

RESULTS AS AT 30 JUNE 2021

PRESS RELEASE
Paris, 30 July 2021



A SOLID MODEL AND A STRONG PERFORMANCE

SUSTAINED GROWTH IN REVENUES

REVENUES: +0.9% vs. 2Q20
(+4.9% vs. 2Q19)

DECREASE IN COSTS, POSITIVE JAWS EFFECT

COSTS: -2.3% vs. 2Q20
(-3.5% vs. 2Q19)

STRONG INCREASE IN GOI¹ VS. 2Q20 AND 2Q19

GOI¹: +6.2% vs. 2Q20
(+21.5% vs. 2Q19)

LOW COST OF RISK: 38 bps²

- Below the 45-55 bps range²
- With overall no release of provisions on performing loans (stages 1 & 2)

STRONG RISE IN OPERATING INCOME VS. 2Q20 AND 2Q19

2Q21 OPERATING INCOME: €3,791m, +31.2% vs. 2Q20
(+19.7% vs. 2Q19)

VERY GOOD LEVEL OF RESULTS

STRONG RISE IN NET INCOME³ VS. 2Q20 AND 2Q19

2Q21 NET INCOME³: €2,911m, +26.6% vs. 2Q20
(+17.9% vs. 2Q19)

SOLID BALANCE SHEET – TRIM finalised

CET1 RATIO⁴: 12.9%

**AN ADDITIONAL ORDINARY DIVIDEND OF €1.55 IN CASH,
WILL BE PROPOSED AT THE GENERAL MEETING OF 24 SEPT. 2021, TO BE PAID OUT
ON 30 SEPT. 2021⁵**

1 GOI: Gross Operating Income; 2. Cost of risk / customer loans outstanding at the beginning of the period (in bps); 3. Net Income, Group share; 4. CRD4; including IFRS9 transitional arrangements; 5. Additional ordinary dividend per share on 2020 net income that would raise the pay-out ratio to 50%, in accordance with the Group's ordinary distribution policy and further to the ECB announcements of 23 July 2021 – Subject to the approval of the General Meeting of 24 Sept. 2021; detachment scheduled for 28 Sept. 2021, pay-out for 30 Sept. 2021



BNP PARIBAS

The bank
for a changing
world



The Board of Directors of BNP Paribas met on 29 July 2021. The meeting was chaired by Jean Lemierre, and the Board examined the Group's results for the second quarter 2021.

Commenting on these results, Chief Executive Officer Jean-Laurent Bonnafé stated at the end of the meeting:

“On the strength of its diversified and integrated model and its robust financial structure, BNP Paribas continues to expand its activities at the service of its clients and the economy. BNP Paribas’ results are solid and reflect the rebound in activity and our growth potential.

While strengthening its environmental and social commitments, and continuing its digital and industrial transformation, the Group continues to mobilise all its resources and expertise to support individual, corporate and institutional clients in putting in place the right solutions, supporting them in their transformation and contributing, alongside them, to the success of a solid and sustainable recovery.

I would like to thank BNP Paribas teams in all its entities for their constant presence at the side of our clients, who are increasingly numerous in placing their confidence in us in Europe and worldwide.”

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A SOLID MODEL AND A STRONG PERFORMANCE

Business activity moved solidly back on track this quarter, as the public health situation improved, albeit with differentiated momentum from one region, one sector, and one business line to another.

Against this backdrop, BNP Paribas once again demonstrated in the first half, the strength of its diversified model and its growth potential beyond the rebound that already occurred. The Group delivered high quarterly and half-yearly performances that were far higher than in 2019.

Accordingly, the Group is well-positioned to continue its growth.

At 11,776 million euros, revenues rose by 0.9% compared to the second quarter 2020 and by 4.9% compared to the second quarter 2019, driven by the very good performance in Domestic Markets and continued high level of revenues at CIB after an exceptional second quarter 2020.

In the operating divisions, revenues decreased by 1.2% compared to the second quarter 2020. Revenues rose strongly in Domestic Markets¹ (+9.5% compared to the second quarter 2020 and +3.9% compared to the second quarter 2019), driven by a sharp rebound in the networks (in particular in France) and solid growth in the specialised businesses (Arval in particular). International Financial Services' revenues decreased by 2.0% at historical scope and exchange rates compared to the second quarter 2020 but rose by 1.5% at constant scope and exchange rates, driven by the steep rise in asset management business lines, the growth at BancWest and Personal Finance, partly offset by an unfavourable basis of comparison in Insurance and a less favourable context in the Europe-Mediterranean networks. Lastly, thanks to the diversification of its businesses and the strength of its platforms, CIB achieved a very good performance after the exceptional context of the second quarter 2020. CIB revenues were down by 9.9% compared to the second quarter 2020 but rose sharply, by 19.8% when compared to the second quarter 2019.

¹ Including 100% of Private Banking in the domestic networks (excluding the PEL/CEL effects)



The Group's operating expenses, at 7,172 million euros, decreased by 2.3% compared to the second quarter 2020 and by 3.5% compared to the second quarter 2019. The jaws effect was very positive, at 3.1 points. Operating expenses this quarter included the exceptional impact of restructuring¹ and adaptation costs² (24 million euros) and IT reinforcement costs (47 million euros) for a total of 71 million euros (161 million euros of total exceptional operating expenses in the second quarter 2020).

In the operating divisions, operating expenses decreased by 0.8% compared to the second quarter 2020. They rose by 2.3% at Domestic Markets³, driven by the growth in the specialised businesses and by the rebound in activity in the networks. The increase was contained by cost-savings measures. Operating expenses rose by 2.6%⁴ at International Financial Services, due to the recovery in business activity, and fell by 8.0% at CIB from a high basis of comparison in the second quarter 2020.

The Group's gross operating income thus rose, to 4,604 million euros, a rebound of 6.2% compared to the second quarter 2020 and a very strong increase of 21.5% compared to the second quarter 2019.

The cost of risk, at 813 million euros, was down by 634 million euros compared to the second quarter 2020. At 38 basis points of customer loans outstanding, it was at a low level and below the range of 45 to 55 basis points. Provisions on non-performing loans (stage 3) were low, and there were overall no release of provisions on performing loans (stages 1 and 2).

The Group's operating income, at 3,791 million euros, was up sharply, by 31.2% compared to the second quarter 2020 and rose strongly by 19.7% compared to the second quarter 2019.

Non-operating items came to 403 million euros (236 million euros in the second quarter 2020). They included the exceptional impact of the +300 million euro capital gain on the sale of Allfunds' shares⁵. For the second quarter 2020, they reflected the +83 million euro capital gain on the sale of a building.

Pre-tax income rose very sharply, by 34.2%, to 4,194 million euros from 3,126 million euros in the second quarter 2020. It was strongly up by 24.2% compared to the second quarter 2019.

The average corporate income tax rate was 29.1%.

Net income amounted to 2,911 million euros, up very strongly by 26.6% compared to the second quarter 2020 and by 17.9% compared to the second quarter 2019. Excluding the effect of exceptional items⁶, it would have come to 2,748 million euros, an increase of 16.5% compared to the second quarter 2020 and of 4.9% compared to the second quarter 2019.

As at 30 June 2021, the Group's common equity Tier 1 ratio was 12.9%⁷, an increase of 10 basis points compared to 31 March 2021. The Group's immediately available liquidity reserve amounted to 488 billion euros, equivalent to over one year of room to manoeuvre in terms of wholesale funding. The leverage ratio⁸ stood at 4.0%.

Tangible net book value⁹ per share amounted to 76.3 euros, translating into a compound annual growth rate of 7.2% since 31 December 2008 and illustrating ongoing value creation throughout economic cycles.

¹ Related in particular to the discontinuation or restructuring of certain businesses (in particular at CIB)

² Adaptation measures in particular at BancWest and CIB

³ Including 100% of Private Banking in the domestic networks (excluding PEL/CEL effects)

⁴ +6.8% at constant scope and exchange rates

⁵ Disposal of 6.7% stake in Allfunds; BNP Paribas still holds a 15.77% stake in Allfunds.

⁶ Effects of after-tax one-off items: +162 million euros in the second quarter 2021, -61 million euros in the second quarter 2020, and -151 million euros in the second quarter 2019

⁷ CRD4; including IFRS9 transitional arrangements

⁸ Calculated in accordance with Regulation (EU) 2019/876, without opting for the temporary exclusion related to deposits with Eurosystem central banks authorised by the ECB decision of 18 June 2021

⁹ Revaluated



The Board of Directors will propose to shareholders at the Shareholder's Meeting to pay an ordinary cash dividend of 1.55 euros per share¹. This dividend is in addition to the ordinary dividend of 1.11 euros per share paid out in cash on 26 May 2021 and raises the total ordinary cash dividends paid out in 2021 to 2.66 euros, hence a pay-out ratio of 50% of the Group's 2020 net income.

The Group's distribution policy will be reviewed upon the closing of its 2021 full-year accounts, in particular as part of its 2025 strategic plan. The Group's new distribution policy will be announced when it will present its full-year results in February 2022.

The Group continued to strengthen its internal control framework.

The Group continued to pursue an ambitious policy of engaging with society. As such, the Group has a long-standing commitment to combat climate change, it is one of the first signatories of the Net-Zero Banking Alliance (NZBA), through which it pledged to align the greenhouse gas emissions tied to its financing activities to the trajectory required to achieve CO₂-neutrality by 2050. The Group has also made a strong commitment to help protect biodiversity. Three years after joining the act4nature initiative, BNP Paribas has stepped up its commitments contributing to protecting biodiversity, including its pledge to evaluate corporate clients on biodiversity criteria by 2025.

For the first half of the year, revenues came to 23,605 million euros, up by 4.6% compared to the first half of 2020 and by 5.5% compared to the first half of 2019.

In the operating divisions, revenues were up by 2.7%²: +5.2% at Domestic Markets³, driven by the rebound in the networks (in particular in France) and solid performance by the specialised businesses, notably Arval; +3.0% at International Financial Services at constant scope and exchange rates⁴, due to the strong increase in asset gathering businesses, good increase at BancWest and a less favourable context in other business lines; and +4.4% at CIB (+20.9% compared to the first half of 2019), on the back of sustained growth after the exceptional performance of the second quarter 2020 and an increase in all three businesses.

The Group's operating expenses increased by 1.8% to 15,769 million euros. They included the exceptional impact of restructuring⁵ and adaptation⁶ costs (82 million euros) and IT reinforcement costs (66 million euros) for a total of 148 million euro exceptional items (240 million euros in the first half of 2020). The jaws effect was very positive (+2.8 points).

Operating expenses included almost all taxes and contributions for the year (mainly the contribution to the Single Resolution Fund) for 1,460 million euros (1,284 million euros in the first half of 2020).

Operating expenses in the operating divisions rose by 1.1% compared to the first half of 2020. At Domestic Markets, they increased by 1.5%, as they supported growth in the specialised businesses and the rebound of activity in the networks. At International Financial Services, they rose by 2.1% at constant scope and exchange rates⁷. And at CIB, they rose by 4.3%, due to growth in activity and the impact of taxes subject to IFRIC 21.

¹ Subject to the approval of the General Meeting of 24 September 2021; detachment scheduled for 28 September 2021; pay-out for 30 September 2021

² +5.6% at constant scope and exchange rates

³ Including 100% of Private Banking in the domestic networks (excluding PEL/CEL effects)

⁴ -1.3% at historical scope and exchange rates

⁵ Restructuring costs related in particular to the discontinuation or restructuring of certain businesses (in particular at CIB)

⁶ Related in particular to Wealth Management and CIB

⁷ -2.2% at historical scope and exchange rates



The Group's gross operating income came to 7,836 million euros (7,068 million euros in the first half of 2020), up by 10.9% compared to the first half of 2020 and 20.8% compared to the first half of 2019. In the operating divisions, it rose by 6.0% compared to the first half of 2020.

At 1,709 million euros, the cost of risk was down by 1,164 million euros compared to the first half of 2020, when it was impacted by provisions on performing loans (stages 1 and 2), in connection with the health crisis. It came to 40 basis points of customer loans outstanding and has normalised at a low level, below the range of 45 to 55 basis points.

The Group's operating income, at 6,127 million euros (4,195 million euros in the first half of 2020), thus rose sharply by 46.0% compared to the first half of 2020. It was up by 36.4% compared to the first half of 2020 in the operating divisions.

The Group's non-operating items came to 890 million euros (726 million euros in the first half of 2020). In the first half of 2021, they included the exceptional impacts of the +302 million euro capital gain on the sale of buildings, the +96 million euro capital gain on the sale of a BNP Paribas Asset Management stake, and the +300 million euro capital gain on the sale of Allfunds' shares¹. In the first half of 2020, they included the +464 million euro exceptional impact of capital gains on the sale of several buildings.

Pre-tax income, at 7,017 million euros (4,921 million euros in the first half of 2020) thus rose sharply, by 42.6% compared to the first half of 2020, and by 15.8% compared to the first half of 2019.

The average corporate tax rate came to 31.8%, due to the impact of the first-quarter recognition of full-year taxes and contributions, in accordance with IFRIC 21 "Taxes", a large portion of which is not deductible.

Net income, group share amounted to 4,679 million euros, an increase of 30.6% compared to the first half of 2020 and of 6.7% compared to the first half of 2019.

The annualised return on tangible equity is 10.6% and reflects the BNP Paribas group's solid performances, thanks to its diversified and integrated model and confirms the rebound and growth potential of its activities.

¹ Disposal of 6.7% stake in Allfunds; BNP Paribas still holds a 15.77% stake in Allfunds



RETAIL BANKING & SERVICES

DOMESTIC MARKETS

Domestic Markets' results are very good, thanks to sustained business drive. Loans outstanding rose by 4.0% compared to the second quarter 2020, increasing in all business lines, especially in corporate and individual loans. Deposits rose by 7.5% compared to the second quarter 2020, driven by the effects of the public health crisis on customer behaviour. Amidst a buoyant environment, fees rose sustainably. Off-balance sheet savings expanded strongly (+15.5% compared to 30 June 2020), driven by a favourable market trend. Private Banking achieved net asset inflows of almost 3.0 billion euros. The recovery in cash management and trade finance is marked.

The acceleration in digital uses continues, with a 25.1% increase in daily connections to the mobile apps¹ (to almost 5 million) compared to the second quarter 2020.

Revenues², at 4,076 million euros, rose by 9.5% compared to the second quarter 2020. The performance in the networks³ (+7.9%) was very good, in particular in France. It was driven by the very sharp rise in fees and growth in loan activity, offset partly by the impact of the low-interest-rate environment. Growth in the specialised businesses continued, with strong increases at Arval, Nickel and Leasing Solutions.

Operating expenses², rose by 2.3% compared to the second quarter 2020, to 2,502 million euros. They were stable in the networks³ but up by 11.9% in the specialised businesses, as they tracked growth in activity. The jaws effect was largely positive (+7.2 points).

Gross operating income² rose sharply, by 23.4% compared to the second quarter 2020, to 1,574 million euros.

The cost of risk² was low, at 284 million euros (331 million euros in the second quarter 2020).

After allocating one third of Private Banking's net income to Wealth Management business (International Financial Services division), the division achieved a pre-tax income⁴ of 1,228 million euros, a sharp 38.9% increase compared to the second quarter 2020.

For the first half of the year, revenues², at 8,032 million euros, rose by 5.2% compared to the first half of 2020, driven by higher revenues in the networks³, mainly sustained by higher fees, financial fees in particular, and by growth in loan activity and offset partly by the low-interest-rate environment. It was also boosted by the strong increase in the specialised businesses, including very good growth at Arval. Operating expenses² rose by 1.5% compared to the first half of 2020, to 5,499 million euros. They were stable in the networks but higher in the specialised businesses in connection with their growth. Gross operating income² thus came to 2,533 million euros, a 14.2% increase compared to the first half of 2020. The cost of risk² decreased overall by 46 million euros compared to the first half of 2020, to 599 million euros. Hence, after allocating one third of Private Banking's net income to Wealth Management business (International Financial Services division), the division achieved a pre-tax income⁵ of 1,818 million euros, up sharply compared to the first half of 2020 (+24.7%).

¹ On average in the second quarter, scope: individual, corporate and private banking clients of DM networks or digital banks (including Germany, Austria) and Nickel

² Including 100% of Private Banking in France (excluding the PEL/CEL effects), Italy, Belgium and Luxembourg

³ FRB, BNL bc and BRB

⁴ Excluding PEL/CEL effects of +19 million euros compared to +15 million euros in the second quarter 2020

⁵ Excluding PEL/CEL effects of +20 million euros compared to +2 million euros in first half of 2020



French Retail Banking (FRB)

FRB's results improved sharply on the back of its strong business drive. Loans outstanding rose by 6.2% compared to the second quarter 2020, driven by an increase in corporate and individual loans. Loans to individuals continued to expand strongly, with sustained production and good level of margin. Deposits rose by 6.0% compared to the second quarter 2020, driven by the effect of the public health crisis on customer behaviour. FRB achieved strong growth in fees, sustained by the rebound in economic activity and the expansion in financial savings. Off-balance sheet savings rose sharply, boosted by a very steep increase in gross asset inflows into life insurance, with more than 5 billion euros as of 30 June 2021 (+72.6% compared to 30 June 2020). Net asset inflows into Private Banking rose by 0.9 billion euros.

Revenues¹ amounted to 1,587 million euros, an increase of 12.7% compared to the second quarter 2020. Net interest income¹ rebounded strongly, by 8.6%, with the normalisation of the contribution of the specialised subsidiaries and the increase in loan activity, partly offset by the low-interest-rate environment. Fees¹ rose sharply, by 17.8% compared to the second quarter 2020, driven by the steep increase in financial fees and the strong rebound in banking fees.

Operating expenses¹, at 1,075 million euros, were under control (+0.1% compared to the second quarter 2020), contained by cost-optimisation measures. The jaws effect was very positive at +12.7 points.

Gross operating income¹ amounted to 513 million euros, significantly up by 53.4% compared to the second quarter 2020.

The cost of risk¹ came to 101 million euros, an increase of 11 million euros compared to the second quarter 2020. It was still low, at 19 basis points of customer loans outstanding.

Hence, after allocating one third of Private Banking's net income in France to Wealth Management business (International Financial Services division), FRB achieved a pre-tax income² of 377 million euros, up sharply by 78.2% compared to the second quarter 2020.

For the first half of the year, revenues¹ amounted to 3,067 million euros, an increase of 4.6% compared to the first half of 2020. Net interest income¹ rose by 2.5%, due to the gradual normalising in the specialised subsidiaries' contribution during the first half of the year and to the impact of higher loan activity, which were partly offset by the low-interest-rate environment. Fees¹ rose by 7.1%, on the back of the steep rise in financial fees and the rebound in banking fees. Operating expenses¹, at 2,244 million euros, rose slightly (+0.2% compared to the first half of 2020), thanks to cost-optimisation measures. Gross operating income¹ amounted to 823 million euros, an increase of 18.9% compared to the first half of 2020. The cost of risk¹ amounted to 226 million euros (191 million euros in the first half of 2020). It was low, at 21 basis points of customer loans outstanding. Hence, after allocating one third of Private Banking's net income in France to Wealth Management business (International Financial Services division), FRB achieved a pre-tax income³ of 533 million euros, an increase of 22.9% compared to the first half of 2020.

¹ Including 100% of Private Banking in France (excluding PEL/CEL effects)

² Excluding PEL/CEL effects of +19 million euros compared to +15 million euros in the second quarter 2020

³ Excluding PEL/CEL effects of +20 million euros compared to +2 million euros in first half of 2020

**BNL banca commerciale (BNL bc)**

BNL bc's results rose. Loans outstanding were up by 1.1% compared to the second quarter 2020, driven mainly by the increase in loans to individuals. They were up by 2.9% when excluding non-performing loans. Deposits were up by 13.1% compared to the second quarter 2020 and rose in all customer segments. Off-balance sheet savings rose by 12.0% compared to 30 June 2020, driven by a strong increase in mutual fund outstanding (+19.0% compared to 30 June 2020), due, in turn, to a favourable market trend and an increase in life insurance outstanding (+7.5% compared to 30 June 2020). Net asset inflows into Private Banking were strong (more than 0.9 billion euros).

Revenues¹ rose by 3.1% compared to the second quarter 2020, to 669 million euros. Net interest income¹ decreased by 2.0%, as the low-interest-rate environment was only partly offset by the impact of higher volumes. Fees¹ rose by 11.0% compared to the second quarter 2020, on the back of higher financial fees, driven by the increase in transactions and off-balance sheet savings.

Operating expenses¹, at 435 million euros, rose by 3.0% compared to the second quarter 2020, driven mainly by the recovery in economic activity and despite the ongoing impact of adaptation measures (including the "Quota 100" early retirement plan). The jaws effect was positive.

Gross operating income¹ thus came to 235 million euros, an increase of 3.4% compared to the second quarter 2020.

The cost of risk¹, at 105 million euros, decreased by 17 million euros compared to the second quarter 2020. BNL bc has a low cost of risk¹ of 54 basis points of customer loans outstanding. The level of provisions on non-performing loans (stage 3) continues to reduce.

Hence, after allocating one third of Private Banking's net income in Italy to Wealth Management business (International Financial Services division), BNL bc achieved a pre-tax income of 120 million euros, up sharply, by 27.1% compared to the second quarter 2020.

For the first half of the year, revenues¹ increased by 2.8% compared to the first half of 2020 and came to 1,345 million euros. Net interest income¹ decreased, by 0.6%, due to the impact of the low-interest-rate environment, partly offset by higher volumes. Fees¹ rose strongly, by 8.1%, on the back of higher financial fees, with the increase in transactions and financial savings. At 894 million euros, operating expenses¹ rose by 0.8%, and BNL bc achieved a positive jaws effect of 2 points. Gross operating income¹ rose by 7.3%, to 451 million euros. At 215 million euros, the cost of risk¹ improved by 28 million euros, driven by ongoing decrease in provisioning of non-performing loans (stage 3). At 55 basis points of customer loans outstanding, BNL's cost of risk¹ was still low. Hence, after allocating one third of Private Banking's net income in Italy to Wealth Management business (International Financial Services division), BNL bc achieved a pre-tax income of 218 million euros, a steep 37.6% increase compared to the first half of 2020.

¹ Including 100% of Private Banking in Italy



Belgian Retail Banking

BRB's results rose sharply, driven by increased commercial activity. Loans outstanding expanded by 0.6% compared to the second quarter 2020, driven mainly by the increase in loans to individuals. Deposits rose by 6.2%. Individual customer deposits rose, but corporate customer deposits decreased. Upward momentum in fees was very good. The increase in off-balance sheet savings is solid (+14.7% compared to 30 June 2020), driven in particular by the favourable trend in mutual fund outstanding. Private Banking achieved good net asset inflows of almost 0.8 billion euros in the second quarter of 2021. Payment activities increased, with, in particular, a rebound in card payment volumes (+17% compared to the second quarter 2020).

Lastly, digital uses accelerated, with more than 55 million¹ monthly connections to the mobile apps (+42.0% compared to the second quarter 2020).

Revenues² were up by 3.5% compared to the second quarter 2020, to 864 million euros. Net interest income² decreased by 1.8%, due to low interest rates, partly offset by the contribution of the specialised subsidiaries and growth in loan activity. Fees² rose sharply (+16.9% compared to the second quarter 2020), thanks to good growth in financial fees and a rebound in banking fees.

Operating expenses², at 488 million euros, decreased by 2.1% compared to the second quarter 2020, on the back of cost-savings measures and ongoing optimisation of the branch network. The jaws effect was positive (+5.6 points).

Gross operating income² rose sharply by 11.8% compared to the second quarter 2020, to 376 million euros.

At 45 million euros, the cost of risk² improved by 35 million euros compared to the second quarter 2020 (80 million euros in the second quarter 2020). Provisions on non-performing loans (stage 3) decreased. At 15 basis points of customer loans outstanding, the cost of risk was low.

After allocating one third of Private Banking's net income in Belgium to Wealth Management business (International Financial Services division), BRB thus achieved a solid increase in pre-tax income to 317 million euros (+30.2% compared to the second quarter 2020).

For the first half of the year, revenues² were stable (+0.1% compared to the first half of 2020), to 1,722 million euros. Net interest income² were down by 4.6%, due to the impact of the low-interest-rate environment, partly offset by the specialised subsidiaries' contribution and by growth in loan activity. Fees² rose sharply, by 12.0%, driven up by the steep rise in financial fees and the increase in banking fees, as activity resumed. Operating expenses² decreased by 0.5% compared to the first half of 2020, to 1,323 million euros, thanks to cost-savings measures and the ongoing optimisation of the branch network. The cost of risk² decreased by 42 million euros compared to the first half of 2020, to 92 million euros. Provisions on non-performing loans (stage 3) decreased. At 16 basis points of customer loans outstanding, the cost of risk is low. Hence, after allocating one third of Private Banking's net income in Belgium to Wealth Management business (International Financial Services division), BRB achieved a strong growth in pre-tax income to 282 million euros (+18.0% compared to the first half of 2020).

¹ On average in the second quarter. Scope: individual, business and private banking customers (BNP Paribas Fortis and Hello Bank!)

² Including 100% of Belgian Private Banking

**Other Domestic Markets businesses (Arval, Leasing Solutions, Personal Investors, Nickel and Luxembourg Retail Banking)**

Domestic Markets' specialised businesses all achieved very good business development. Arval's financed fleet rose sharply (+6.4%¹), and the used car prices continued to rise in all countries. Leasing Solutions' outstandings rose by 4.7%² compared to the second quarter 2020, with a level of production on the year to date higher than its 2019 level. Personal Investors achieved a significant increase in assets under management (+40.4% compared to 30 June 2020), driven by strong market performances and the normalising in the number of market orders at a high level. Nickel continued to expand in France, with more than 2.1 million accounts opened³. Loans outstanding at Luxembourg Retail Banking (LRB) rose by 5.7% compared to the second quarter 2020, driven by a good increase in mortgage loans.

The total revenues⁴ of the five businesses rose sharply, by 15.3% compared to the second quarter 2020, to 956 million euros, driven in particular by the very strong increases at Arval, Leasing Solutions and Nickel. Personal Investors revenues stabilised at a high level.

Operating expenses⁴ rose by 11.9% compared to the second quarter 2020, to 505 million euros, driven by the expansion in activity. The jaws effect was positive (+3.4 points).

The cost of risk⁴ amounted to 34 million euros (40 million euros in the second quarter 2020).

Hence, after allocating one third of domestic Private Banking's net income in Luxembourg to Wealth Management business (International Financial Services division), pre-tax income of these five businesses came to 414 million euros, up sharply, 23.6% compared to the second quarter 2020.

For the first half of the year, revenues⁴ in the five businesses rose strongly by 13.3% compared to the first half of 2020, to 1,898 million euros, driven by very strong growth at Arval, good performances at Leasing Solutions, Personal Investors, and Nickel, and higher fees in Luxembourg Retail Banking, which were offset by the impact of the low-interest-rate environment. Operating expenses⁴ rose by 8.2% compared to the first half of 2020, driven by business growth. The jaws effect was positive (+5.1 points). The cost of risk⁴ amounted to 66 million euros (down from 78 million euros in the first half of 2020). Hence, after allocating one third of domestic Private Banking's domestic in Luxembourg to Wealth Management business (International Financial Services division), pre-tax income of these five businesses rose sharply, by 25.2% compared to the first half of 2020, to 785 million euros.

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¹ Average fleet in thousands of vehicles

² At constant scope and exchange rates

³ Since inception

⁴ Including 100% of Private Banking in Luxembourg



INTERNATIONAL FINANCIAL SERVICES

International Financial Services achieved good results and a sustained business drive. The Personal Finance business line is recovering, with a rebound in production in all distribution channels and an improvement in its cost of risk. Commercial activities were sustained in international retail networks¹, with an increase in fees and an ongoing rebound in individual loan production. The division also performed very well in its asset gathering activities, with very good net asset inflows (+12.1 billion euros) and an increase in assets under management (+10.8% compared to 30 June 2020). Underlying Insurance activity was strong and Real Estate continued to recover.

At 3,948 million euros, the division's revenues rose by 1.5% at constant scope and exchange rates but decreased by 2.0% at historical scope and exchange rates, compared to the second quarter 2020, due to a highly unfavourable exchange rate impact this quarter. The division benefited from the strong increase in asset management businesses and from the growth at BancWest² and Personal Finance, offset by a less favourable context for Europe-Mediterranean networks and an unfavourable basis of comparison in Insurance.

Operating expenses, at 2,478 million euros, were up by 2.6% at historical scope and exchange rates and by 6.8% at constant scope and exchange rates, in connection with the rebound in business activity.

Gross operating income thus came to 1,470 million euros, down by 8.9% compared to the second quarter 2020.

The cost of risk, at 417 million euros, improved significantly by 349 million euros compared to the second quarter 2020, which had reflected the impact of provisions on performing loans (stages 1 and 2) in connection with the health crisis.

Pre-tax income at International Financial Services thus came to 1,154 million euros, up sharply 20.2% compared to the second quarter 2020 at historical scope and exchange rates and by 21.0% at constant scope and exchange rates.

For the first half of the year, revenues came to 7,976 million euros, up by 3.0% at constant scope and exchange rates (-1.3% at historical scope and exchange rates) compared to the first half of 2020. The division achieved strong growth in its asset gathering businesses, driven by a favourable market context and strong growth at BancWest, offset by a decrease at Personal Finance in connection with the health crisis, and a less favourable context at Europe-Mediterranean. Operating expenses, at 5,065 million euros, were up by 2.1% at constant scope and exchange rates but down by 2.2% at historical scope and exchange rates. The division achieved a positive jaws effect of +0.9 point². Gross operating income thus came to 2,911 million euros, an increase of 0.4% compared to the first half of 2020. The cost of risk came to 774 million euros, with a significant 730 million euro improvement compared to the first half of 2020. International Financial Services' pre-tax income thus came to 2,396 million euros, up very sharply, by 50.2% at historical scope and exchange rates and by 52.6% at constant scope and exchange rates compared to the first half of 2020. It included this semester the impact of an exceptional positive item, with a 96 million euro capital gain on the sale of an Asset Management stake in the first quarter 2021.

¹ Europe-Mediterranean and BancWest

² At constant scope and exchange rates



Personal Finance

Personal Finance achieved a significant recovery in its business drive. Loan production rebounded with the easing in public health restrictions (+18.6%¹ between the first half of 2020 and the first half of 2021), with momentum particularly strong late in the period (+6.9%¹ between June 2021 and June 2019). The level of loans outstanding nonetheless continued to be affected by the lower production of 2020 (-0.5% compared to the second quarter 2020) with a shift in trend in the second quarter 2021 (+0.5% compared to the first quarter 2021).

Personal Finance's revenues came to 1,319 million euros, up 1.3% compared to the second quarter 2020, driven by higher volumes and the recovery in production.

Operating expenses, at 700 million euros, were up by 9.2% compared to the second quarter 2020, in connection with the support for the business recovery and ongoing investments. They had decreased by 8.6% in the second quarter 2020 compared to the second quarter 2019.

Gross operating income thus came to 619 million euros, down by 6.3% compared to the second quarter 2020.

The cost of risk came to 344 million euros, down by 106 million euros compared to the second quarter 2020, which had booked a 41 million euro provision on performing loans (stages 1 and 2) in connection with the health crisis. The cost of risk came to 147 basis points of customer loans outstanding, reflecting the efficiency in the management of delinquencies and the maintaining of a high level of performance in debt collection. The cost of risk remained at a normalised level that is comparable to 2019 levels.

Pre-tax income at Personal Finance thus came to 264 million euros, up sharply, by 25.9% compared to the second quarter 2020, on the back of a marked decrease in the cost of risk.

For the first half of the year, Personal Finance's revenues came to 2,651 million euros, down by 4.5% compared to the first half of 2020 (-3.6% at constant scope and exchange rates), due mainly to lower volumes with the health crisis in 2020 and despite the marked upturn in production late in the first half. Operating expenses rose by 2.4% compared to the first half of 2020 (+3.3% at constant scope and exchange rates) to 1,463 million euros, driven by the recovery in business activity and ongoing investments. Gross operating income thus decreased by 11.9% compared to the first half of 2020, to 1,188 million euros. The cost of risk improved by 368 million euros in the first half 2021, to 665 million euros. Driven by the steep decrease in cost of risk, pre-tax income at Personal Finance thus came to 529 million euros, a very strong increase of 63.6% compared to the first half of 2020 (+70.1% at constant scope and exchange rates).

¹ At constant exchange rates



Europe-Mediterranean

Europe-Mediterranean's commercial activity was robust amidst challenging environments. Loans outstanding rose by 2.0%¹ compared to the second quarter 2020, driven by loan growth, in particular in Poland and Turkey. Loan production continued to improve in all business lines, after bottoming out in August 2020 (+71%). Deposits rose by 7.3%¹ compared to the second quarter 2020, and were up in all countries. The number of digital customers rose by 14% compared to the second quarter 2020, to 3.9 million.

Europe-Mediterranean revenues² were down by 13.7%¹ compared to the second quarter 2020, to 464 million euros, with a decrease in net interest income, in particular in Turkey and Poland, partly offset by higher fees (+21.5% at constant exchange rate compared to the second quarter of 2020, after the low point reached in the second quarter of 2020, due to the health crisis and the impact of fee caps in some countries).

Operating expenses², at 394 million euros, were up by 6.8%¹ compared to the second quarter 2020, due to several targeted initiatives and high wage drift, in particular in Turkey.

The cost of risk² came to 58 million euros, down by 85 million euros compared to the second quarter 2020, which had booked a 49 million euro provision on performing loans (stages 1 and 2) in connection with the health crisis. The cost of risk came to 65 basis points of customer loans outstanding.

After allocating one third of Private Banking's net income in Turkey and Poland to Wealth Management business, Europe-Mediterranean thus achieved a pre-tax income of 80 million euros, down by 34.2%¹ compared to the second quarter 2020.

For the first half of the year, Europe-Mediterranean's revenues² were down by 11.3%¹ compared to the first half of 2020, to 981 million euros, due to the decrease in net interest income, particularly in Turkey and Poland, partly offset by a rebound in fees. Operating expenses² rose by 3.6%¹ compared to the first half of 2020, to 826 million euros. The increase was contained, despite high wage drift, in particular in Turkey. The cost of risk² improved to 97 million euros in the first half of 2021 from 229 million euros in the first half of 2020. After allocating one third of Private Banking's net income in Turkey and Poland to Wealth Management business, Europe-Mediterranean thus achieved a pre-tax income of 121 million euros, down by 29.4%¹.

BancWest

BancWest's commercial activity remained solid. Production of loans to individuals and to small and medium enterprises rose sharply (+34.5% compared to the second quarter 2020). Loans outstanding nonetheless decreased by 9.0%¹, due in particular to the discontinuation of a business in 2020 and the impact of economic stimulus measures, which were partly offset by the very strong momentum in loan production. Deposits rose by 9.4%¹ with a strong increase in customer deposits³ (+10.9%¹). Private Banking assets under management hit a record level of 18 billion dollars as at 30 June 2021, a 17.2%¹ increase compared to 30 June 2020.

Revenues⁴, rose by 2.1%¹ compared to the second quarter 2020, to 587 million euros, sustained by the increase in net interest income, which was driven, in turn, by the improved margin, increased deposits, loan production, and the increase in banking fees.

Operating expenses⁴ rose by 2.4%¹, to 406 million euros, with the rebound in commercial activity.

Gross operating income⁴ came to 182 million euros, down by 1.3%¹ compared to the second quarter 2020.

¹ At constant scope and exchange rates

² Including 100% of Private Banking in Turkey and in Poland

³ Deposits excluding treasury activities

⁴ Including 100% of Private Banking in the United States



The cost of risk¹ came to 8 million euros, a strong improvement from the 159 million euros of the second quarter 2020, which had booked a 128 million euro provision on performing loans (stages 1 and 2). It thus came to 7 basis points of customer loans outstanding.

Hence, after allocating one third of Private Banking's net income in the United States to Wealth Management, BancWest achieved a pre-tax income of 171 million euros, up very strongly from 22 million euros in the second quarter 2020.

For the first half of the year, revenues¹ rose by 6.9%² compared to the first half of 2020, to 1,212 million euros, driven by the strong increase in fees, an improved margin, increased deposits, and a good level of loan production. Operating expenses¹ decreased by 1.3%² compared to the first half of 2020, to 813 million euros. BancWest achieved a positive jaws effect of 8.2 points. Gross operating income¹ thus came to 399 million euros, up 28.4%² compared to the first half of 2020. At 2 million euros, the cost of risk¹ improved drastically from the first half of 2020, when it amounted to 229 million euros, with the impact of provisions on performing loans (stages 1 and 2). Hence, after allocating one third of Private Banking's net income in the United States to Wealth Management business, BancWest achieved a pre-tax income of 390 million euros in the first half of 2021 (100 million euros in the first half of 2020), a 4.4-fold increase².

Insurance and Wealth and Asset Management

Assets under management³ came to 1,203 billion euros as at 30 June 2021, a 3.2% increase compared to 31 December 2020, due particularly to a favourable performance impact of 40.8 billion euros, driven by market trends and good management performances. They benefited from a favourable exchange rate impact of 7.9 billion euros. The scope impact was negative (-28.6 billion euros) and was due mainly to the first quarter 2021 sale of a BNP Paribas Asset Management stake. Very strong net asset inflows (17.2 billion euros in the first half 2021) were driven by all business lines, with very good net asset inflows in Wealth Management in Europe, and particularly in domestic markets, as well as in Asia and the United States; strong net asset inflows into Asset Management, notably in medium and long-term vehicles, partly offset by outflows from money-market vehicles, and very good net asset inflows in Insurance, notably in unit-linked and in particular in France, Italy and Luxembourg.

As at 30 June 2021, assets under management³ were split as follows: 518 billion euros at Asset Management (including 29 billion euros in Real Estate Investment Management), 410 billion euros at Wealth Management, and 274 billion euros at Insurance.

Commercial activity in Insurance was very good. The Savings activity was sustained both in France and internationally, with gross asset inflows up sharply (+54.3% compared to the first half of 2020) and a very large proportion of unit-linked contracts in net asset inflows. The Protection activity increased in France, with a good performance of personal protection and property & casualty (Cardif IARD). It also improved internationally, particularly in Asia and Latin America.

Insurance revenues were down 7.4% compared to the second quarter 2020, at 767 million euros. The effect of the robust increase in Savings and the positive momentum in Protection was offset by an unfavourable basis of comparison with the second quarter 2020, as Insurance revenues in the second quarter 2020 reflected the specific accounting impact of strong market gains. Operating expenses rose by 8.4% compared to the second quarter 2020, to 367 million euros, in connection with the rebound in commercial activity and targeted initiatives. Pre-tax income decreased by 22.6% compared to the second quarter 2020, to 424 million euros, including the impact of claims on associates.

¹ Including 100% of Private Banking in the United States

² At constant scope and exchange rates

³ Including distributed assets



Overall activity was very good on the whole in Wealth and Asset Management. Wealth Management activity was up, with very good net asset inflows, particularly in domestic markets with large European and international accounts, and a marked increase in financial fees, with an increase in outstanding and transaction volumes. Asset Management activity was very robust, with strong net asset inflows (+5.3 billion euros), mainly in medium- and long-term vehicles in Europe. Real Estate Services continues to recover, notably in Advisory, in particular in France.

Wealth and Asset Management revenues rose by 22.4% compared to the second quarter 2020, to 830 million euros, and were up in all business lines. They were driven by higher fees and loan revenues in Wealth Management, the impact of strong net asset inflows and the performance impact in Asset Management, and the rebound in Real Estate Services revenues from a low base in the second quarter 2020. Operating expenses came to 624 million euros, up by 3.8% compared to the second quarter 2020, due mainly to the expansion in activity at Real Estate Services and Asset Management. The jaws effect was very positive in all business lines (+18.6 points overall). Pre-tax income at Wealth and Asset Management came to 215 million euros, after including one third of Private Banking's results in Domestic Markets, Turkey, Poland and the United States. It doubled the level of the second quarter 2020 (+110.9%) on the back of solid growth in all business lines.

For the first half of the year, Insurance revenues, at 1,558 million euros, rose by 10.8% compared to the first half of 2020, driven by a very good performance of Savings and the recovery in Protection and from a low base due to the accounting impact related to the evolution of the markets in the first half of 2020. Operating expenses rose by 2.5% compared to the first half of 2020, to 750 million euros, in connection with development of business activity and targeted initiatives. Pre-tax income in Insurance rose by 16.4% compared to the first half of 2020, to 866 million euros, driven also by the increased contribution of associates.

At 1,614 million euros, Wealth and Asset Management's revenues were up sharply, by 13.5% compared to the first half of 2020. They reflected a very good performance by Asset Management, driven by strong net asset inflows and performance impact, the rebound in Real Estate Services from a low base in the first half of 2020, and the impact of the low-interest-rate environment partly offset by higher fees at Wealth Management. Operating expenses decreased slightly, by 0.6% compared to the first half of 2020, to 1,236 million euros. The jaws effect was positive in all business lines (+14.1 points overall). Pre-tax income of Wealth and Asset Management, after including one third of Private Banking results in Domestic Markets, Turkey, Poland and the United States, thus came to 490 million euros. It rose by 139.9% compared to the first half of 2020, driven mainly by the highly significant increase in gross operating income at Asset Management and the capital gain realised on the sale of an Asset Management stake in the first quarter 2021.

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CORPORATE AND INSTITUTIONAL BANKING (CIB)

CIB achieved very good results, on the back of its diversification and demonstrated a very strong activity in all its business lines.

Financing businesses achieved robust activity in equity issuance, debt volumes compared to the second quarter 2020 are normalising. On the markets, client activity was very strong in equity derivatives and prime services. The level of activity in rates, forex and credit was very good. Lastly, Securities Services achieved an increase in assets and a continued very high level of transaction volumes.

The division is finalising development deals with the completion of the first wave of client transfers from Deutsche Bank's prime brokerage business and, the July 2021 closing of the Exane acquisition.

Driven by its diversification, the division achieved a high-level performance. Hence, while revenues decreased by 9.9% to 3,714 million euros, due to a high second quarter 2020 basis of comparison, they rose sharply by 19.8% compared to the second quarter 2019.

Corporate Banking revenues, at 1,238 million euros, decreased only slightly, by 1.6%¹ from a high second quarter 2020 basis of comparison, but rose sharply, by 13.2% compared to the second quarter 2019. The growth in revenues² was driven by the Americas and EMEA³, a continued strong performance by the Capital Markets platform, and the strong increase in trade finance, cash management and cross-border transactions. Business volumes remained high with strong growth in financing raised for clients on credit, bond and equity markets compared to the second quarter 2019 (+24%⁴) and down by 37% compared to the exceptional level of the second quarter 2020. At 154 billion euros⁵, loans outstanding decreased by 8.2% compared to the second quarter 2020, due to the normalisation that occurred after the spike in utilisation in the first half of 2020. Loans outstanding nonetheless continued to expand (+4.1% compared to the fourth quarter 2020). Volumes of Equity Capital Markets deals led in EMEA⁶ rose sharply (+141% compared to the first half of 2020), with greater market share (4.3%, a 0.8-point increase compared to the first half of 2020). Deposits, at 185 billion euros⁵ rose by 7.1%, in connection with the health crisis, but were 3.6% below the third quarter 2020 peak.

Global Markets revenues came to 1,904 million euros, a very good level compared to an exceptional second quarter 2020. While they decreased by 17.4%⁷ from a high second quarter 2020 base, they rose very sharply by 35.2% compared to the second quarter 2019. Client activity was robust, driven by a very high global bond volumes led (+15% compared to the quarterly average during the 2019-2020 period)⁸, a normalising of rates, forex and commodities activities and a very strong growth in derivatives, particularly in structured products. VaR (1-day, 99%), which measures the level of market risks, decreased to 33 million euros, reaching a low point in early June with the gradual exit from the period of reference of the volatility spikes caused by the triggering of the health crisis.

FICC⁹ performed well in all its business lines, with revenues of 1,148 million euros. They were lower than the exceptional basis of comparison in second quarter 2020 (-43.0%) but were much higher than the second quarter 2019 (+44.8%). Equity and Prime Services revenues rose sharply, to 757 million euros, a 2.6-fold increase compared to the second quarter 2020, driven by record client activity and a rebound effect in comparison to a second quarter 2020 that continued to be affected by the crisis environment.

¹ +2.5% at constant scope and exchange rates

² At constant scope and exchange rates

³ EMEA: Europe, Middle East and Africa

⁴ Source: Dealogic, 30 June 2021, bookrunner ranking in volume, apportioned amounts

⁵ Average outstandings, change at constant scope and exchange rates

⁶ Source: Dealogic, 30 June 2021, bookrunner ranking in volume, EMEA: Europe, Middle East and Africa

⁷ -15.9% at constant scope and exchange rates

⁸ Source: Dealogic, 30 June 2021, bookrunner ranking in volume

⁹ Fixed Income, Currencies, and Commodities



Securities Services' revenues, at 571 million euros, were up by 1.9% (+5.3% at constant scope and exchange rates) compared to the second quarter 2020, due to the increase in average outstandings (+20.3% compared to the second quarter 2020), favourable market trends, the onboarding of new clients and the good level of fees on transaction. Securities Services thus continued its very good business drive, closed the acquisition of the depository bank business of Banco Sabadell announced in 2020 and continues to expand with large mandates won recently in the eurozone and the United States.

CIB's operating expenses decreased by 8.0% to 2,042 million euros compared to the second quarter 2020, in connection with the decrease in activity and cost-savings measures.

CIB's gross operating income was down by 12.2%, to 1,672 million euros.

At 57 million euros, CIB's cost of risk decreased further without overall release of provisions on performing loans (stages 1 & 2). It improved by 262 million euros compared to the second quarter 2020. It came to 64 million euros at Corporate Banking (or 17 basis points of customer loans outstanding) and a write-back of 5 million euros at Global Markets.

Driven by very good results in its business lines, CIB's pre-tax income came to 1,637 million euros, a 3.2% increase from a high second quarter 2020 basis of comparison, and a very strong 54.8% rise compared to the second quarter 2019.

For the first half of the year, CIB's revenues increased by 4.4% compared to the first half of 2020 (8.6% at constant scope and exchange rates) to 7,384 million euros. Driven by the diversification of its businesses and the development of its platforms, revenues rose in all three businesses: Global Markets (+7.9%¹), Corporate Banking (+11.3%¹) and Securities Services (+5.2%¹).

Corporate Banking revenues were up by 6.6% compared to the first half of 2020, to 2,481 million euros, driven by EMEA² and the Americas, by the gains of the Capital Markets platform in EMEA compared to a high basis of comparison in the first half of 2020, and by the recovery in transactional banking (cash management and trade finance activities).

Global Markets revenues rose by 3.9% compared to the first half of 2020, to 3,750 million euros. At 2,296 million euros, FICC³ revenues were driven by a very strong performance, in particular in primary markets, forex and commodity derivatives. They decreased by 32.6% from the highly exceptional first half of 2020 but rose sharply compared to the first half of 2019 (+25.6%). Equity & Prime Services revenues came to 1,454 million euros in the first half of 2021, a record level, driven by the rebound in derivatives compared to the first half of 2020, which was impacted by the extreme market shocks of the first quarter 2020, as well as by European authorities' restrictions on the payment of dividends⁴, followed in the second quarter 2020 by a gradual recovery in activity.

Securities Services' revenues increased by 1.3% compared to the first half of 2020, driven by the impact of higher outstandings, in particular with the onboarding of the large mandates won recently, and the increase in transaction volumes.

CIB's operating expenses were up by 4.3% compared to the first half of 2020, to 4,809 million euros, in connection with the strong growth in activity and the increase in taxes subject to IFRIC 21⁵. The division achieved a positive jaws effect due to cost-savings measures (+2.2 points excluding taxes subject to IFRIC 21).

¹ At constant scope and exchange rates

² EMEA: Europe, Middle East and Africa

³ Fixed Income, Currencies and Commodities

⁴ Reminder: in the first quarter of 2020: -€184m, due to European authorities' restrictions on the payment of 2019 dividends

⁵ Taxes subject to IFRIC: €628m, +€107m compared to the first half of 2020



CIB's gross operating income thus achieved a 4.5% increase to 2,575 million euros.

At 229 million euros, CIB's cost of risk was low. It improved by 454 million euros compared to the first half of 2020, which had booked the effects of the health crisis and particularly the provisions on performing loans (stages 1 and 2).

CIB thus achieved a pre-tax income of 2,388 million euros, an increase of 33.5% compared to the first half of 2020.

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CORPORATE CENTRE

Corporate Centre's revenues amounted to 162 million euros, compared to -78 million euros in the second quarter 2020, mainly on the back of a very strong contribution by Principal Investments compared to a second quarter 2020 impacted by the health crisis.

Operating expenses at Corporate Centre came to 222 million euros in the second quarter 2021. They included the exceptional 24 million euros impact of restructuring¹ and adaptation² costs and 47 million euros in IT reinforcement costs. In the second quarter 2020 they reflected the 86 million euro exceptional impact of donations and staff safety measures relating to the health crisis, the 30 million euro impact of restructuring¹ and adaptation² costs and the 45 million euros impact of IT reinforcement costs.

The cost of risk was 64 million euros (33 million euros in the second quarter 2020).

Other non-operating items came to 298 million euros in the second quarter 2021 (102 million euros in the second quarter 2020). In the second quarter 2021, they reflected the impact of the 300 million euro capital gain on the sale of Allfunds' shares³. In the second quarter 2020, they reflected the exceptional impact of the 83 million euro capital gain on the sale of a building.

Corporate Centre's pre-tax income thus came to 155 million euros (-320 million euros in the second quarter 2020).

For the first half of the year, Corporate Centre revenues amounted to 477 million euros (48 million euros in the first half of 2020), reflecting particularly Principal Investments' very strong contribution compared to a first half of 2020 impacted by the health crisis. Corporate Centre's operating expenses came to 553 million euros in the first half of 2021. They included the exceptional impact of 82 million euros in restructuring¹ and adaptation² costs and 66 million euros in IT reinforcement costs. In the first half of 2020, they reflected the exceptional impact of 86 million euros in donations and staff safety measures connected to the health crisis, 76 million euros in restructuring¹ and adaptation² costs and 79 million euros in IT reinforcement costs. The cost of risk came to 119 million euros (46 million euros in the first half of 2020). Other non-operating items came to 589 million euros in the first half of 2021 (483 million euros in the first half of 2020). In the first half of 2021, they included the exceptional impact of a 302 million euro capital gain realised on the sale of buildings and a 300 million euro capital gain on the sale of Allfunds' shares³. In the first half of 2020, they reflected the exceptional impact of 464 million euros in capital gains on the sale of buildings. Corporate Centre's pre-tax income thus came to 394 million euros (78 million euros in the first half of 2020).

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¹ Restructuring costs related in particular to the discontinuation or restructuring of certain businesses (in particular at CIB)

² Related in particular to BancWest and CIB

³ Disposal of 6.7% stake in Allfunds; BNP Paribas continues to hold a 15.77% stake in Allfunds



FINANCIAL STRUCTURE

The Group has a very solid financial structure.

Its common equity Tier 1 ratio amounted to 12.9%¹ as of 30 June 2021, up by 10 basis points compared to 31 March 2021, due mainly to:

- the placing of the quarter's net income into reserve after taking into account a 50% pay-out ratio (+20 bps);
- the impacts related to the updating of models and regulation (-10 bps).

The overall impact of other effects on the ratio remained limited overall.

The leverage ratio² amounted to 4.0% as at 30 June 2021.

The immediately available liquidity reserves came to 488 billion euros and are equivalent to more than one year of room to manoeuvre in terms of wholesale funding.

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¹ CRD4, including IFRS 9 transitional provisions

² Calculated in accordance with Regulation (EU) 2019/876, without opting for the temporary exclusion related to deposits with Eurosystem central banks authorised by the ECB decision of 18 June 2021

**CONSOLIDATED PROFIT AND LOSS ACCOUNT**

	2Q21	2Q20	2Q21 / 2Q20	1Q21	2Q21 / 1Q21	1H21	1H20	1H21 / 1H20
€m								
Group								
Revenues	11,776	11,675	+0.9%	11,829	-0.4%	23,605	22,563	+4.6%
Operating Expenses and Dep.	-7,172	-7,338	-2.3%	-8,597	-16.6%	-15,769	-15,495	+1.8%
Gross Operating Income	4,604	4,337	+6.2%	3,232	+42.5%	7,836	7,068	+10.9%
Cost of Risk	-813	-1,447	-43.8%	-896	-9.2%	-1,709	-2,873	-40.5%
Operating Income	3,791	2,890	+31.2%	2,336	+62.3%	6,127	4,195	+46.0%
Share of Earnings of Equity-Method Entities	101	130	-22.2%	124	-18.4%	225	225	-0.0%
Other Non Operating Items	302	106	n.s.	363	-16.9%	665	501	+32.7%
Non Operating Items	403	236	+70.7%	487	-17.3%	890	726	+22.6%
Pre-Tax Income	4,194	3,126	+34.2%	2,823	+48.6%	7,017	4,921	+42.6%
Corporate Income Tax	-1,193	-746	+59.9%	-969	+23.1%	-2,162	-1,157	+86.9%
Net Income Attributable to Minority Interests	-90	-81	+11.1%	-86	+4.6%	-176	-183	-3.8%
Net Income Attributable to Equity Holders	2,911	2,299	+26.6%	1,768	+64.7%	4,679	3,581	+30.6%
Cost/income	60.9%	62.9%	-2.0 pt	72.7%	-11.8 pt	66.8%	68.7%	-1.9 pt

BNP Paribas' financial disclosures for the second quarter 2021 are contained in this press release and in the presentation attached herewith.

All legally required disclosures, including the Universal 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 and seq. of the Autorité des Marchés Financiers' general rules.



2Q21 – RESULTS BY CORE BUSINESSES

	Domestic Markets	International Financial Services	CIB	Operating Divisions	Others activities	Group	
<i>€m</i>							
Revenues	3,952	3,948	3,714	11,614	162	11,776	
	%Change2Q20	+9.7%	-2.0%	-9.9%	-1.2%	n.s.	+0.9%
	%Change1Q21	+3.6%	-2.0%	+1.2%	+0.9%	-48.3%	-0.4%
Operating Expenses and Dep.	-2,431	-2,478	-2,042	-6,951	-222	-7,172	
	%Change2Q20	+2.3%	+2.6%	-8.0%	-0.8%	-32.5%	-2.3%
	%Change1Q21	-16.5%	-4.2%	-26.2%	-15.9%	-33.0%	-16.6%
Gross Operating Income	1,522	1,470	1,672	4,663	-59	4,604	
	%Change2Q20	+24.1%	-8.9%	-12.2%	-1.7%	-85.4%	+6.2%
	%Change1Q21	+68.3%	+2.0%	+85.1%	+43.6%	n.s.	+42.5%
Cost of Risk	-276	-417	-57	-749	-64	-813	
	%Change2Q20	-16.3%	-45.5%	-82.2%	-47.0%	+93.8%	-43.8%
	%Change1Q21	-11.5%	+16.6%	-67.0%	-10.9%	+16.5%	-9.2%
Operating Income	1,246	1,053	1,615	3,914	-123	3,791	
	%Change2Q20	+38.9%	+24.3%	+1.9%	+17.6%	-71.9%	+31.2%
	%Change1Q21	n.s.	-2.8%	n.s.	+62.6%	+71.8%	+62.3%
Share of Earnings of Equity-Method Entities	-2	113	10	121	-20	101	
Other Non Operating Items	3	-12	12	4	298	302	
Pre-Tax Income	1,247	1,154	1,637	4,039	155	4,194	
	%Change2Q20	+38.8%	+20.2%	+3.2%	+17.2%	n.s.	+34.2%
	%Change1Q21	n.s.	-7.0%	n.s.	+56.3%	-35.5%	+48.6%

	Domestic Markets	International Financial Services	CIB	Operating Divisions	Others activities	Group	
<i>€m</i>							
Revenues	3,952	3,948	3,714	11,614	162	11,776	
	2Q20	3,602	4,027	4,123	11,753	-78	11,675
	1Q21	3,816	4,028	3,670	11,514	314	11,829
Operating Expenses and Dep.	-2,431	-2,478	-2,042	-6,951	-222	-7,172	
	2Q20	-2,376	-2,414	-2,220	-7,009	-329	-7,338
	1Q21	-2,912	-2,587	-2,767	-8,266	-331	-8,597
Gross Operating Income	1,522	1,470	1,672	4,663	-59	4,604	
	2Q20	1,226	1,613	1,904	4,743	-406	4,337
	1Q21	904	1,441	903	3,248	-17	3,232
Cost of Risk	-276	-417	-57	-749	-64	-813	
	2Q20	-329	-765	-319	-1,414	-33	-1,447
	1Q21	-311	-357	-172	-841	-55	-896
Operating Income	1,246	1,053	1,615	3,914	-123	3,791	
	2Q20	897	848	1,585	3,329	-439	2,890
	1Q21	593	1,084	731	2,408	-72	2,336
Share of Earnings of Equity-Method Entities	-2	113	10	121	-20	101	
	2Q20	1	116	-3	113	17	130
	1Q21	-5	100	9	104	20	124
Other Non Operating Items	3	-12	12	4	298	302	
	2Q20	1	-3	6	4	102	106
	1Q21	3	57	11	72	292	363
Pre-Tax Income	1,247	1,154	1,637	4,039	155	4,194	
	2Q20	899	960	1,587	3,446	-320	3,126
	1Q21	591	1,242	751	2,584	239	2,823
Corporate Income Tax							-1,193
Net Income Attributable to Minority Interests							-90
Net Income Attributable to Equity Holders							2,911

**1H21 – RESULTS BY CORE BUSINESSES**

		Domestic Markets	International Financial Services	CIB	Operating Divisions	Others activities	Group
<i>€m</i>							
Revenues		7,768	7,976	7,384	23,128	477	23,605
	%Change1H20	+5.6%	-1.3%	+4.4%	+2.7%	n.s.	+4.6%
Operating Expenses and Dep.		-5,343	-5,065	-4,809	-15,216	-553	-15,769
	%Change1H20	+1.6%	-2.2%	+4.3%	+1.1%	+25.0%	+1.8%
Gross Operating Income		2,426	2,911	2,575	7,912	-76	7,836
	%Change1H20	+15.6%	+0.4%	+4.5%	+6.0%	-80.7%	+10.9%
Cost of Risk		-587	-774	-229	-1,590	-119	-1,709
	%Change1H20	-8.3%	-48.5%	-66.5%	-43.8%	n.s.	-40.5%
Operating Income		1,838	2,137	2,346	6,322	-195	6,127
	%Change1H20	+26.1%	+53.1%	+31.7%	+36.4%	-55.6%	+46.0%
Share of Earnings of Equity-Method Entities		-6	213	19	225	0	225
Other Non Operating Items		7	46	23	76	589	665
Pre-Tax Income		1,839	2,396	2,388	6,623	394	7,017
	%Change1H20	+26.0%	+50.2%	+33.5%	+36.7%	n.s.	+42.6%
Corporate Income Tax							-2,162
Net Income Attributable to Minority Interests							-176
Net Income Attributable to Equity Holders							4,679

**QUARTERLY SERIES**

€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
GROUP						
Revenues	11,776	11,829	10,827	10,885	11,675	10,888
Operating Expenses and Dep.	-7,172	-8,597	-7,562	-7,137	-7,338	-8,157
Gross Operating Income	4,604	3,232	3,265	3,748	4,337	2,731
Cost of Risk	-813	-896	-1,599	-1,245	-1,447	-1,426
Operating Income	3,791	2,336	1,666	2,503	2,890	1,305
Share of Earnings of Equity-Method Entities	101	124	68	130	130	95
Other Non Operating Items	302	363	496	38	106	395
Pre-Tax Income	4,194	2,823	2,230	2,671	3,126	1,795
Corporate Income Tax	-1,193	-969	-558	-692	-746	-411
Net Income Attributable to Minority Interests	-90	-86	-80	-85	-81	-102
Net Income Attributable to Equity Holders	2,911	1,768	1,592	1,894	2,299	1,282
Cost/Income	60.9%	72.7%	69.8%	65.6%	62.9%	74.9%



€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
RETAIL BANKING & SERVICES Excl. PEL/CEL						
Revenues	7,881	7,843	7,753	7,677	7,615	7,823
Operating Expenses and Dep.	-4,909	-5,499	-5,089	-4,855	-4,790	-5,650
Gross Operating Income	2,972	2,344	2,664	2,822	2,825	2,172
Cost of Risk	-693	-669	-1,137	-938	-1,095	-1,050
Operating Income	2,280	1,675	1,527	1,883	1,730	1,122
Share of Earnings of Equity-Method Entities	111	96	56	111	116	74
Other Non Operating Items	-8	61	66	-5	-2	12
Pre-Tax Income	2,382	1,832	1,649	1,990	1,845	1,208
Allocated Equity (€bn, year to date)	54.6	54.9	55.3	55.6	55.8	55.8
RETAIL BANKING & SERVICES						
Revenues	7,900	7,844	7,753	7,678	7,630	7,810
Operating Expenses and Dep.	-4,909	-5,499	-5,089	-4,855	-4,790	-5,650
Gross Operating Income	2,992	2,345	2,664	2,823	2,840	2,159
Cost of Risk	-693	-669	-1,137	-938	-1,095	-1,050
Operating Income	2,299	1,676	1,527	1,885	1,745	1,109
Share of Earnings of Equity-Method Entities	111	96	56	111	116	74
Other Non Operating Items	-8	61	66	-5	-2	12
Pre-Tax Income	2,402	1,833	1,649	1,991	1,859	1,195
Allocated Equity (€bn, year to date)	54.6	54.9	55.3	55.6	55.8	55.8
DOMESTIC MARKETS (including 100% of PB in France, Italy, Belgium and Luxembourg) Excluding PEL/CEL Effects ¹						
Revenues	4,076	3,956	3,976	3,867	3,721	3,913
Operating Expenses and Dep.	-2,502	-2,997	-2,610	-2,543	-2,446	-2,970
Gross Operating Income	1,574	959	1,366	1,324	1,276	943
Cost of Risk	-284	-315	-458	-353	-331	-313
Operating Income	1,291	644	908	971	944	630
Share of Earnings of Equity-Method Entities	-2	-5	1	4	1	0
Other Non Operating Items	3	4	45	4	1	1
Pre-Tax Income	1,292	643	953	978	946	630
Income Attributable to Wealth and Asset Management	-64	-53	-64	-56	-62	-56
Pre-Tax Income of Domestic Markets	1,228	590	890	922	884	574
Allocated Equity (€bn, year to date)	25.7	25.8	26.2	26.3	26.1	26.0
DOMESTIC MARKETS (including 2/3 of PB in France, Italy, Belgium and Luxembourg)						
Revenues	3,952	3,816	3,838	3,735	3,602	3,757
Operating Expenses and Dep.	-2,431	-2,912	-2,534	-2,473	-2,376	-2,885
Gross Operating Income	1,522	904	1,304	1,262	1,226	872
Cost of Risk	-276	-311	-459	-346	-329	-311
Operating Income	1,246	593	845	916	897	561
Share of Earnings of Equity-Method Entities	-2	-5	1	4	1	0
Other Non Operating Items	3	3	44	4	1	0
Pre-Tax Income	1,247	591	890	924	899	561
Allocated Equity (€bn, year to date)	25.7	25.8	26.2	26.3	26.1	26.0

1. Including 100% of Private Banking for the Revenues to Pre-tax income items



€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
FRENCH RETAIL BANKING (including 100% of Private Banking in France) ¹						
Revenues	1,607	1,481	1,516	1,498	1,423	1,511
<i>Incl. Net Interest Income</i>	860	797	855	853	788	810
<i>Incl. Commissions</i>	747	684	661	645	634	702
Operating Expenses and Dep.	-1,075	-1,169	-1,126	-1,125	-1,074	-1,166
Gross Operating Income	532	312	390	373	349	345
Cost of Risk	-101	-125	-169	-137	-90	-101
Operating Income	431	186	221	236	259	244
Non Operating Items	-2	1	40	-2	0	-1
Pre-Tax Income	429	187	261	235	259	244
Income Attributable to Wealth and Asset Management	-32	-30	-36	-30	-33	-35
Pre-Tax Income of BDDF	397	157	225	205	226	209
Allocated Equity (€bn, year to date)	10.8	10.8	11.0	11.0	10.8	10.6

€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
FRENCH RETAIL BANKING (including 100% of Private Banking in France) Excluding PEL/CEL Effects ¹						
Revenues	1,587	1,480	1,516	1,496	1,408	1,524
<i>Incl. Net Interest Income</i>	840	796	855	852	774	823
<i>Incl. Commissions</i>	747	684	661	645	634	702
Operating Expenses and Dep.	-1,075	-1,169	-1,126	-1,125	-1,074	-1,166
Gross Operating Income	513	310	390	371	334	358
Cost of Risk	-101	-125	-169	-137	-90	-101
Operating Income	412	185	221	235	244	257
Non Operating Items	-2	1	40	-2	0	-1
Pre-Tax Income	410	186	261	233	245	257
Income Attributable to Wealth and Asset Management	-32	-30	-36	-30	-33	-35
Pre-Tax Income of BDDF	377	156	225	203	212	222
Allocated Equity (€bn, year to date)	10.8	10.8	11.0	11.0	10.8	10.6

€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
FRENCH RETAIL BANKING (including 2/3 of Private Banking in France)						
Revenues	1,534	1,410	1,446	1,430	1,354	1,437
Operating Expenses and Dep.	-1,041	-1,133	-1,091	-1,093	-1,040	-1,129
Gross Operating Income	493	278	355	337	314	308
Cost of Risk	-94	-121	-170	-130	-88	-99
Operating Income	399	156	185	207	226	209
Non Operating Items	-2	1	40	-2	0	-1
Pre-Tax Income	397	157	225	205	226	209
Allocated Equity (€bn, year to date)	10.8	10.8	11.0	11.0	10.8	10.6

1. Including 100% of Private Banking for the Revenues to Pre-tax income items

Reminder on PEL/CEL provision: this provision, accounted in the FRB's revenues, takes into account the risk generated by Plans Epargne Logement (PEL) and Comptes Epargne Logement (CEL) during their whole lifetime

En millions d'euros	2Q21	1Q21	2020	4Q20	3Q20	2Q20	1Q20
PEL-CEL Effects	19	1	3	0	1	15	-13



€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
BNL banca commerciale (Including 100% of Private Banking in Italy) ¹						
Revenues	669	676	694	669	649	659
Operating Expenses and Dep.	-435	-459	-434	-426	-422	-465
Gross Operating Income	235	217	260	244	227	194
Cost of Risk	-105	-110	-161	-122	-122	-120
Operating Income	130	107	99	122	105	74
Non Operating Items	0	0	0	0	-2	0
Pre-Tax Income	130	107	99	122	104	73
Income Attributable to Wealth and Asset Management	-10	-9	-9	-7	-9	-10
Pre-Tax Income of BNL bc	120	97	90	115	95	64
Allocated Equity (€bn, year to date)	5.3	5.5	5.3	5.3	5.3	5.3
€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
BNL banca commerciale (Including 2/3 of Private Banking in Italy)						
Revenues	647	654	672	649	629	637
Operating Expenses and Dep.	-422	-446	-421	-413	-410	-453
Gross Operating Income	225	207	251	236	218	184
Cost of Risk	-104	-110	-161	-121	-122	-120
Operating Income	120	97	90	115	96	64
Non Operating Items	0	0	0	0	-2	0
Pre-Tax Income	120	97	90	115	95	64
Allocated Equity (€bn, year to date)	5.3	5.5	5.3	5.3	5.3	5.3
€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
BELGIAN RETAIL BANKING (Including 100% of Private Banking in Belgium) ¹						
Revenues	864	858	861	851	835	885
Operating Expenses and Dep.	-488	-835	-556	-523	-499	-830
Gross Operating Income	376	23	305	329	336	55
Cost of Risk	-45	-47	-67	-29	-80	-54
Operating Income	331	-24	238	300	256	0
Share of Earnings of Equity-Method Entities	2	-3	4	7	4	4
Other Non Operating Items	4	3	6	4	2	1
Pre-Tax Income	337	-24	247	311	262	5
Income Attributable to Wealth and Asset Management	-20	-11	-17	-18	-19	-10
Pre-Tax Income of Belgian Retail Banking	317	-35	230	293	243	-4
Allocated Equity (€bn, year to date)	5.2	5.2	5.4	5.5	5.6	5.7
€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
BELGIAN RETAIL BANKING (Including 2/3 of Private Banking in Belgium)						
Revenues	821	815	820	811	794	842
Operating Expenses and Dep.	-466	-802	-532	-501	-477	-797
Gross Operating Income	354	13	288	310	317	45
Cost of Risk	-44	-48	-68	-28	-79	-54
Operating Income	311	-34	221	282	237	-9
Share of Earnings of Equity-Method Entities	2	-3	4	7	4	4
Other Non Operating Items	4	3	6	4	2	1
Pre-Tax Income	317	-35	230	293	243	-4
Allocated Equity (€bn, year to date)	5.2	5.2	5.4	5.5	5.6	5.7

1. Including 100% of Private Banking for the Revenues to Pre-tax income items



€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
OTHER DOMESTIC MARKETS ACTIVITIES INCLUDING LUXEMBOURG (Including 100% of Private Banking in Luxembourg) ¹						
Revenues	956	942	905	850	829	845
Operating Expenses and Dep.	-505	-533	-494	-469	-451	-508
Gross Operating Income	451	408	411	380	378	337
Cost of Risk	-34	-33	-61	-66	-40	-38
Operating Income	418	376	350	314	339	299
Share of Earnings of Equity-Method Entities	-2	-2	-3	-2	-3	-4
Other Non Operating Items	0	0	-1	0	0	0
Pre-Tax Income	415	374	346	312	336	295
Income Attributable to Wealth and Asset Management	-2	-2	-1	-1	-1	-2
Pre-Tax Income of Other Domestic Markets	414	372	345	311	335	293
Allocated Equity (€bn, year to date)	4.3	4.3	4.5	4.4	4.4	4.4

€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
OTHER DOMESTIC MARKETS ACTIVITIES INCLUDING LUXEMBOURG (Including 2/3 of Private Banking in Luxembourg)						
Revenues	951	937	900	846	825	841
Operating Expenses and Dep.	-501	-531	-491	-466	-448	-505
Gross Operating Income	450	406	409	379	377	335
Cost of Risk	-34	-33	-60	-66	-40	-38
Operating Income	416	373	349	313	337	297
Share of Earnings of Equity-Method Entities	-2	-2	-3	-2	-3	-4
Other Non Operating Items	0	0	-1	0	0	0
Pre-Tax Income	414	372	345	311	335	293
Allocated Equity (€bn, year to date)	4.3	4.3	4.5	4.4	4.4	4.4

1. Including 100% of Private Banking for the Revenues to Pre-tax income items



€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
INTERNATIONAL FINANCIAL SERVICES						
Revenues	3,948	4,028	3,915	3,943	4,027	4,053
Operating Expenses and Dep.	-2,478	-2,587	-2,555	-2,382	-2,414	-2,766
Gross Operating Income	1,470	1,441	1,360	1,561	1,613	1,287
Cost of Risk	-417	-357	-678	-592	-765	-739
Operating Income	1,053	1,084	682	969	848	548
Share of Earnings of Equity-Method Entities	113	100	56	107	116	75
Other Non Operating Items	-12	57	22	-9	-3	12
Pre-Tax Income	1,154	1,242	759	1,067	960	634
Allocated Equity (€bn, year to date)	29.0	29.0	29.2	29.3	29.8	29.8
Personal Finance						
Revenues	1,319	1,332	1,365	1,343	1,302	1,475
Operating Expenses and Dep.	-700	-763	-687	-641	-641	-787
Gross Operating Income	619	568	678	703	661	688
Cost of Risk	-344	-321	-581	-383	-450	-582
Operating Income	276	248	97	320	211	105
Share of Earnings of Equity-Method Entities	-2	16	-4	7	-5	8
Other Non Operating Items	-9	1	-60	-11	4	0
Pre-Tax Income	264	264	33	315	210	113
Allocated Equity (€bn, year to date)	7.8	7.8	7.9	8.0	8.1	8.1
EUROPE-MEDITERRANEAN (Including 100% of Private Banking in Turkey and Poland)¹						
Revenues	464	516	527	561	609	665
Operating Expenses and Dep.	-394	-433	-402	-405	-414	-490
Gross Operating Income	71	84	125	156	196	175
Cost of Risk	-58	-39	-95	-113	-143	-86
Operating Income	12	45	30	43	53	89
Share of Earnings of Equity-Method Entities	77	40	33	52	53	55
Other Non Operating Items	-7	-41	18	-1	-25	3
Pre-Tax Income	82	43	80	93	80	147
Income Attributable to Wealth and Asset Management	-2	-3	-2	-2	-1	-3
Pre-Tax Income of EM	80	41	78	91	79	144
Allocated Equity (€bn, year to date)	5.0	5.1	5.1	5.2	5.3	5.3
EUROPE-MEDITERRANEAN (Including 2/3 of Private Banking in Turkey and Poland)						
Revenues	461	512	523	557	606	660
Operating Expenses and Dep.	-392	-431	-401	-403	-411	-488
Gross Operating Income	69	82	122	154	194	172
Cost of Risk	-58	-39	-95	-113	-143	-86
Operating Income	10	43	28	41	51	86
Share of Earnings of Equity-Method Entities	77	40	33	52	53	55
Other Non Operating Items	-7	-41	18	-1	-25	3
Pre-Tax Income	80	41	78	91	79	144
Allocated Equity (€bn, year to date)	5.0	5.1	5.1	5.2	5.3	5.3

1. Including 100% of Private Banking for the Revenues to Pre-tax income items



€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
BANCWEST (Including 100% of Private Banking in United States) ¹						
Revenues	587	625	594	627	629	611
Operating Expenses and Dep.	-406	-407	-423	-403	-432	-465
Gross Operating Income	182	218	171	224	197	146
Cost of Risk	-8	7	-3	-90	-167	-62
Operating Income	173	224	168	134	30	83
Share of Earnings of Equity-Method Entities	0	0	0	0	0	0
Other Non Operating Items	3	2	0	2	-3	0
Pre-Tax Income	176	226	168	136	27	83
Income Attributable to Wealth and Asset Management	-5	-7	-6	-6	-5	-5
NRBI	171	219	162	130	22	78
Allocated Equity (€bn, year to date)	5.0	5.0	5.5	5.6	5.7	5.7
€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
BANCWEST (Including 2/3 of Private Banking in United States)						
Revenues	571	609	578	612	614	596
Operating Expenses and Dep.	-395	-398	-413	-394	-422	-455
Gross Operating Income	176	211	165	218	192	141
Cost of Risk	-8	7	-3	-90	-167	-62
Operating Income	168	217	162	128	25	78
Non Operating Items	3	2	0	2	-3	0
Pre-Tax Income	171	219	162	130	22	78
Allocated Equity (€bn, year to date)	5.0	5.0	5.5	5.6	5.7	5.7
€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
Insurance						
Revenues	767	792	622	697	828	579
Operating Expenses and Dep.	-367	-383	-385	-347	-339	-393
Gross Operating Income	399	409	237	350	489	186
Cost of Risk	-1	0	0	0	-2	1
Operating Income	399	409	237	350	487	187
Share of Earnings of Equity-Method Entities	25	33	16	35	39	1
Other Non Operating Items	0	0	0	0	21	9
Pre-Tax Income	424	442	253	384	548	197
Allocated Equity (€bn, year to date)	9.1	9.0	8.6	8.6	8.5	8.6
€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
WEALTH AND ASSET MANAGEMENT						
Revenues	830	784	826	734	678	743
Operating Expenses and Dep.	-624	-612	-669	-598	-601	-642
Gross Operating Income	206	172	157	136	77	101
Cost of Risk	-6	-4	1	-6	-4	-9
Operating Income	201	167	159	130	74	92
Share of Earnings of Equity-Method Entities	13	12	11	14	28	11
Other Non Operating Items	2	96	63	1	0	0
Pre-Tax Income	215	275	233	146	102	102
Allocated Equity (€bn, year to date)	2.1	2.1	2.0	2.0	2.1	2.1

1. Including 100% of Private Banking for the Revenues to Pre-tax income items



€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
CORPORATE AND INSTITUTIONAL BANKING						
Revenues	3,714	3,670	3,315	3,372	4,123	2,953
Operating Expenses and Dep.	-2,042	-2,767	-2,190	-2,117	-2,220	-2,393
Gross Operating Income	1,672	903	1,125	1,255	1,904	560
Cost of Risk	-57	-172	-432	-310	-319	-363
Operating Income	1,615	731	692	945	1,585	197
Share of Earnings of Equity-Method Entities	10	9	8	3	-3	3
Other Non Operating Items	12	11	9	7	6	2
Pre-Tax Income	1,637	751	710	955	1,587	202
Allocated Equity (€bn, year to date)	25.3	25.0	24.5	24.7	24.3	22.3
€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
CORPORATE BANKING						
Revenues	1,238	1,243	1,281	1,118	1,258	1,070
Operating Expenses and Dep.	-589	-755	-645	-598	-632	-748
Gross Operating Income	649	488	636	520	627	321
Cost of Risk	-64	-185	-430	-311	-366	-201
Operating Income	585	303	206	209	261	121
Non Operating Items	9	6	6	2	-2	3
Pre-Tax Income	594	309	212	211	259	124
Allocated Equity (€bn, year to date)	13.5	13.6	13.5	13.6	13.6	13.0
€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
GLOBAL MARKETS						
Revenues	1,904	1,846	1,498	1,711	2,304	1,306
<i>incl. FICC</i>	1,148	1,149	1,002	1,245	2,013	1,392
<i>incl. Equity & Prime Services</i>	757	697	497	466	290	-87
Operating Expenses and Dep.	-999	-1,527	-1,089	-1,065	-1,137	-1,162
Gross Operating Income	905	319	410	646	1,167	143
Cost of Risk	5	14	-2	1	45	-161
Operating Income	910	333	407	647	1,212	-17
Share of Earnings of Equity-Method Entities	5	2	2	0	-2	1
Other Non Operating Items	2	3	0	0	3	0
Pre-Tax Income	917	339	409	648	1,214	-17
Allocated Equity (€bn, year to date)	10.7	10.4	10.0	10.1	9.8	8.4
€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
SECURITIES SERVICES						
Revenues	571	581	536	544	561	577
Operating Expenses and Dep.	-454	-485	-457	-454	-451	-482
Gross Operating Income	117	96	79	89	109	95
Cost of Risk	2	-1	1	0	2	-2
Operating Income	120	95	79	89	111	93
Non Operating Items	6	8	9	7	3	2
Pre-Tax Income	126	103	89	96	114	95
Allocated Equity (€bn, year to date)	1.1	1.1	1.0	1.0	1.0	0.9



€m	2Q21	1Q21	4Q20	3Q20	2Q20	1Q20
CORPORATE CENTRE						
Revenues	162	314	-241	-165	-78	126
<i>Operating Expenses and Dep.</i>	-222	-331	-283	-165	-329	-114
<i>'Incl. Transformation, Restructuring and Adaptation Costs</i>	-71	-77	-150	-84	-75	-79
Gross Operating Income	-59	-17	-524	-330	-406	12
Cost of Risk	-64	-55	-29	3	-33	-13
Operating Income	-123	-72	-554	-327	-439	-1
Share of Earnings of Equity-Method Entities	-20	20	4	16	17	18
Other Non Operating Items	298	292	421	36	102	381
Pre-Tax Income	155	239	-129	-275	-320	398

**ALTERNATIVE PERFORMANCE MEASURES (APM) – ARTICLE 223-1 OF THE AMF'S
GENERAL REGULATION**

Alternative Performance Measures	Definition	Reason for use
Operating division profit and loss account aggregates (revenues, operating expenses, gross operating income, operating income, pre-tax income)	Sum of Domestic Markets' profit and loss account aggregates (with Domestic Markets' profit and loss account aggregates, including 2/3 of private banking in France, Italy, Belgium and Luxembourg), IFS and CIB BNP Paribas Group profit and loss account aggregates = Operating division profit and loss account aggregates + Corporate Centre profit and loss account aggregates Reconciliation with Group profit and loss account aggregates is provided in the tables "Results by Core businesses"	Representative measure of the BNP Paribas Group's operating performance
Profit and loss account aggregates, excluding PEL/CEL effect (revenues, gross operating income, operating income, pre-tax income)	Profit and loss account aggregates, excluding PEL/CEL effect Reconciliation with Group profit and loss account aggregates is provided in the tables "Quarterly series"	Representative measure of the aggregates of the period excluding changes in the provision that accounts for the risk generated by PEL and CEL accounts during their lifetime
Profit and loss account aggregates of Retail Banking activity with 100% of Private Banking	Profit and loss account aggregate of a Retail Banking activity including the whole profit and loss account of Private Banking Reconciliation with Group profit and loss account aggregates is provided in the tables "Quarterly series"	Representative measure of the performance of Retail Banking activity including the total performance of Private Banking (before sharing the profit & loss account with the Wealth Management business, Private Banking being under a joint responsibility of Retail Banking (2/3) and Wealth Management business (1/3))
Evolution of operating expenses excluding IFRIC 21	Change in operating expenses excluding taxes and contributions subject to IFRIC 21.	Representative measure of the change in operating expenses excluding the taxes and contributions subject to IFRIC 21 booked almost entirely in the first half of the year, given in order to avoid any confusion compared to other periods
Cost/income ratio	Costs to income ratio	Measure of operational efficiency in the banking sector
Cost of risk/Customer loans at the beginning of the period (in basis points)	Cost of risk (in €m) divided by customer loans at the beginning of the period Details of the calculation are disclosed in the Appendix "Cost of risk on Outstandings" of the Results' presentation	Measure of the risk level by business in percentage of the volume of outstanding loans
Doubtful loans' coverage ratio	Relationship between stage 3 provisions and impaired outstandings (stage 3), balance sheet and off-balance sheet, netted for collateral received, for customers and credit institutions, including liabilities at amortised cost and debt securities at fair value through equity (excluding insurance business)	Measure of provisioning for doubtful loans
Net income Group share excluding exceptional items	Net income attributable to equity holders excluding exceptional items Details of exceptional items are disclosed in the slide "Main Exceptional Items" of the results' presentation	Measure of BNP Paribas Group's net income excluding non-recurring items of a significant amount or items that do not reflect the underlying operating performance, notably restructuring, adaptation, IT reinforcement and transformation costs.
Return on Equity (ROE)	Details of the ROE calculation are disclosed in the Appendix "Return on Equity and Permanent Shareholders' Equity" of the results' presentation	Measure of the BNP Paribas Group's return on equity
Return on Tangible Equity (ROTE)	Details of the ROTE calculation are disclosed in the Appendix "Return on Equity and Permanent Shareholders' Equity" of the results' presentation	Measure of the BNP Paribas Group's return on tangible equity

**Methodology – Comparative analysis at constant scope and exchange rates**

The method used to determine the effect of changes in scope of consolidation depends on the type of transaction (acquisition, sale, etc.). The underlying purpose of the calculation is to facilitate period-on-period comparisons.

In case of acquired or created entity, the results of the new entity are eliminated from the constant scope results of current-year periods corresponding to the periods when the entity was not owned in the prior-year.

In case of divested entities, the entity's results are excluded symmetrically for the prior year for quarters when the entity was not owned.

In case of change of consolidation method, the policy is to use the lowest consolidation percentage over the two years (current and prior) for results of quarters adjusted on a like-for-like basis.

Comparative analysis at constant exchange rates are prepared by restating results for the prior-year quarter (reference quarter) at the current quarter exchange rate (analysed quarter). All of these calculations are performed by reference to the entity's reporting currency.

Reminder

Operating expenses: sum of salary and employee benefit expenses, other operating expenses and depreciation, amortisation and impairment of property, plant and equipment. In the whole document, the terms operating expenses or costs can be used indifferently.

Operating divisions: they consist of 3 divisions:

- Domestic Markets including: French Retail Banking (FRB), BNL banca commerciale (BNL bc), Belgium Retail Banking (BRB), Other Domestic Markets activities including Arval, Leasing Solutions, Personal Investors, Nickel and Luxembourg Retail Banking (LRB);
- International Financial Services (IFS) including: Europe-Mediterranean, BancWest, Personal Finance, Insurance, Wealth & Asset Management (WAM) that includes Asset Management, Wealth Management and Real Estate Services;
- Corporate and Institutional Banking (CIB) including: Corporate Banking, Global Markets, Securities Services.



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The figures included in this presentation are unaudited.

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The sum of values contained in the tables and analyses may differ slightly from the total reported due to rounding.

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