  - Only €0.3bn in subprime loans
- Negligible exposure to the UK market
  - No residential mortgage exposure
- Exposure to risks in Spain well secured
  - Property collateral on the mortgage portfolio
  - Large portion of auto loans in the consumer lending portfolio



## Sensitive Loan Portfolios Commercial Real Estate

		Gross	exposure	Provis			
Commercial Real Estate as at 30 September 2008, in €bn	Home Builders	Property companies	Others (1)	Total	Portfolio	Specific	Net exposure
US	2.4	0.1	4.8	7.4	- 0.1	- 0.1	7.2
BancWest	2.0	-	4.8	6.8	- 0.1	- 0.1	6.6
CIB	0.4	0.1	-	0.6	-	-	0.6
UK (CIB)	0.1	1.2	0.2	1.4	-	-	1.4
Spain (CIB)	-	0.1	0.7	0.8	-	-	0.8

<sup>(1)</sup> Excluding owner-occupied and real estate backed loans to corporates

- Exposure to the US home builder sector
  - BancWest: €2.0bn, of which €1.4bn drawn
  - CIB: €0.4bn
- UK exposure concentrated on large property companies
- Limited exposure to commercial real estate risk in Spain
  - No home builder exposure



# Real-Estate Related ABS and CDO Exposure Trading Book

- Negligible exposure to subprime, Alt-A, US CMBS and related CDOs
  - Continued reduction of US RMBS positions
  - Increased exposure to US CMBS related to unwinding of hedges
- Exposure predominantly in Europe and good quality
  - 88% rated AAA
- Booked at fair value through profit or loss
  - No accounting reclassification
  - Market prices or observable parameters used as the preferred basis for valuation when relevant

Net exposure in € bn	31.12.2007	30.06.2008	30.09.2008
TOTAL RMBS	4.2	3.0	2.7
US	2.1	1.2	0.8
Subprime	0.1	0.1	0.0
Mid-prime	0.5	0.3	0.1
Alt-A	0.5	0.2	0.1
Prime *	1.0	0.7	0.6
UK	0.5	0.4	0.8
Conforming	0.0	- 0.1	0.1
Non conforming	0.5	0.5	0.7
Spain	0.9	0.8	0.8
Other countries	0.7	0.6	0.3
TOTAL CMBS	1.0	1.1	1.6
US	- 0.1	0.3	0.7
Non US	1.1	0.8	0.9
TOTAL CDOs (cash and synthetic)	0.1	0.1	0.0
RMBS	0.1	0.2	0.2
US	- 0.2	- 0.1	- 0.1
Non US	0.3	0.3	0.3
CMBS	-	- 0.1	- 0.2
TOTAL Subprime, Alt-A, US CMBS and related CDOs	0.4	0.4	0.7

<sup>\*</sup> Excluding Government Sponsored Entity backed securities (€2.0bn as at 30.09.08)



# Real-Estate Related ABS and CDO Exposure Banking Book

- Negligible exposure to subprime, Alt-A, US CMBS and related CDOs
- Good quality exposure
  - 83% rated AAA
- Booked at amortised cost
  - With the appropriate provisions in case or permanent impairment

	31.12.2007	30.06.2008		30.09.2008	
Net exposure in € bn	Net exposure **	Net exposure **	Gross exposure *	Impairment	Net exposure **
TOTAL RMBS	1.7	2.8	3.0	- 0.1	2.9
US	1.3	1.6	1.8	- 0.1	1.7
Subprime (1)	0.1	0.2	0.2	- 0.0	0.2
Mid-prime	-	0.1	0.1	-	0.1
Alt-A	0.1	0.2	0.2	- 0.0	0.2
Prime ***	1.1	1.1	1.2	- 0.0	1.2
UK	0.0	0.1	0.1	-	0.1
Conforming	0.0	0.1	0.1	-	0.1
Non conforming	0.0	0.0	0.0	-	0.0
Spain	0.2	0.9	0.8	-	0.8
Other countries	0.1	0.3	0.3	-	0.3
TOTAL CMBS	0.2	0.3	0.4	-	0.4
US	0.1	0.1	0.1	-	0.1
Non US	0.2	0.3	0.3	-	0.3
TOTAL CDOs (cash and synthetic)	0.5	0.6	0.8	- 0.2	0.6
RMBS	0.2	0.3	0.4	- 0.1	0.3
US	0.0	0.0	0.1	- 0.1	0.0
Non US	0.1	0.3	0.3	-	0.3
CMBS	-	-	-	-	-
CDO of TRUPs	0.3	0.3	0.4	- 0.0	0.4
TOTAL Subprime, Alt-A, US CMBS and related CDOs	0.3	0.5	0.6	- 0.2	0.5

<sup>\*</sup>Entry price



<sup>\*\*</sup> Exposure net of impairment

<sup>\*\*\*</sup> Excluding Government Sponsored Entity backed securities (€2.6bn as at 30.09.08)

## Monoline Counterparty Exposure

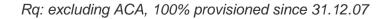
- Gross counterparty exposure: €3.81bn
  - Increase essentially due to widening spreads on the CDOs underlying the US subprime RMBS and foreign exchange effects

, and the second	31.12.2007		30.06.2008		30.09.2008	
In€bn	Notional	Gross counterparty exposure	Notional	Gross counterparty exposure	Notional	Gross counterparty exposure
CDOs of US RMBS subprime	2.97	1.34	2.75	1.85	3.01	2.60
CDOs of european RMBS	0.28	0.01	0.28	0.03	0.28	0.02
CDOs of CMBS	1.35	0.12	1.19	0.33	1.33	0.37
CDOs of corporate bonds	7.19	0.23	6.80	0.50	7.46	0.64
CLOs	5.47	0.17	5.30	0.32	5.34	0.17
Non credit related	n.s	0.02	n.s	0.01	n.s	0.02
Total gross counterparty exposure	n.s	1.88	n.s	3.05	n.s	3.81

### Net exposure up slightly/30.06.08

In € bn	31.12.2007	30.06.2008	30.09.2008
Total gross counterparty exposure	1.88	3.05	3.81
Credit derivatives bought from banks or other collateralized third parties	-0.80	-0.60	-0.61
Total unhedged gross counterparty exposure	1.08	2.45	3.20
Credit adjustments and allowances (1)	-0.42	-1.29	-1.85
Net counterparty exposure	0.66	1.15	1.36

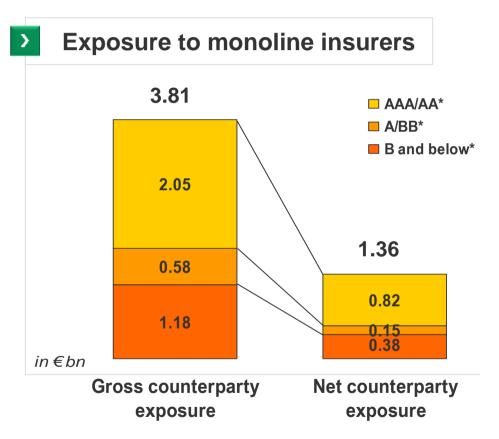
<sup>(1)</sup> Including specific allowance as at 30 September 2008 of €0.55bn related to monolines classified as doubtful





## Monoline Insurer Exposure **Details by Rating**

Limited exposure to counterparties whose credit ratings have deteriorated the most



\*Based on the lowest Moody's or Standard & Poor's rating



## **LBO**

- Final take portfolio: €7.0bn as at 30.09.08
  - Close to 200 transactions
  - 96% senior debt
  - Booked as loans and receivables at amortised cost

- Trading portfolio: stable
  - Exposure spread over 15 transactions, over 90% in Europe
  - 92% senior debt
  - Booked at fair value through profit or loss

