THIRD QUARTER 2019 RESULTS

PRESS RELEASE
Paris, 31 October 2019

GOOD BUSINESS GROWTH

OUTSTANDING LOANS: +5.5% vs. 3Q18

SIGNIFICANT REVENUE GROWTH

REVENUES: +5.3% vs. 3Q18

(+4.0% at constant scope and exchange rates)

POSITIVE JAWS EFFECT IN THE THREE OPERATING DIVISIONS

OPERATING EXPENSES: +2.0% vs. 3Q18

(+0.4% at constant scope and exchange rates)

LOW COST OF RISK

41 bp* of outstanding loans

INCREASE IN NET INCOME EXCLUDING EXCEPTIONAL ITEMS

(reminder: capital gain on the sale of 30.3% of First Hawaiian Bank in the third quarter 2018)**

NET INCOME*: €1,938m**

(-8.8% vs. 3Q18; +3.4% excluding exceptional items)

CONTINUED INCREASE OF THE CET1 RATIO

CET 1 RATIO: 12.0% (+10 bp vs. 30.06.19)

POSITIVE JAWS EFFECT

CET 1 RATIO AT 12.0%

*COST OF RISK/CUSTOMER LOANS AT THE BEGINNING OF THE PERIOD (IN BP); ** €286M CAPITAL GAIN; *** NET INCOME GROUP SHARE

BNP PARIBAS

The bank for a changing world

The Board of Directors of BNP Paribas met on 30 October 2019. The meeting was chaired by Jean Lemierre and the Board examined the Group's results for the third quarter 2019.

BUSINESS GROWTH AND GOOD COST CONTAINMENT

The business of BNP Paribas was up this quarter in all the operating divisions in a context where economic growth slowed down but still remained positive in Europe, in particular in France. The new monetary policy measures occurred at the end of the quarter and they will produce their full effect only in 2020.

Revenues, at 10,896 million euros, were up by 5.3% compared to the third quarter 2018 (+4.0% at constant scope and exchange rates).

In the operating divisions, they were up by 5.1%, with an increase in all divisions: +0.5% at Domestic Markets[1] where the effect of the low interest rate environment in the networks was more than offset by business growth, in particular in the specialised businesses; +5.1%[2] at International Financial Services as a result of good business development and +12.0% at CIB which delivered a strong performance with a rise in revenues in all its businesses.

At 7,421 million euros, the Group's operating expenses were up by 2.0% compared to the third quarter 2018 (+0.4% at constant scope and exchange rates). They included the following exceptional items: 2020 plan transformation costs (178 million euros), restructuring costs of acquisitions[3] (48 million euros) and additional adaptation measures in BNL bc and Asset Management (30 million euros for departure plans) for a total of 256 million euros (267 million euros in the third quarter 2018).

The operating expenses of the operating divisions rose by 2.9% compared to the third quarter 2018: they were slightly up by 0.1% for Domestic Markets[1] with a decrease in the networks (-0.9%) and a rise in the specialised businesses related to business development, up by 4.0% for International Financial Services (+0.4% at constant scope and exchange rates) to support growth, and up by 4.8% for CIB on the back of business growth.

Good cost containment led to a positive 3.3 point jaws effect (with a positive jaws effect in each of the operating divisions) thanks to the implementation, in line with the 2020 plan, of cost reduction measures (166 million euros in recurring savings generated this quarter for a cumulated total of 1.7 billion euros since the launch of the programme in early 2017 and a target of 3.3 billion euros in 2020). Transformation costs are in line with the targets announced and will come to an end, in line with the plan, at the end of 2019.

The Group's gross operating income thus totalled 3,475 million euros, up by 13.0%. It was up by 9.5% for the operating divisions.

Cost of risk, at 847 million euros, was up 161 million euros compared to a low base in the third quarter 2018 when CIB recorded significant provision write-backs. At 41 basis points of outstanding customer loans, it was still at a low level, reflecting in particular the good control of risk at loan origination, the low interest rate environment and the continued improvement of credit portfolios in Italy.

The Group's operating income, at 2,628 million euros, was thus up by 10.0%. It was up by 6.1% for the operating divisions.

[1] Including 100% of Private Banking in the domestic networks (excluding PEL/CEL effects)
[2] +1.9% at constant scope and exchange rates
[3] Restructuring costs related in particular to the integration of Raiffeisen Bank Polska and Opel Bank SA

Non-operating items totalled 177 million euros, down significantly compared to the third quarter 2018 (427 million euros) which recorded the exceptional impact of the capital gain on the sale of 30.3% of First Hawaiian Bank for 286 million euros.

Pre-tax income came to 2,805 million euros (2,816 million euros in the third quarter 2018) and was down by 0.4% but up by 9.4% excluding exceptional items.

Corporate tax, which totalled 767 million euros, rose compared to the same quarter last year (583 million euros) which had benefited from the low tax rate on the long-term capital gain on First Hawaiian Bank.

The Group's net income attributable to equity holders was thus 1,938 million euros, down by 8.8% compared to the third quarter 2018 but up by 3.4% excluding exceptional items.

As at 30 September 2019, the common equity Tier 1 ratio came to 12.0%, up by 10 basis points compared to 30 June 2019. The leverage ratio[1] stood at 4.0%. The Group's immediately available liquidity reserve was 351 billion euros, equivalent to over one year of room to manoeuvre in terms of wholesale funding.

The net book value per share reached 78.0 euros, equivalent to a compound annual growth rate of 5.1% since 31 December 2008, illustrating the continuous value creation throughout the cycle.

The Group is actively finalising its 2020 plan while strengthening its internal control and compliance system. It is pursuing an ambitious policy of engagement in society with significant initiatives to promote ethical responsibility, social and environmental innovation and a low carbon economy. Its action in this area is recognised: the Group was thus rated A1+ by Vigeo Eiris and ranked 4th company worldwide for its CSR track record.

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<u>For the first nine months of the year</u>, revenues, at 33,264 million euros, were up by 2.8% (+2.8% at constant scope and exchange rates) compared to the first nine months of 2018.

The revenues of the operating divisions were up by 4.0%. They were stable at Domestic Markets[2] where the effect of the low interest rate environment was offset by good business development, in particular in the specialised businesses, and they were up by 5.9% at International Financial Services (+3.6% at constant scope and exchange rates) and up by 6.3% at CIB with growth in all businesses. Revenues were down in the Corporate Centre due to the deconsolidation of First Hawaiian Bank in 2018[3].

At 23,305 million euros, the Group's operating expenses were up by 1.7% compared to the first nine months of 2018 (+0.6% at constant scope and exchange rates) generating a positive jaws effect of 1.1 point. The operating expenses included the exceptional 797 million euro impact (753 million euros in the first nine months of 2018) of the transformation costs, restructuring costs of acquisitions[4] and additional adaptation measures in BNL bc and Asset Management (departure plans).

The operating expenses of the operating divisions rose by 2.6% compared to the first nine months of 2018: they were stable for Domestic Markets[2] with a decrease in the networks (-0.7%) and a rise in the specialised businesses as a result of the development of the activity, up by 4.9% for

[1] Calculated according to the delegated act of the European Commission dated 10 October 2014
[2] Including 100% of Private Banking in the domestic networks (excluding PEL/CEL effects)
[3] Full consolidation of First Hawaiian Bank stopped as of 01.08.2018
[4] Restructuring costs related in particular to the integration of Raiffeisen Bank Polska and Opel Bank SA

International Financial Services as a result of business growth and scope and foreign exchange effects (+1.4% at constant scope and exchange rates), and up by 3.0% for CIB on the back of business growth. They were down in the Corporate Centre due to the deconsolidation of First Hawaiian Bank in 2018[1].

The jaws effect was positive thanks to the achievement, in line with the 2020 plan, of cost saving measures (534 million euros in savings generated in the first nine months of the year for a total of 1.7 billion euros since the launch of the programme in early 2017).

The gross operating income of the Group thus totalled 9,959 million euros, up by 5.4%. It rose by 6.9% for the operating divisions.

The cost of risk, at 2,237 million euros, was up by 369 million euros compared to the first nine months of 2018 due to the increase in outstanding loans and provision write-backs at CIB and Personal Finance during the same period last year. At 36 basis points of outstanding customer loans, it was at a low level reflecting in particular the good control of risk at loan origination, the low interest rate environment and the continued improvement in Italy.

The Group’s operating income, at 7,722 million euros (7,583 million euros in the first nine months of 2018), was up by 1.8%. It was up by 3.6% for the operating divisions.

Non-operating items totalled 1,143 million euros (942 million euros in the first nine months of 2018). They reflected in particular the exceptional impact of the capital gain from the sale of 16.8% of SBI Life in India followed by the deconsolidation of the residual stake (+1,450 million euros), as well as goodwill impairments (-818 million euros, in particular on BancWest). They included in the first nine months of 2018 the +101 million euro capital gain from the sale of a building and the +286 million euro capital gain from the sale of 30.3% of First Hawaiian Bank.

Pre-tax income came to 8,865 million euros (8,525 million euros in the first nine months of 2018) and was thus up by 4.0%.

The average corporate tax rate was 24.2%, due in particular to the low tax rate on the long-term capital gain from the sale of SBI Life shares.

The Group’s net income attributable to equity holders was thus 6,324 million euros, up by 3.9% compared to the first nine months of 2018 (+1.1% excluding exceptional items).

The annualised return on tangible equity[2] came to 10.3%, reflecting the Group’s overall good performance.

[1] Full consolidation of First Hawaiian Bank stopped as of 01.08.2018
[2] Calculated on the basis of 9-month income

RETAIL BANKING & SERVICES

DOMESTIC MARKETS

Domestic Markets continued its business drive. Outstanding loans rose by 4.1% compared to the third quarter 2018 with growth in loans both in the domestic networks and in the specialised businesses (Arval, Leasing Solutions). Deposits rose by 8.0% compared to the third quarter 2018, up in all countries. Private Banking reported good net asset inflows (+1.6 billion euros).

The operating division is accelerating mobile usages of individual customers with over 78 million connections to apps, *i.e.* a 35% rise compared to the third quarter 2018. It is digitalising and simplifying the mortgage loan application process with an end-to-end digital application in France, Belgium and Italy. It is meeting new expectations of Private Banking customers with the launch of *e-Private*, an innovative totally remote model for customers in France who want more autonomy. It is digitalising Private Banking expertise and services and providing more proactive advice through new online financial advisory solutions (myImpact for responsible investments in France) and wealth management advisory solutions (PaxFamilia in Belgium). Domestic Markets continues adapting its offerings to new banking uses with the success of *LyfPay*, a mobile payment solution, which has already recorded over 2.4 million downloads in France. The network accepting it grew significantly with 1,200 additional points of sale this quarter thanks to new partnerships (ex: franprix, Etam Group). For its part, Nickel now has opened over 1.4 million accounts, *i.e.* an increase of 35% compared to 30 September 2018 and continued expanding its distribution network which now includes 5,745 *buralistes*, up by 49% compared to 30 September 2018.

Domestic Markets is streamlining and optimising the local commercial networks in order to enhance customer service and reduce costs (356 branches closed since end of 2016 in France, Belgium and Italy). It also continued to transform its operating model by digitalising end-to-end its main customer journeys and automating its processes.

Revenues[1], at 3,892 million euros, were up by 0.5% compared to the third quarter 2018, the growth of the specialised businesses and the rise in business being largely offset by the effect of the low interest rate environment on retail networks.

Operating expenses[1] (2,607 million euros) were up by 0.1% compared to the third quarter 2018, and generated a positive jaws effect (+0.4 point). They were down in the networks (-0.9%[2]) but up in the specialised businesses (with a positive jaws effect) as a result of business development.

Gross operating income[1], at 1,285 million euros, was up by 1.3% compared to the same quarter last year.

The cost of risk was low at 245 million euros (-5 million euros compared to the third quarter 2018). It continued its decrease at BNL bc.

Thus, after allocating one-third of Domestic Markets Private Banking's net income to the Wealth Management business (International Financial Services division), the division reported 975 million euros in pre-tax income[3], up compared to the third quarter 2018 (+2.0%).

For the first nine months of the year, revenues[1], at 11,778 million euros, were stable compared to the first nine months of 2018 due to the good growth of the specialised businesses and the rise in business offset by the low interest rate environment. Operating expenses[1] (8,107 million euros) were stable compared to the first nine months of 2018 with a decrease in the networks (-0.7%[2]) but

[1] Including 100% of Private Banking in France (excluding PEL/CEL effects), Italy, Belgium and Luxembourg
[2] FRB, BNL bc and BRB
[3] Excluding PEL/CEL effects of -10 million euros compared to +4 million euros in the third quarter 2018

growth in the specialised businesses (where the jaws effect was however positive in all the businesses) as a result of business development. Gross operating income[1], at 3,671 million euros, was down slightly by 0.2% compared to the same period last year. The cost of risk was still low. It rose by 42 million euros compared to a very low base in the first nine months of 2018 which recorded provision write-backs. It continued its decrease at BNL bc. Thus, after allocating one-third of Domestic Markets Private Banking's net income to the Wealth Management business (International Financial Services division), the division reported 2,705 million euros in pre-tax income[2], down slightly compared to the first nine months of 2018 (-1.5%).

French Retail Banking (FRB)

FRB continued its good business drive in the context of economic growth in France. Outstanding loans rose by 5.9% compared to the third quarter 2018 with growth in particular in loans to corporate clients. Deposits were up by 10.6%, driven by strong growth in current accounts. The new property and casualty offering launched in May 2018 as part of the partnership between BNP Paribas Cardif and Matmut (Cardif IARD) continued its good growth with 210,000 contracts sold as at 30 September 2019.

The business successfully continued to develop its digital offering with 485,000 customers at Hello bank! or 20% growth compared to 30 September 2018. It also recorded a 29% increase in active mobile users with an average of 14 connections per user and per month.

Revenues[3] totalled 1,568 million euros, down by 0.2% compared to the third quarter 2018. Net interest income[3] was up by 0.6%, the rise in volumes being increasingly offset by the effect of low interest rates. Fees[3] were down by 1.3% as a result in particular of a decrease in charges on fragile customers at the beginning of the year.

At 1,163 million euros, operating expenses[3] were down by 0.5% compared to the third quarter 2018, thanks to the transformation plan (optimisation of the network and streamlining of the management set-up). The jaws effect was positive by 0.3 pt.

Gross operating income[3] thus came to 405 million euros, up by 0.5% compared to the same quarter last year.

At 16 basis points of outstanding customer loans, the cost of risk[3] was still at a low level. It totalled 75 million euros this quarter, down by 15 million euros compared to the third quarter 2018.

Thus, after allocating one-third of French Private Banking's net income to the Wealth Management business (International Financial Services division), FRB posted 290 million euros in pre-tax income[4], up by 5.2% compared to third quarter 2018.

For the first nine months of the year, revenues[3] totalled 4,759 million euros, stable compared to the first nine months of 2018. Net interest income[3] was up by 1.6% as a result of higher volumes partly offset by the effect of low interest rates. Fees[3] were down by 1.9% due in particular to the decrease in charges on fragile customers. At 3,450 million euros, operating expenses[3] were down by 0.3% compared to the first nine months of 2018, thanks to the implementation of the transformation plan, generating a positive jaws effect of 0.3 point. Gross operating income[3] thus came to 1,309 million euros, up by 0.9% compared to the same period last year. At 16 basis points of outstanding customer loans, the cost of risk[3] was at a low level. It came to 231 million euros, up

[1] Including 100% of Private Banking in France (excluding PEL/CEL effects), Italy, Belgium and Luxembourg
[2] Excluding PEL/CEL effects of +21 million euros compared to +5 million euros in the first nine months of 2018
[3] Including 100% of Private Banking in France (excluding PEL/CEL effects)
[4] Excluding PEL/CEL effects of -10 million euros compared to +4 million euros in the nine months of 2018

by 28 million euros compared to the first nine months of 2018 when it was particularly low. Thus, after allocating one-third of French Private Banking's net income to the Wealth Management business (International Financial Services division), FRB posted 969 million euros in pre-tax income[1], down by 1.0% compared to first nine months in 2018.

BNL banca commerciale (BNL bc)

BNL bc's business activity was up in a lacklustre economic environment. Outstanding loans were down by 0.5% excluding the impact of the securitisations of non-performing loans[2] but the business continued to grow its market share regularly in the corporate client segment: +0.9 points in 3 years to 6.0%[3]. Deposits grew by 8.1% compared to the third quarter 2018 with in particular an increase in current accounts of individual customers. Off balance sheet savings were up by 4.5% compared to 30 September 2018, driven by life insurance.

BNL bc also continued to develop new digital usages with the success of services launched jointly with Telepass (electronic toll collection operator in Italy) and Arval for SMEs and individuals which can combine among other things a bank account, toll payment, car rental as well as a range of mobility-related services: they already have over 54,000 clients, of which 78% new clients

Revenues[4] were up by 0.5% compared to the third quarter 2018, at 663 million euros. Net interest income[4] was down by 0.7% due to the persistently low interest rate environment and the positioning on clients with a better risk profile. Fees[4] were up by 2.4% compared to the third quarter 2018 due to the increase in banking fees (in particular on flow activities[5] for corporate customers) and financial fees (as a result of the growth of off balance sheet savings).

Operating expenses[4], at 446 million euros, were up by 1.7% compared to a weak base in the same quarter last year. To better adapt its costs to the lacklustre context and to the impact of low interest rates, the business implemented new cost saving measures and launched an early departure plan leveraging on the new *Quota 100* law facilitating early retirement.

Gross operating income[4] thus totalled 217 million euros, down by 1.9% compared to the same quarter last year.

At 109 million euros, the cost of risk[4] confirmed its downward trend and decreased by 22 million euros compared to the third quarter 2018. It came to 56 basis points of outstanding customer loans.

Thus, after allocating one-third of Italian Private Banking's net income to the Wealth Management business (International Financial Services division), BNL bc posted 98 million euros in pre-tax income, up by 23.7% compared to the third quarter 2018.

<u>For the first nine months of the year</u>, revenues[4] were down by 2.3% compared to the first nine months of 2018, at 2,023 million euros. Net interest income[4] was down by 3.0% due to the persistently low interest rate environment and the positioning on clients with a better risk profile. Fees[4] were down by 1.2% due to the unfavourable market context and non-recurring items at the beginning of the year. Operating expenses[4], at 1,349 million euros, were down by 0.6% thanks to the effects of the transformation plan. Gross operating income[4] thus totalled 673 million euros, down by 5.6% compared to the same period last year. At 381 million euros, the cost of risk[4]

[1] Excluding PEL/CEL effects of +21 million euros compared to +5 million euros in the first nine months of 2018
[2] -2.9% including the impact of securitisations of non-performing loans
[3] Source: Italian Banking Association
[4] Including 100% of Private Banking in Italy
[5] Cash management and trade finance

continued its downward trend (-47 million euros compared to the first nine months of 2018). It came to 65 basis points of outstanding customer loans. Thus, after allocating one-third of Italian Private Banking's net income to the Wealth Management business (International Financial Services division), BNL bc reported 261 million euros in pre-tax income, up by 4.1% compared to the first nine months of 2018.

Belgian Retail Banking

BRB reported sustained business activity. Loans were up by 4.3% compared to the third quarter 2018 with good growth in corporate loans and an increase in mortgage loans. Deposits rose by 5.7% with growth in particular in current accounts.

The business continued its digital development and customer experience improvement. New features were added to the *Easy Banking* solution to offer online consumer loan application, the share of direct digital sales being already close to 15% at the end of August. The *Easy Banking Business* solution for corporate customers is a success with over 50% of corporate customers being active users[1].

BRB's revenues[2] were down by 3.8%, compared to the third quarter 2018, at 853 million euros. Net interest income[2] was down by 4.8% due to the impact of the low interest rate environment. Fees[2] were down by 0.9% due to the decrease in financial fees partly offset by the increase in banking fees due to good loan production.

The business adapted its costs to the impact of low interest rates. Operating expenses[2], at 541 million euros, were down significantly (-3.9%) compared to the third quarter 2018 thanks to the significant effect of the transformation plan. Since 30 September 2018, the business closed 78 branches. It expects to close a further 216 branches by 2021.

Gross operating income[2], at 312 million euros, was down by 3.7% compared to the same quarter last year.

The cost of risk[2] totalled 20 million euros compared to a net write-back of 4 million euros in the third quarter 2018. At 7 basis points of outstanding customer loans, it was very low.

After allocating one-third of Belgian Private Banking's net income to the Wealth Management business (International Financial Services division), BRB generated 281 million euros in pre-tax income, down by 11.5% compared to the third quarter 2018.

For the first nine months of the year, BRB's revenues[2] were down by 3.4% compared to the first nine months of 2018, at 2,646 million euros. Net interest income[2] was down by 4.0% due to the impact of the low interest rate environment partly offset by increased volumes and fees[2] were down by 1.6%. Operating expenses[2], at 1,920 million euros, were down by 1.5% compared to the first nine months of 2018 thanks to the effects of the transformation plan. Excluding the impact of the rise in banking taxes and contributions[3], they were down by 2.5%. Gross operating income[2], at 726 million euros, was thus down by 7.9% compared to the same period last year (-4.8% excluding the rise in banking taxes and contributions). The cost of risk[2] increased by 51 million euros compared to the same period last year when provisions were offset by write-backs. At 6 basis points of outstanding customer loans, it remained very low. After allocating one-third of Belgian Private Banking's net income to the Wealth Management business (International Financial Services division), BRB generated 627 million euros in pre-tax income, down by 15.4% compared to the first nine months of 2018 (-10.3% excluding the impact of the rise in banking taxes and contributions).

[1] At least one use in the last 3 months
[2] Including 100% of Private Banking in Belgium
[3] Banking taxes and contributions: 296 million euros, up by 10 million euros compared to the first nine months of 2018

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

Domestic Markets' specialised businesses continued their strong growth: the fleet financed by Arval grew by 8.7%[1] and the financing outstandings of Leasing Solutions were up by 6.0%[1] compared to the third quarter 2018. Personal Investors reported increased assets under management (+6.4% compared to 30 September 2018) and Nickel continued its very strong growth with 85,000 accounts opened this quarter (over 1.4 million accounts opened as at 30 September 2019).

The outstanding loans of Luxembourg Retail Banking (LRB) rose by 9.1% compared to the third quarter 2018, with good growth in mortgage and corporate loans. Deposits were up by 8.1% with a significant rise in sight deposits in particular in the corporate client segment. The business enhanced the customer experience for mortgage loans by simplifying journeys.

The revenues[2] of the five businesses, which totalled 807 million euros, were up on the whole by 6.9% compared to the third quarter 2018 with business growth in all the businesses.

Operating expenses[2] rose by 5.0% compared to the third quarter 2018, to 457 million euros as a result of business development, generating a positive jaws effect of 1.9 points.

The cost of risk[2] totalled 41 million euros (33 million euros in the third quarter 2018).

Thus, the pre-tax income of these five businesses, after allocating one-third of Luxembourg Private Banking's net income to the Wealth Management business (International Financial Services division), was up significantly at 306 million euros (+8.0% compared to the third quarter 2018), reflecting the good business drive.

For the first nine months of the year, the revenues[2] of the five businesses, which totalled 2,350 million euros, were up on the whole by 6.1% compared to the first nine months of 2018 due to good business growth. Operating expenses[2] rose by 3.8% compared to the first nine months of 2018 to 1,387 million euros as a result of business development, generating a positive jaws effect of 2.3 points. The cost of risk[2] was up by 10 million euros compared to the first nine months of 2018, at 104 million euros. Thus, the pre-tax income of these five businesses, after allocating one-third of Luxembourg Private Banking's net income to the Wealth Management business (International Financial Services division), was up sharply at 848 million euros (+9.4% compared to the first nine months of 2018).

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[1] At constant scope and exchange rates
[2] Including 100% of Private Banking in Luxembourg

INTERNATIONAL FINANCIAL SERVICES

International Financial Services continued its growth and reported a sustained business activity: outstanding loans were up by 9.3% compared to the third quarter 2018 (+4.5% at constant scope and exchange rates) and the operating division reported net asset inflows of +3.5 billion euros. The assets under management of the savings and insurance businesses totalled 1,110 billion euros (+4.1% compared to 30 September 2018).

The operating division actively implemented digital transformation and new technologies across all its businesses. At Personal Finance, already 1.3 million contracts were signed electronically and 28 million monthly electronic account statements sent to clients. The operating division is successfully developing new self-care features to provide easier access to mobile services with already over 70% of Wealth Management clients registered on the *myWealth* on line private banking solution and over 62 million self-care transactions performed by Personal Finance clients or 86% of total. The operating division is also developing new technologies and artificial intelligence with more than 300 robots already operational (automation of controls, reportings and data processing).

At 4,248 million euros, revenues were up by 5.1% compared to the third quarter 2018 with a favourable foreign exchange effect this quarter (appreciation of the dollar and the Turkish lira) and a scope effect related to the acquisition of Raiffeisen Bank Polska[1]. At constant scope and exchange rates, it rose by +1.9% as a result of good business growth.

Operating expenses, which totalled 2,545 million euros, were up by 4.0%. At constant scope and exchange rates, they were up by only 0.4%, the support of growth being largely offset by the implementation of cost saving measures. The jaws effect was positive by 1.1 point.

Gross operating income thus came to 1,704 million euros, up by 6.8% compared to the third quarter 2018 (+4.2% at constant scope and exchange rates).

The cost of risk, at 518 million euros, was up by 32 million compared to the third quarter 2018. It rose by 10 million euros at constant scope and exchange rates.

International Financial Services' pre-tax income thus totalled 1,305 million euros, down by 6.7% compared to the third quarter 2018 (+5.7% at constant scope and exchange rates).

For the first nine months of the year, at 12,792 million euros, revenues were up by 5.9% with a slightly favourable foreign exchange effect (appreciation of the dollar offset by the depreciation of the Turkish lira) and a scope effect related to the integration of Raiffeisen Bank Polska[1]. At constant scope and exchange rates, they rose by 3.6% compared to the first nine months of 2018 in connection with good business development. Operating expenses, which totalled 7,792 million euros, were up by 4.9% (+1.4% at constant scope and exchange rates), generating a positive jaws effect of 2.2 points. Gross operating income thus came to 5,001 million euros, up by 7.6% compared to the first nine months of 2018 (+7.2% at constant scope and exchange rates). The cost of risk, at 1,337 million euros, was up by 172 million euros compared to a low level in the first nine months of 2018 which had recorded provision write-backs. International Financial Services' pre-tax income thus totalled 4,025 million euros, up by 3.2% compared to the first nine months of 2018 (+5.8% at constant scope and exchange rates), reflecting the operating division's good drive.

[1] Closing of the transaction on 31 October 2018

Personal Finance

Personal Finance continued its growth: outstanding loans were up by +8.0% driven mainly by new partnerships. The business recorded a sustained level of securitisations this quarter, with 3 transactions[1] achieved for 2.8 billion euros. It extended the partnership with BYmyCAR, France's leading independent automotive distribution group and signed a new partnership with Leroy Merlin in Brazil. The strength of the Cetelem brand in France was also attested as Cetelem was named "French People's Preferred Brand"[2]. The digital bank of Findomestic launched in April in Italy recorded a promising start leveraging on a strong brand and 2.5 million potential clients: it already has 50,000 accounts opened with a good level of activity.

At 1,444 million euros, the revenues of Personal Finance were up by 4.1% compared to the third quarter 2018, in connection with the rise in volumes and the positioning on products with a better risk profile. They were driven in particular by a good growth in Italy, Spain and Germany.

Operating expenses were up by 3.9% compared to the third quarter 2018, at 664 million euros, as a result of business development and the gradual effect of transformation plan measures. The jaws effect was positive by 0.3 point.

Gross operating income thus came to 781 million euros, up by 4.4% compared to the third quarter 2018.

The cost of risk totalled 366 million euros, up by 21 million euros compared to the third quarter 2018 in connection with the rise of outstanding customer loans. At 154 basis points of outstanding customer loans, it was still at a low level.

Personal Finance's pre-tax income thus came to 434 million euros, up by 2.4% compared to the third quarter 2018.

For the first nine months of the year, the revenues of Personal Finance were up by 4.6% compared to the first nine months of 2018, at 4,311 million euros, in connection with the rise in volumes and the positioning on products with a better risk profile. Operating expenses were up by 4.9% compared to the first nine months of 2018, at 2,136 million euros, as a result of business development and the gradual effect of the transformation plan. The business confirmed its objective of a positive jaws effect this year. Gross operating income thus came to 2,175 million euros, up by 4.3% compared to the first nine months of 2018. The cost of risk totalled 984 million euros, up by 98 million euros compared to a particularly low level in the first nine months of 2018 which recorded provision write-backs. At 141 basis points of outstanding customer loans, it was still at a low level. Personal Finance's pre-tax income thus came to 1,228 million euros, down by 1.5% compared to the first nine months of 2018.

Europe-Mediterranean

Europe-Mediterranean's outstanding loans were down by 0.2%[3] compared to the third quarter 2018 with in particular a decrease in Turkey but growth in Poland and Morocco. For their part, deposits were down by 2.6%[3], as a result in particular of the optimisation of the cost of deposits in Poland. The business reported good digital development with already 2.7 million digital clients[4]. It also announced this quarter the forthcoming sale of a 39% stake in UBCI in Tunisia[5].

[1] Non-deconsolidating
[2] Survey conducted by Toluna in August 2019 on a representative sample of French people
[3] At constant scope and exchange rates
[4] Customers of the digital bank or customers who use digital banking services at least once a month
[5] Closing of the transaction expected in 2020

At 657 million euros, Europe-Mediterranean's revenues[1] were up by 1.5%[2] compared to the third quarter 2018 due to an increase in margins and a good level of fees.

Operating expenses[1], at 439 million euros, were up by only 0.2%[2] compared to the same quarter last year, reflecting the implementation of cost synergies in Poland in connection with the integration of Raiffeisen Bank Polska[3] (closure of 147 branches since the beginning of the year) as well as the effects of the transformation plan in all regions. The evolution of the operating expenses generated a positive jaws effect of 1.3 point.

The cost of risk[1] totalled 112 million euros (-9.3%[2] compared to the third quarter 2018). At 110 basis points of outstanding customer loans, it remained at a moderate level. It was stable in particular in Turkey compared to the previous quarter.

After allocating one-third of Turkish Private Banking's net income to the Wealth Management business, Europe-Mediterranean thus generated 150 million euros in pre-tax income, up sharply by 15.5% at constant scope and exchange rates and by 26.3% at historical scope and exchange rates given the appreciation of the Turkish lira.

For the first nine months of the year, at 1,997 million euros, Europe-Mediterranean's revenues[1] were up by 5.6%[2] compared to the first nine months of 2018 due to higher volumes and margins as well as a good level of fees. They were up in all the regions. Operating expenses[1], at 1,340 million euros, were down by 0.4%[2] compared to the same period last year, reflecting the ongoing delivery of cost synergies in Poland and transformation measures in all regions. They generated a largely positive jaws effect (+6.0 points). The cost of risk[1] was up by 28 million euros[2] compared to a low level in the first nine months of 2018 with an increase in Turkey. At 94 basis points of outstanding customer loans, it was at a moderate level. After allocating one-third of Turkish Private Banking's net income to the Wealth Management business, Europe-Mediterranean thus generated 532 million euros in pre-tax income, up by 28.3% at constant scope and exchange rates and by 4.7% at historical scope and exchange rates given the strong depreciation of the Turkish lira compared to the first nine months of 2018.

BancWest

BancWest maintained its business drive but operated in a less favourable interest rate environment. Loans were up by 2.4%[2] compared to the third quarter 2018 with moderate growth in loans to individual and corporate customers. Deposits were up by 4.3%[2] with a significant increase in customer deposits (+5.0%)[4]. Private Banking's assets under management (15.3 billion U.S. dollars as at 30 September 2019) were up by 8.1%[2] compared to 30 September 2018. Cooperation with CIB is expanding with 46 deals already made jointly this year. BancWest continued to expand its digital footprint with over 16,700 accounts opened online this quarter (+23% compared to the same quarter last year).

Revenues[5], at 601 million euros, were down by 0.9%[2] compared to the third quarter 2018. The decrease in the net interest margin in an environment of downward interest rates was only partly offset by an increase in business activity and fees.

Operating expenses[5] contracted significantly. At 433 million euros, they were down by 4.2%[2] compared to the third quarter 2018 due to a reduction in the headcount and the transfer of support

[1] Including 100% of Private Banking in Turkey
[2] At constant scope and exchange rates
[3] Acquisition on 31 October 2018 of the core banking activities of Raiffeisen Bank Polska (excluding the foreign currency retail mortgage loan portfolio and a limited amount of other assets)
[4] Deposits excluding treasury activities
[5] Including 100% of Private Banking in the United States

functions to a lower cost area (Arizona) as well as the mutualisation of some functions with CIB. The jaws effect was largely positive (+5.1 points).

Gross operating income[1], at 168 million euros, was thus up by 8.5%[2] compared to the third quarter 2018.

At 32 basis points of outstanding customer loans, the cost of risk[1] (43 million euros) was still low (35 million euros in the third quarter 2018).

Thus, after allocating one-third of U.S. Private Banking's net income to the Wealth Management business, BancWest posted 119 million euros in pre-tax income, up by 7.4% at constant scope and exchange rates compared to the third quarter 2018. The increase came to 10.5% at historical scope and exchange rates due to the positive foreign exchange effect.

<u>For the first nine months of the year</u>, revenues[1], at 1,764 million euros, were down by 1.9%[2] compared to the first nine months of 2018 with a decrease in the net interest margin attenuated by an increase in business and fees. At 1,306 million euros, operating expenses[1] were down by 1.7%[2] compared to the first nine months of 2018 thanks to the transformation plan. Gross operating income[1], at 458 million euros, was thus down by 2.2%[2] compared to the first nine months of 2018. The cost of risk[1] (64 million euros) rose by 17 million euros compared to the first nine months of 2018. At 16 basis points of outstanding customer loans, it was at a low level. Thus, after allocating one-third of U.S. Private Banking's net income to the Wealth Management business, BancWest posted 374 million euros in pre-tax income, down by 5.9% at constant scope and exchange rates compared to the first nine months of 2018 but up by 0.3% at historical scope and exchange rates due to the positive foreign exchange effect.

Insurance and Wealth and Asset Management

The Insurance and Wealth and Asset Management's businesses continued their growth. Assets under management[3] reached 1,110 billion euros as at 30 September 2019. They rose by 8.0% compared to 31 December 2018 due in particular to a very positive performance effect (+65.5 billion euros) on the back of the rebound of financial markets, net asset inflows of +13.8 billion euros (in particular good net asset inflows at Wealth Management in Asia, Belgium and Germany; slight asset outflows at Asset Management with a decrease on money market funds in the third quarter 2019; net asset inflows in Insurance with a significant share in unit-linked policies), a favourable +8.3 billion euro foreign exchange effect and a -3.6 billion euro scope effect related to the deconsolidation of SBI Life.

As at 30 September 2019, assets under management[3] broke down as follows: Asset Management (436 billion euros), Wealth Management (385 billion euros), Insurance (260 billion euros) and Real Estate Services (30 billion euros).

Insurance continued the development of its business with in particular growth of the international savings and protection insurance business as well as the property and casualty insurance in the French Retail Banking (FRB) network via Cardif IARD. The business continued the implementation of digital transformation with the launch in France of a new fully digitalised application journey with 90% of immediate responses (*Cardif Libertés Emprunteur*).

Revenues of Insurance, at 761 million euros, were up by 2.7% compared to the third quarter 2018 with growth driven in particular by Italy, Asia and Latin America. Operating expenses, at 370 million euros, rose by 5.6% as a result of business development. Pre-tax income was thus up by 0.7% compared to the third quarter 2018, at 432 million euros.

[1] Including 100% of Private Banking in the United States
[2] At constant scope and exchange rates
[3] Including distributed assets

In Wealth and Asset Management, the global expertise of Wealth Management was recognised as it was named *Best Private Bank in Hong Kong* (The Asset AAA Awards) and *Outstanding Global Private Bank in Europe* (Private Banker International). The Asset Management business continued its evolution and amplified its adaptation with the launch of a plan to streamline the product offering, the regional organisation and entities. Its expertise was also recognised with 3 awards by the *Mieux Vivre Votre Argent* magazine's *2019 Corbeille* awards. The Real Estate Services business reported high level of business, in particular in Germany.

Wealth and Asset Management's revenues (803 million euros) were up by 1.5% compared to the third quarter 2018 driven by Real Estate Services and Wealth Management. Operating expenses totalled 649 million euros. They were down by 0.8% compared to the third quarter 2018 thanks to the effect of transformation plan measures in particular in Asset Management (50 applications being gradually decommissioned by early 2020 after the successful roll-out of the Aladdin IT outsourcing solution). The jaws effect was thus positive by 2.3 points. At 170 million euros, Wealth and Asset Management's pre-tax income, after receiving one-third of the net income of private banking in the domestic markets, in Turkey and in the United States, was thus up sharply (+18.3% compared to the third quarter 2018).

For the first nine months of the year, revenues of Insurance, at 2,414 million euros, were up by 12.9% compared to the first nine months of 2018 due to the positive impact of the sharp rebound in the financial markets since 31.12.18 on the revaluation of part of assets booked at market value as well as the good growth of the international business. Operating expenses, at 1,120 million euros, rose by 5.6% as a result of business development, generating a largely positive jaws effect. After taking into account a decrease in income from associated companies, which was at a high level in the first nine months of 2018, pre-tax income was thus up by 14.0% compared to the first nine months of 2018, at 1,412 million euros.

Wealth and Asset Management's revenues (2,364 million euros) were down by 2.4% compared to the first nine months of 2018 due to an unfavourable base effect at Real Estate Services which had recorded a particularly high level of business in the first nine months of last year and the impact still in the first quarter of the sharp fall in the markets in the fourth quarter 2018 (weak transaction activity in particular from Asset Management and Wealth Management clients). Operating expenses totalled 1,922 million euros, up by 0.8% compared to the first nine months of 2018 due in particular to the development of Wealth Management in Germany and the decrease in costs at Asset Management. At 479 million euros, Wealth and Asset Management's pre-tax income, after receiving one-third of the net income of private banking in the domestic markets, in Turkey and in the United States, was thus down by 10.5% compared to the first nine months of 2018.

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CORPORATE AND INSTITUTIONAL BANKING (CIB)

CIB continued the implementation of its transformation. The operating division accelerated its industrialisation and implemented cost savings (62 million euros this quarter). It continued its selective growth on targeted clients with the signing of a binding agreement[1] with Deutsche Bank to provide service continuity to asset managers clients of prime brokerage and electronic execution, and including the necessary technology and staff transfer. It continued the optimisation of certain activities with the signing of an agreement to transfer fund distribution activities to Allfunds, one of the leading platforms in this sector worldwide (wealthtech) in exchange for a strategic 22.5% stake[1].

[1] Subject to required authorisations

The operating division's revenues, at 2,873 million euros, rose by 12.0% compared to the third quarter 2018 with sustained growth in all three businesses thanks to the strengthening of its client positions.

At 1,299 million euros, Global Markets' revenues were up by 14.7% compared to the third quarter 2018 and by 17.2% excluding the effect of the creation of the new Capital Markets platform[1]. The business delivered good growth in client business leveraging on market share gains. The VaR, which measures the level of market risks, was still at a very low level (25 million euros).

The revenues of FICC[2], at 915 million euros, were up by 34.6% (+38.7% excluding the effect of the creation of the new Capital Markets platform[1]) compared to the same quarter last year when the conditions were unfavourable. They recorded a sharp rise in credit and in primary issues, a rebound in forex and emerging markets and a good performance of rates. The business confirmed its strong positions in bond issues (ranked number 1 for all bond issues in euros, number 8 for all international bond issues and number 2 worldwide for sustainable bonds). Equity and Prime Services' revenues, at 384 million euros, were down for their part by 15.1% compared to the third quarter 2018 in a lacklustre market on flow activities partly offset by increased volumes of structured products' issuances and slight growth at Prime Services.

Securities Services revenues, at 535 million euros, were up by 6.4% compared to the third quarter 2018 due to business growth. Assets under custody and under administration were up sharply by 10.2% compared to 30 September 2018 due in particular to the successful migration of the $180 billion in assets of Janus Henderson. The number of transactions was up by 9.5% compared to the same quarter last year. The expertise of the business was recognised as it was named *Transaction Bank of the Year for securities services* by The Banker magazine.

Corporate Banking's revenues, at 1,039 million euros, rose by 11.7% compared to the third quarter 2018 (+8.7% excluding the effect of the creation of the new Capital Markets platform[1]). They were up in all regions but driven by very good business development in Europe as a result of a significant number of deals and the ramping up of the Capital Markets platform with clients. Loans, at 150 billion euros, were up by 7.1%[3] compared to the third quarter 2018. The business confirmed its strong positions in syndicated loans where it ranked number 1 in the EMEA region[4]. In trade finance, it continued to strengthen its number 1 position in Europe and ranked number 2 for the first time in Asia. Deposits, at 146 billion euros, rose for their part by 12.9%[3] compared to the third quarter 2018. The business confirmed its successful digital development with 11,000 corporate clients that use its Centric platform for a total of 19,000 connections per day. The expertise of the business was recognised as it was named *Most Innovative Investment Bank* by The Banker magazine.

At 1,974 million euros, CIB's operating expenses were up by 4.8% compared to the third quarter 2018. The jaws effect was largely positive (+7.2 points) thanks to cost saving and transformation measures with in particular the ramping up of shared platforms, the implementation of end-to-end digitalised processes and the automation of operations.

The gross operating income of CIB was thus up by 32.0%, at 898 million euros.

CIB's cost of risk was still low, at 81 million euros. It rose by 130 million euros compared to the third quarter 2018 which recorded 49 million euros in net provision write-backs. It reflected this quarter the impact of a significant file.

CIB thus generated 834 million euros in pre-tax income, up sharply (+13.5%) compared to the third quarter 2018.

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[1] Common platform of Global Markets and Corporate Banking to meet the financing needs of corporates set up in the first quarter 2019 (transfer of €28m in revenues from Global Markets FICC to Corporate Banking this quarter)
[2] Fixed Income, Currencies and Commodities
[3] Average outstandings at constant scope and exchange rates
[4] Europe, Middle East, Africa

For the first nine months of the year, the operating division's revenues, at 8,980 million euros, rose by 6.3% compared to the first nine months of 2018 with a rise in the three businesses. At 4,230 million euros, Global Markets' revenues were up by 3.8% compared to the first nine months of 2018 and by 5.8% excluding the effect of the creation of the new Capital Markets platform[1]. The revenues of FICC[2], at 2,743 million euros, were up by 23.9% compared to the first nine months of 2018 (+27.5% excluding the effect of the creation of the new Capital Markets platform[1]) with a good performance across all segments and in particular a rebound in forex. Equity and Prime Services' revenues, at 1,487 million euros, were down by 20.1% compared to a high base last year. The pick-up of business was only gradual at the beginning of the year after the fourth quarter 2018 which had recorded the impact of extreme market movements. Securities Services revenues, at 1,647 million euros, were up by 6.1% compared to the first nine months of 2018 due in particular to higher volumes, new mandates as well as the positive impact of a specific transaction. Corporate Banking's revenues, at 3,102 million euros, were up by 9.9% compared to the first nine months of 2018 (+7.1% excluding the effect of the creation of the new Capital Markets platform[1]) driven by good business development in Europe and continued growth of the transaction businesses (cash management, trade finance).

At 6,434 million euros, CIB's operating expenses were up by 3.0% compared to the first nine months of 2018 due to the rise in business and recorded the effect of cost saving and transformation plan measures (182 million euros in savings since the beginning of the year). The jaws effect was positive by 3.3 points.

The gross operating income of CIB was thus up by 15.4%, at 2,546 million euros.

CIB's cost of risk was still low, at 138 million euros. It was a net write-back of 57 million euros in the first nine months of 2018 which recorded significant provision write-backs.

CIB thus generated 2,406 million euros in pre-tax income, up by 5.1% compared to the first nine months of 2018.

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CORPORATE CENTRE

Corporate Centre revenues totalled 27 million euros compared to 9 million euros in the third quarter 2018 which still included one month's revenues from First Hawaiian Bank (55 million euros)[3].

Operating expenses totalled 363 million euros compared to 415 million euros in the third quarter 2018. They included the exceptional impact of 178 million euros in transformation costs (248 million euros in the third quarter 2018), 48 million euros in restructuring costs related to acquisitions[4] (19 million euros in the third quarter 2018) and 30 million euros in additional businesses' adaptation measures (departure plans)[5] (0 in the third quarter 2018). They included in the third quarter 2018 the operating expenses of First Hawaiian Bank (27 million euros).

[1] Transfer of €81m in revenues from Global Markets FICC to Corporate Banking in the first nine months of 2019

[2] Fixed Income, Currencies and Commodities

[3] Reminder: First Hawaiian Bank (FHB) no more fully consolidated from 1st August 2018 and FHB contribution to the income statement reallocated retroactively to the Corporate Centre as of 1st January 2018 (see new quarterly result series published on 29 March 2019)

[4] Restructuring costs related in particular to the integration of Raiffeisen Bank Polska and Opel Bank SA

[5] BNL bc and Asset Management

The cost of risk was negligible as well as in the third quarter 2018.

Non-operating items totalled 20 million euros compared to 285 million euros in the third quarter 2018 which included the exceptional impact of the capital gain realised from the sale of 30.3% of First Hawaiian Bank (+286 million euros).

The Corporate Centre's pre-tax income was thus -299 million euros compared to -101 million euros in the third quarter 2018.

For the first nine months of the year, Corporate Centre revenues totalled 117 million euros compared to 480 million euros in the first nine months of 2018 which included the revenues from First Hawaiian Bank (359 million euros)[1]. Operating expenses totalled 1,199 million euros compared to 1,360 million euros in the first nine months of 2018. They included the exceptional impact of 568 million euros in transformation costs (721 million euros in the first nine months of 2018), 148 million euros in restructuring costs related to acquisitions[2] (32 million euros in the first nine months of 2018) and 81 million euros in additional businesses' adaptation measures[3] (departure plans) (0 in the first nine months of 2018). They included in the first nine months of 2018 the operating expenses of First Hawaiian Bank[1] for 189 million euros. The cost of risk reflected a net write-back of 2 million euros (net provision of 36 million euros in the first nine months of 2018 when it included a 13 million euro cost of risk in First Hawaiian Bank). Non-operating items totalled 724 million euros (441 million euros in the first nine months of 2018). They included the exceptional impact of the capital gain realised from the sale of 16.8% of SBI Life in India followed by the deconsolidation of the residual 5.2% stake (+1,450 million euros) as well as goodwill impairments (-818 million euros). They included in the first nine months of 2018 a +101 million euro capital gain from the sale of a building and the capital gain realised from the sale of 30.3% of First Hawaiian Bank (+286 million euros). The Corporate Centre's pre-tax income was thus -291 million euros compared to -416 million euros in the first nine months of 2018.

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FINANCIAL STRUCTURE

The Group's balance sheet is very solid.

The common equity Tier 1 ratio came to 12.0% as at 30 September 2019, up by 10 basis point compared to 30 June 2019 due primarily to the net income for the quarter after taking into account a 50% dividend pay-out ratio (+10 basis points). The risk-weighted assets at constant change were stable thanks to the more significant effect of securitisations this quarter given the deferral of certain transactions that could not occur in the first half of the year. The other effects, including change effect, had overall a negligible impact on the ratio.

The leverage ratio[4] totalled 4.0% as at 30 June 2019.

The Group's liquid assets reserve immediately available totalled 351 billion euros, which is equivalent to more than one year of room to manoeuvre in terms of wholesale funding.

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[1] Reminder: First Hawaiian Bank (FHB) no more fully consolidated from 1st August 2018 and its contribution to the income statement has been reallocated retroactively to the Corporate Centre as of 1st January 2018 (see new quarterly result series published on 29 March 2019).
[2] Restructuring costs related in particular to the integration of Raiffeisen Bank Polska and Opel Bank SA
[3] BNL bc and Asset Management
[4] Calculated according to the delegated act of the European Commission dated 10 October 2014

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Commenting on these results, Chief Executive Officer Jean-Laurent Bonnafé stated:

“BNP Paribas delivered this quarter a net income of 1.9 billion euros. Revenues were up in the three operating divisions thanks to business growth. Operating expenses were well contained and benefitted from the transformation plan, generating a positive jaws effect in all the divisions. The cost of risk was still low.

The common equity Tier 1 ratio reached 12.0%, illustrating the Group’s solid balance sheet.

New digital experiences rolled out for customers are a success. The Group is actively executing its ambitious policy of engagement in society.

I would like to thank all the employees of the Group for their dedicated efforts to achieve these good results.”

CONSOLIDATED PROFIT AND LOSS ACCOUNT

€m	3Q19	3Q18	3Q19 / 3Q18	2Q19	3Q19 / 2Q19	9M19	9M18	9M19 / 9M18
Group								
Revenues	**10,896**	**10,352**	**+5.3%**	**11,224**	**-2.9%**	**33,264**	**32,356**	**+2.8%**
Operating Expenses and Dep.	-7,421	-7,277	+2.0%	-7,435	-0.2%	-23,305	-22,905	+1.7%
Gross Operating Income	**3,475**	**3,075**	**+13.0%**	**3,789**	**-8.3%**	**9,959**	**9,451**	**+5.4%**
Cost of Risks	-847	-686	+23.5%	-621	+36.4%	-2,237	-1,868	+19.8%
Operating Income	**2,628**	**2,389**	**+10.0%**	**3,168**	**-17.0%**	**7,722**	**7,583**	**+1.8%**
Share of Earnings of Equity-Method Entities	143	139	+2.9%	180	-20.6%	457	433	+5.5%
Other Non Operating Items	34	288	-88.2%	29	+17.0%	686	509	+34.8%
Non Operating Items	**177**	**427**	**-58.6%**	**209**	**-15.3%**	**1,143**	**942**	**+21.3%**
Pre-Tax Income	**2,805**	**2,816**	**-0.4%**	**3,377**	**-16.9%**	**8,865**	**8,525**	**+4.0%**
Corporate Income Tax	-767	-583	+31.6%	-795	-3.5%	-2,229	-2,059	+8.3%
Net Income Attributable to Minority Interests	-100	-109	-8.3%	-114	-12.3%	-312	-382	-18.3%
Net Income Attributable to Equity Holders	**1,938**	**2,124**	**-8.8%**	**2,468**	**-21.5%**	**6,324**	**6,084**	**+3.9%**
Cost/income	**68.1%**	**70.3%**	**-2.2 pt**	**66.2%**	**+1.9 pt**	**70.1%**	**70.8%**	**-0.7 pt**

BNP Paribas' financial disclosures for the third quarter 2019 is 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' general rules.

3Q19 – RESULTS BY CORE BUSINESSES

€m		Domestic Markets	International Financial Services	CIB	Operating Divisions	Others activities	Group
Revenues		**3,748**	**4,248**	**2,873**	**10,869**	**27**	**10,896**
	%Change3Q18	+0.3%	+5.1%	+12.0%	+5.1%	n.s.	+5.3%
	%Change2Q19	-1.6%	-0.3%	-7.3%	-2.7%	-49.6%	-2.9%
Operating Expenses and Dep.		-2,539	-2,545	-1,974	-7,058	-363	-7,421
	%Change3Q18	+0.3%	+4.0%	+4.8%	+2.9%	-12.5%	+2.0%
	%Change3Q19	+3.9%	-0.6%	-1.1%	+0.9%	-16.9%	-0.2%
Gross Operating Income		**1,209**	**1,704**	**898**	**3,811**	**-336**	**3,475**
	%Change3Q18	+0.3%	+6.8%	+32.0%	+9.5%	-17.1%	+13.0%
	%Change3Q19	-11.5%	+0.0%	-18.5%	-8.7%	-12.3%	-8.3%
Cost of Risk		-246	-518	-81	-846	-1	-847
	%Change3Q18	-1.6%	+6.6%	n.s.	+23.1%	n.s.	+23.5%
	%Change3Q19	+15.5%	+32.8%	n.s.	+34.8%	n.s.	+36.4%
Operating Income		**963**	**1,186**	**817**	**2,965**	**-337**	**2,628**
	%Change3Q18	+0.8%	+6.9%	+12.0%	+6.1%	-16.6%	+10.0%
	%Change3Q19	-16.6%	-9.7%	-24.2%	-16.3%	-10.5%	-17.0%
Share of Earnings of Equity-Method Entities		1	118	5	124	19	143
Other Non Operating Items		2	1	11	14	20	34
Pre-Tax Income		**966**	**1,305**	**834**	**3,104**	**-299**	**2,805**
	%Change3Q18	+0.6%	+6.7%	+13.5%	+6.4%	n.s.	-0.4%
	%Change3Q19	-16.0%	-9.5%	-21.2%	-14.9%	+10.0%	-16.9%

€m		Domestic Markets	International Financial Services	CIB	Operating Divisions	Others activities	Group
Revenues		**3,748**	**4,248**	**2,873**	**10,869**	**27**	**10,896**
	3Q18	3,737	4,041	2,565	10,343	9	10,352
	2Q19	3,810	4,262	3,099	11,171	53	11,224
Operating Expenses and Dep.		-2,539	-2,545	-1,974	-7,058	-363	-7,421
	3Q18	-2,531	-2,446	-1,884	-6,862	-415	-7,277
	2Q19	-2,443	-2,559	-1,997	-6,999	-436	-7,435
Gross Operating Income		**1,209**	**1,704**	**898**	**3,811**	**-336**	**3,475**
	3Q18	1,205	1,595	680	3,481	**-405**	3,075
	2Q19	1,367	1,703	1,102	4,172	**-383**	3,789
Cost of Risk		-246	-518	-81	-846	-1	-847
	3Q18	-251	-486	49	-687	1	-686
	2Q19	-213	-390	-24	-628	7	-621
Operating Income		**963**	**1,186**	**817**	**2,965**	**-337**	**2,628**
	3Q18	955	1,109	730	2,793	**-404**	2,389
	2Q19	1,154	1,313	1,078	3,545	**-377**	3,168
Share of Earnings of Equity-Method Entities		1	118	5	124	19	143
	3Q18	5	111	4	121	18	139
	2Q19	2	149	5	156	24	180
Other Non Operating Items		2	1	11	14	20	34
	3Q18	0	3	0	3	285	288
	2Q19	-6	-21	-25	-52	81	29
Pre-Tax Income		**966**	**1,305**	**834**	**3,104**	**-299**	**2,805**
	3Q18	960	1,223	734	2,917	**-101**	2,816
	2Q19	1,149	1,442	1,058	3,649	**-272**	3,377
Corporate Income Tax							-767
Net Income Attributable to Minority Interests							-100
Net Income Attributable to Equity Holders							**1,938**

9M19 – RESULTS BY CORE BUSINESSES

€m		Domestic	International	CIB	Operating	Others activities	Group
Revenues		**11,375**	**12,792**	**8,980**	**33,147**	**117**	**33,264**
	%Change9M18	+0.2%	+5.9%	+6.3%	+4.0%	-75.7%	+2.8%
Operating Expenses and Dep.		-7,880	-7,792	-6,434	-22,106	-1,199	-23,305
	%Change9M18	+0.1%	+4.9%	+3.0%	+2.6%	-11.8%	+1.7%
Gross Operating Income		**3,495**	**5,001**	**2,546**	**11,042**	**-1,083**	**9,959**
	%Change9M18	+0.6%	+7.6%	+15.4%	+6.9%	+23.0%	+5.4%
Cost of Risk		-764	-1,337	-138	-2,239	2	-2,237
	%Change9M18	+5.5%	+14.7%	n.s.	+22.2%	n.s.	+19.8%
Operating Income		**2,731**	**3,664**	**2,408**	**8,803**	**-1,081**	**7,722**
	%Change9M18	-0.8%	+5.2%	+6.4%	+3.6%	+18.0%	+1.8%
Share of Earnings of Equity-Method Entities		-3	381	12	390	67	457
Other Non Operating Items		-3	-20	-15	-38	724	686
Pre-Tax Income		**2,725**	**4,025**	**2,406**	**9,156**	**-291**	**8,865**
	%Change9M18	-0.9%	+3.2%	+5.1%	+2.4%	-30.1%	+4.0%
Corporate Income Tax							-2,229
Net Income Attributable to Minority Interests							-312
Net Income Attributable to Equity Holders							6,324

QUARTERLY SERIES

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
Group							
Revenues	**10,896**	**11,224**	**11,144**	**10,160**	**10,352**	**11,206**	**10,798**
Operating Expenses and Dep.	-7,421	-7,435	-8,449	-7,678	-7,277	-7,368	-8,260
Gross Operating Income	**3,475**	**3,789**	**2,695**	**2,482**	**3,075**	**3,838**	**2,538**
Cost of Risks	-847	-621	-769	-896	-686	-567	-615
Operating Income	**2,628**	**3,168**	**1,926**	**1,586**	**2,389**	**3,271**	**1,923**
Share of Earnings of Equity-Method Entities	143	180	134	195	139	132	162
Other Non Operating Items	34	29	623	-98	288	50	171
Pre-Tax Income	**2,805**	**3,377**	**2,683**	**1,683**	**2,816**	**3,453**	**2,256**
Corporate Income Tax	-767	-795	-667	-144	-583	-918	-558
Net Income Attributable to Minority Interests	-100	-114	-98	-97	-109	-142	-131
Net Income Attributable to Equity Holder	**1,938**	**2,468**	**1,918**	**1,442**	**2,124**	**2,393**	**1,567**
Cost/Income	**68.1%**	**66.2%**	**75.8%**	**75.6%**	**70.3%**	**65.7%**	**76.5%**

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
RETAIL BANKING & SERVICES Excl. PEL/CEL							
Revenues	**8,006**	**8,045**	**8,096**	**7,767**	**7,774**	**7,915**	**7,731**
Operating Expenses and Dep.	-5,084	-5,002	-5,586	-5,154	-4,978	-4,907	-5,416
Gross Operating Income	**2,922**	**3,042**	**2,510**	**2,613**	**2,796**	**3,008**	**2,315**
Cost of Risks	-765	-604	-733	-722	-736	-526	-627
Operating Income	**2,158**	**2,439**	**1,777**	**1,891**	**2,060**	**2,482**	**1,688**
Share of Earnings of Equity-Method Entities	119	151	108	131	117	107	132
Other Non Operating Items	3	-27	1	-4	3	0	59
Pre-Tax Income	**2,280**	**2,563**	**1,886**	**2,018**	**2,179**	**2,589**	**1,879**
Allocated Equity (€bn, year to date)	54.7	54.6	54.3	52.5	52.1	52.0	51.8

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
RETAIL BANKING & SERVICES							
Revenues	**7,997**	**8,072**	**8,099**	**7,782**	**7,778**	**7,916**	**7,733**
Operating Expenses and Dep.	-5,084	-5,002	-5,586	-5,154	-4,978	-4,907	-5,416
Gross Operating Income	**2,913**	**3,070**	**2,513**	**2,628**	**2,800**	**3,009**	**2,316**
Cost of Risks	-765	-604	-733	-722	-736	-526	-627
Operating Income	**2,148**	**2,467**	**1,780**	**1,907**	**2,064**	**2,482**	**1,689**
Share of Earnings of Equity-Method Entities	119	151	108	131	117	107	132
Other Non Operating Items	3	-27	1	-4	3	0	59
Pre-Tax Income	**2,270**	**2,591**	**1,889**	**2,033**	**2,183**	**2,589**	**1,880**
Allocated Equity (€bn, year to date)	54.7	54.6	54.3	52.5	52.1	52.0	51.8

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
DOMESTIC MARKETS (including 100% of PB in France, Italy, Belgium and Luxembourg)* Excluding PEL/CEL Effects							
Revenues	**3,892**	**3,925**	**3,961**	**3,903**	**3,874**	**3,938**	**3,969**
Operating Expenses and Dep.	-2,607	-2,516	-2,983	-2,603	-2,605	-2,528	-2,971
Gross Operating Income	**1,285**	**1,408**	**978**	**1,300**	**1,269**	**1,411**	**998**
Cost of Risks	-245	-214	-307	-322	-251	-204	-270
Operating Income	**1,040**	**1,194**	**671**	**978**	**1,018**	**1,206**	**727**
Share of Earnings of Equity-Method Entities	1	2	-6	0	5	-3	-6
Other Non Operating Items	2	-6	1	-2	0	1	1
Pre-Tax Income	**1,043**	**1,190**	**666**	**975**	**1,024**	**1,205**	**723**
Income Attributable to Wealth and Asset Management	-67	-68	-58	-59	-67	-73	-65
Pre-Tax Income of Domestic Markets	**975**	**1,122**	**608**	**917**	**956**	**1,132**	**658**
Allocated Equity (€bn, year to date)	25.7	25.7	25.5	25.2	25.0	24.7	24.4

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
DOMESTIC MARKETS (including 2/3 of PB in France, Italy, Belgium and Luxembourg)							
Revenues	**3,748**	**3,810**	**3,816**	**3,783**	**3,737**	**3,792**	**3,820**
Operating Expenses and Dep.	-2,539	-2,443	-2,897	-2,528	-2,531	-2,454	-2,888
Gross Operating Income	**1,209**	**1,367**	**919**	**1,255**	**1,205**	**1,338**	**933**
Cost of Risks	-246	-213	-305	-320	-251	-205	-269
Operating Income	**963**	**1,154**	**615**	**935**	**955**	**1,133**	**664**
Share of Earnings of Equity-Method Entities	1	2	-6	0	5	-3	-6
Other Non Operating Items	2	-6	1	-2	0	1	1
Pre-Tax Income	**966**	**1,149**	**610**	**932**	**960**	**1,132**	**659**
Allocated Equity (€bn, year to date)	25.7	25.7	25.5	25.2	25.0	24.7	24.4

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

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
FRENCH RETAIL BANKING (including 100% of Private Banking in France)*							
Revenues	**1,558**	**1,624**	**1,597**	**1,568**	**1,575**	**1,593**	**1,595**
Incl. Net Interest Income	*891*	*916*	*915*	*902*	*900*	*875*	*891*
Incl. Commissions	*667*	*708*	*682*	*666*	*676*	*718*	*704*
Operating Expenses and Dep.	-1,163	-1,102	-1,186	-1,149	-1,168	-1,104	-1,189
Gross Operating Income	**396**	**522**	**412**	**419**	**407**	**489**	**406**
Cost of Risks	-75	-83	-72	-85	-90	-54	-59
Operating Income	**320**	**440**	**340**	**334**	**317**	**435**	**347**
Non Operating Items	0	0	1	-3	0	1	0
Pre-Tax Income	**320**	**440**	**340**	**332**	**318**	**437**	**346**
Income Attributable to Wealth and Asset Management	-40	-37	-34	-32	-38	-39	-39
Pre-Tax Income of BDDF	**281**	**402**	**306**	**299**	**280**	**397**	**307**
Allocated Equity (€bn, year to date)	10.0	9.9	9.8	9.6	9.5	9.3	9.2

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
FRENCH RETAIL BANKING (including 100% of Private Banking in France)* Excluding PEL/CEL Effects							
Revenues	**1,568**	**1,596**	**1,595**	**1,553**	**1,571**	**1,593**	**1,594**
Incl. Net Interest Income	*901*	*889*	*912*	*887*	*896*	*875*	*890*
Incl. Commissions	*667*	*708*	*682*	*666*	*676*	*718*	*704*
Operating Expenses and Dep.	-1,163	-1,102	-1,186	-1,149	-1,168	-1,104	-1,189
Gross Operating Income	**405**	**495**	**409**	**404**	**403**	**489**	**405**
Cost of Risks	-75	-83	-72	-85	-90	-54	-59
Operating Income	**330**	**412**	**337**	**319**	**313**	**435**	**346**
Non Operating Items	0	0	1	-3	0	1	0
Pre-Tax Income	**330**	**412**	**338**	**317**	**314**	**436**	**345**
Income Attributable to Wealth and Asset Management	-40	-37	-34	-32	-38	-39	-39
Pre-Tax Income of BDDF	**290**	**374**	**304**	**284**	**276**	**397**	**306**
Allocated Equity (€bn, year to date)	10.0	9.9	9.8	9.6	9.5	9.3	9.2

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
FRENCH RETAIL BANKING (including 2/3 of Private Banking in France)							
Revenues	**1,490**	**1,549**	**1,522**	**1,498**	**1,502**	**1,517**	**1,517**
Operating Expenses and Dep.	-1,133	-1,065	-1,147	-1,112	-1,133	-1,068	-1,151
Gross Operating Income	**357**	**484**	**376**	**386**	**369**	**449**	**367**
Cost of Risks	-77	-81	-70	-84	-90	-53	-59
Operating Income	**281**	**402**	**305**	**302**	**280**	**396**	**307**
Non Operating Items	0	0	1	-3	0	1	0
Pre-Tax Income	**281**	**402**	**306**	**299**	**280**	**397**	**307**
Allocated Equity (€bn, year to date)	10.0	9.9	9.8	9.6	9.5	9.3	9.2

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

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

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
PEL-CEL Effects	-10	28	2	15	4	0	1

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
BNL banca commerciale (Including 100% of Private Banking in Italy)*							
Revenues	**663**	**684**	**675**	**722**	**660**	**698**	**713**
Operating Expenses and Dep.	-446	-433	-470	-440	-439	-438	-480
Gross Operating Income	**217**	**251**	**205**	**282**	**221**	**259**	**233**
Cost of Risks	-109	-107	-165	-164	-131	-127	-169
Operating Income	**108**	**144**	**40**	**117**	**90**	**132**	**63**
Non Operating Items	0	0	0	-2	0	-1	0
Pre-Tax Income	**108**	**144**	**40**	**116**	**89**	**130**	**63**
Income Attributable to Wealth and Asset Management	-10	-11	-10	-11	-10	-10	-12
Pre-Tax Income of BNL bc	**98**	**133**	**30**	**105**	**80**	**120**	**51**
Allocated Equity (€bn, year to date)	5.3	5.3	5.3	5.5	5.5	5.5	5.4

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
BNL banca commerciale (Including 2/3 of Private Banking in Italy)							
Revenues	**641**	**663**	**654**	**700**	**638**	**675**	**691**
Operating Expenses and Dep.	-434	-422	-460	-429	-427	-427	-470
Gross Operating Income	**207**	**241**	**195**	**272**	**211**	**248**	**221**
Cost of Risks	-109	-108	-164	-165	-131	-127	-170
Operating Income	**98**	**133**	**30**	**107**	**80**	**122**	**51**
Non Operating Items	0	0	0	-2	0	-1	0
Pre-Tax Income	**98**	**133**	**30**	**105**	**80**	**120**	**51**
Allocated Equity (€bn, year to date)	5.3	5.3	5.3	5.5	5.5	5.5	5.4

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
BELGIAN RETAIL BANKING (Including 100% of Private Banking in Belgium)*							
Revenues	**853**	**878**	**915**	**857**	**887**	**917**	**934**
Operating Expenses and Dep.	-541	-535	-844	-571	-563	-552	-835
Gross Operating Income	**312**	**342**	**71**	**286**	**324**	**365**	**99**
Cost of Risks	-20	3	-34	-43	4	2	-6
Operating Income	**292**	**345**	**37**	**243**	**328**	**367**	**93**
Share of Earnings of Equity-Method Entities	5	5	-3	4	8	1	-3
Other Non Operating Items	1	-6	0	7	0	0	1
Pre-Tax Income	**298**	**344**	**35**	**253**	**336**	**368**	**92**
Income Attributable to Wealth and Asset Management	-17	-19	-14	-15	-19	-23	-13
Pre-Tax Income of Belgian Retail Banking	**281**	**325**	**21**	**238**	**317**	**345**	**79**
Allocated Equity (€bn, year to date)	5.8	5.9	5.8	5.7	5.7	5.6	5.6

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
BELGIAN RETAIL BANKING (Including 2/3 of Private Banking in Belgium)							
Revenues	**813**	**836**	**868**	**817**	**845**	**872**	**887**
Operating Expenses and Dep.	-519	-512	-811	-547	-539	-529	-803
Gross Operating Income	**295**	**323**	**57**	**270**	**305**	**344**	**85**
Cost of Risks	-20	3	-33	-42	4	0	-4
Operating Income	**275**	**326**	**24**	**228**	**309**	**344**	**80**
Share of Earnings of Equity-Method Entities	5	5	-3	4	8	1	-3
Other Non Operating Items	1	-6	0	7	0	0	1
Pre-Tax Income	**281**	**325**	**21**	**238**	**317**	**345**	**79**
Allocated Equity (€bn, year to date)	5.8	5.9	5.8	5.7	5.7	5.6	5.6

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

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
OTHER DOMESTIC MARKETS ACTIVITIES INCLUDING LUXEMBOURG (Including 100% of Private Banking in Luxembourg)*							
Revenues	**807**	**767**	**776**	**771**	**755**	**731**	**728**
Operating Expenses and Dep.	-457	-447	-483	-443	-435	-433	-467
Gross Operating Income	**351**	**320**	**292**	**328**	**320**	**298**	**261**
Cost of Risks	-41	-27	-37	-29	-33	-25	-36
Operating Income	**310**	**293**	**256**	**299**	**287**	**273**	**225**
Share of Earnings of Equity-Method Entities	-4	-4	-3	-4	-3	-3	-2
Other Non Operating Items	1	0	0	-5	0	0	-1
Pre-Tax Income	**307**	**290**	**253**	**290**	**284**	**271**	**223**
Income Attributable to Wealth and Asset Management	-1	-1	0	-1	-1	-1	-1
Pre-Tax Income of Other Domestic Markets	**306**	**289**	**253**	**289**	**283**	**270**	**222**
Allocated Equity (€bn, year to date)	4.6	4.6	4.5	4.4	4.3	4.3	4.2

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
OTHER DOMESTIC MARKETS ACTIVITIES INCLUDING LUXEMBOURG (Including 2/3 of Private Banking in Luxembourg)							
Revenues	**804**	**763**	**772**	**767**	**752**	**728**	**725**
Operating Expenses and Dep.	-454	-444	-480	-440	-433	-431	-464
Gross Operating Income	**350**	**319**	**292**	**327**	**319**	**297**	**260**
Cost of Risks	-41	-27	-37	-29	-33	-25	-36
Operating Income	**309**	**292**	**255**	**298**	**286**	**272**	**225**
Share of Earnings of Equity-Method Entities	-4	-4	-3	-4	-3	-3	-2
Other Non Operating Items	1	0	0	-5	0	0	-1
Pre-Tax Income	**306**	**289**	**253**	**289**	**283**	**270**	**222**
Allocated Equity (€bn, year to date)	4.6	4.6	4.5	4.4	4.3	4.3	4.2

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

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
INTERNATIONAL FINANCIAL SERVICES							
Revenues	**4,248**	**4,262**	**4,282**	**3,999**	**4,041**	**4,123**	**3,912**
Operating Expenses and Dep.	-2,545	-2,559	-2,688	-2,626	-2,446	-2,453	-2,529
Gross Operating Income	**1,704**	**1,703**	**1,594**	**1,373**	**1,595**	**1,671**	**1,383**
Cost of Risks	-518	-390	-428	-401	-486	-322	-358
Operating Income	**1,186**	**1,313**	**1,165**	**972**	**1,109**	**1,349**	**1,026**
Share of Earnings of Equity-Method Entities	118	149	113	131	111	109	137
Other Non Operating Items	1	-21	0	-2	3	-1	58
Pre-Tax Income	**1,305**	**1,442**	**1,279**	**1,101**	**1,223**	**1,457**	**1,221**
Allocated Equity (€bn, year to date)	29.1	28.9	28.8	27.3	27.1	27.3	27.3

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
Personal Finance							
Revenues	**1,444**	**1,440**	**1,427**	**1,411**	**1,387**	**1,381**	**1,354**
Operating Expenses and Dep.	-664	-702	-770	-728	-639	-672	-725
Gross Operating Income	**781**	**738**	**656**	**682**	**748**	**709**	**629**
Cost of Risks	-366	-289	-329	-299	-345	-265	-276
Operating Income	**415**	**449**	**327**	**383**	**403**	**443**	**353**
Share of Earnings of Equity-Method Entities	19	17	13	17	21	8	15
Other Non Operating Items	0	-13	0	-1	0	-2	4
Pre-Tax Income	**434**	**454**	**340**	**400**	**424**	**450**	**373**
Allocated Equity (€bn, year to date)	8.0	7.9	7.8	7.3	7.2	7.1	7.0

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
EUROPE-MEDITERRANEAN (Including 100% of Private Banking in Turkey)*							
Revenues	**657**	**674**	**665**	**600**	**562**	**614**	**581**
Operating Expenses and Dep.	-439	-445	-456	-405	-381	-402	-416
Gross Operating Income	**218**	**230**	**210**	**195**	**181**	**212**	**165**
Cost of Risks	-112	-97	-77	-78	-105	-55	-70
Operating Income	**107**	**132**	**133**	**117**	**76**	**157**	**96**
Share of Earnings of Equity-Method Entities	44	66	53	60	43	43	41
Other Non Operating Items	-1	0	0	-1	0	-1	54
Pre-Tax Income	**150**	**198**	**186**	**176**	**119**	**199**	**191**
Income Attributable to Wealth and Asset Management	-1	-1	-1	0	-1	-1	-1
Pre-Tax Income of EM	**150**	**197**	**185**	**176**	**118**	**199**	**191**
Allocated Equity (€bn, year to date)	5.3	5.3	5.3	4.8	4.8	4.8	4.8

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
EUROPE-MEDITERRANEAN (Including 2/3 of Private Banking in Turkey)							
Revenues	**655**	**672**	**663**	**599**	**561**	**612**	**579**
Operating Expenses and Dep.	-438	-444	-455	-404	-380	-401	-415
Gross Operating Income	**217**	**228**	**209**	**195**	**180**	**211**	**164**
Cost of Risks	-111	-97	-77	-78	-105	-55	-70
Operating Income	**106**	**131**	**132**	**117**	**75**	**156**	**95**
Share of Earnings of Equity-Method Entities	44	66	53	60	43	43	41
Other Non Operating Items	-1	0	0	-1	0	-1	54
Pre-Tax Income	**150**	**197**	**185**	**176**	**118**	**199**	**191**
Allocated Equity (€bn, year to date)	5.3	5.3	5.3	4.8	4.8	4.8	4.8

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

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
BANCWEST (Including 100% of Private Banking in United States)*							
Revenues	**601**	**593**	**569**	**599**	**578**	**576**	**535**
Operating Expenses and Dep.	-433	-431	-442	-431	-430	-406	-415
Gross Operating Income	**168**	**162**	**127**	**169**	**148**	**170**	**120**
Cost of Risks	-43	-2	-18	-22	-35	0	-12
Operating Income	**125**	**160**	**109**	**146**	**113**	**169**	**108**
Share of Earnings of Equity-Method Entities	0	0	0	0	0	0	0
Other Non Operating Items	1	1	0	0	2	0	0
Pre-Tax Income	**126**	**161**	**109**	**146**	**116**	**169**	**108**
Income Attributable to Wealth and Asset Management	-7	-7	-8	-7	-8	-7	-6
NRBI	**119**	**153**	**101**	**139**	**108**	**162**	**102**
Allocated Equity (€bn, year to date)	5.4	5.3	5.3	4.9	4.8	5.0	4.9

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
BANCWEST (Including 2/3 of Private Banking in United States)							
Revenues	**585**	**576**	**553**	**581**	**562**	**561**	**522**
Operating Expenses and Dep.	-423	-421	-433	-420	-422	-398	-407
Gross Operating Income	**161**	**155**	**119**	**162**	**140**	**163**	**115**
Cost of Risks	-43	-2	-18	-22	-35	0	-12
Operating Income	**118**	**152**	**101**	**139**	**106**	**162**	**102**
Non Operating Items	1	1	0	0	2	0	0
Pre-Tax Income	**119**	**153**	**101**	**139**	**108**	**162**	**102**
Allocated Equity (€bn, year to date)	5.4	5.3	5.3	4.9	4.8	5.0	4.9

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
Insurance							
Revenues	**761**	**779**	**874**	**542**	**741**	**735**	**661**
Operating Expenses and Dep.	-370	-360	-389	-346	-351	-342	-367
Gross Operating Income	**390**	**419**	**484**	**196**	**390**	**393**	**294**
Cost of Risks	-2	1	-2	2	0	1	0
Operating Income	**389**	**420**	**482**	**198**	**390**	**394**	**294**
Share of Earnings of Equity-Method Entities	43	57	37	43	38	46	75
Other Non Operating Items	0	-16	0	0	1	0	0
Pre-Tax Income	**432**	**461**	**520**	**241**	**429**	**440**	**369**
Allocated Equity (€bn, year to date)	8.4	8.3	8.4	8.4	8.4	8.5	8.7

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
WEALTH AND ASSET MANAGEMENT							
Revenues	**803**	**795**	**766**	**866**	**791**	**834**	**795**
Operating Expenses and Dep.	-649	-632	-641	-728	-654	-639	-614
Gross Operating Income	**154**	**163**	**125**	**138**	**137**	**195**	**181**
Cost of Risks	4	-2	-2	-3	-1	-2	0
Operating Income	**157**	**161**	**123**	**134**	**136**	**193**	**181**
Share of Earnings of Equity-Method Entities	12	10	10	11	8	12	5
Other Non Operating Items	0	7	0	0	-1	1	0
Pre-Tax Income	**170**	**177**	**132**	**146**	**143**	**206**	**187**
Allocated Equity (€bn, year to date)	2.1	2.1	2.0	1.9	1.9	1.9	1.9

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

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
CORPORATE AND INSTITUTIONAL BANKING							
Revenues	**2,873**	**3,099**	**3,008**	**2,379**	**2,565**	**2,979**	**2,906**
Operating Expenses and Dep.	-1,974	-1,997	-2,463	-1,919	-1,884	-1,970	-2,389
Gross Operating Income	**898**	**1,102**	**545**	**460**	**680**	**1,009**	**517**
Cost of Risks	-81	-24	-32	-100	49	-23	31
Operating Income	**817**	**1,078**	**513**	**359**	**730**	**986**	**548**
Share of Earnings of Equity-Method Entities	5	5	2	39	4	7	9
Other Non Operating Items	11	-25	-2	-6	0	3	2
Pre-Tax Income	**834**	**1,058**	**514**	**393**	**734**	**996**	**558**
Allocated Equity (€bn, year to date)	21.6	21.3	20.7	20.8	20.7	20.3	19.9

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
CORPORATE BANKING							
Revenues	**1,039**	**1,094**	**969**	**1,102**	**930**	**999**	**892**
Operating Expenses and Dep.	-600	-607	-724	-622	-597	-591	-683
Gross Operating Income	**440**	**487**	**245**	**480**	**333**	**409**	**209**
Cost of Risks	-88	-21	-35	-91	46	12	1
Operating Income	**352**	**467**	**210**	**389**	**379**	**421**	**210**
Non Operating Items	4	3	3	36	5	7	9
Pre-Tax Income	**356**	**470**	**213**	**424**	**384**	**428**	**219**
Allocated Equity (€bn, year to date)	12.5	12.4	12.2	12.2	12.1	12.0	11.9

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
GLOBAL MARKETS							
Revenues	**1,299**	**1,409**	**1,523**	**650**	**1,132**	**1,447**	**1,498**
incl. FICC	*915*	*793*	*1,035*	*505*	*680*	*729*	*805*
incl. Equity & Prime Services	*384*	*615*	*488*	*145*	*452*	*718*	*692*
Operating Expenses and Dep.	-926	-913	-1,276	-859	-848	-955	-1,275
Gross Operating Income	**373**	**496**	**248**	**-209**	**284**	**492**	**223**
Cost of Risks	4	-6	3	-13	3	-37	28
Operating Income	**377**	**491**	**251**	**-222**	**287**	**455**	**251**
Share of Earnings of Equity-Method Entities	1	1	0	1	0	1	1
Other Non Operating Items	9	-25	1	-3	0	1	0
Pre-Tax Income	**387**	**467**	**252**	**-225**	**287**	**457**	**252**
Allocated Equity (€bn, year to date)	8.1	8.0	7.7	7.8	7.7	7.4	7.1

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
SECURITIES SERVICES							
Revenues	**535**	**596**	**516**	**627**	**503**	**532**	**517**
Operating Expenses and Dep.	-449	-477	-463	-438	-439	-424	-431
Gross Operating Income	**86**	**119**	**53**	**189**	**63**	**108**	**86**
Cost of Risks	2	2	-1	4	0	3	1
Operating Income	**88**	**121**	**52**	**193**	**63**	**110**	**87**
Non Operating Items	2	0	-3	0	0	1	0
Pre-Tax Income	**91**	**121**	**50**	**193**	**63**	**111**	**86**
Allocated Equity (€bn, year to date)	0.9	0.9	0.8	0.9	0.9	0.9	0.8

€m	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18	1Q18
CORPORATE CENTRE							
Revenues	**27**	**53**	**37**	**-1**	**9**	**312**	**159**
Operating Expenses and Dep.	*-363*	*-436*	*-400*	*-605*	*-415*	*-491*	*-454*
Incl. Transformation, Restructuring and Adaptation Costs	*-256*	*-336*	*-206*	*-481*	*-267*	*-275*	*-211*
Gross Operating Income	**-336**	**-383**	**-363**	**-606**	**-405**	**-179**	**-295**
Cost of Risk	-1	7	-4	-74	1	-18	-19
Operating Income	**-337**	**-377**	**-367**	**-680**	**-404**	**-197**	**-314**
Share of Earnings of Equity-Method Entities	19	24	24	25	18	19	22
Other Non Operating Items	20	81	623	-88	285	46	110
Pre-Tax Income	**-299**	**-272**	**280**	**-743**	**-101**	**-132**	**-183**

BALANCE SHEET AS AT 30.09.19

In millions of euros	30/09/2019	31/12/2018
ASSETS		
Cash and balances at central banks	166,934	185,119
Financial instruments at fair value through profit or loss		
Securities	207,036	121,954
Loans and repurchase agreements	374,982	183,716
Derivative financial Instruments	297,716	232,895
Derivatives used for hedging purposes	18,150	9,810
Financial assets at fair value through equity		
Debt securities	54,500	53,838
Equity securities	2,249	2,151
Financial assets at amortised cost		
Loans and advances to credit institutions	39,177	19,556
Loans and advances to customers	797,357	765,871
Debt securities	100,263	75,073
Remeasurement adjustment on interest-rate risk hedged portfolios	6,025	2,787
Financial investments of insurance activities	257,420	232,308
Current and deferred tax assets	6,921	7,220
Accrued income and other assets	132,743	103,346
Equity-method investments	5,835	5,772
Property, plant and equipment and investment property	31,348	26,652
Intangible assets	3,727	3,783
Goodw ill	7,821	8,487
Non-current assets held for sale	0	498
TOTAL ASSETS	**2,510,204**	**2,040,836**
LIABILITIES		
Deposits from central banks	4,887	1,354
Financial instruments at fair value through profi t or loss		
Securities	98,004	75,189
Deposits and repurchase agreements	391,637	204,039
Issued debt securities	63,868	54,908
Derivative financial instruments	292,197	225,804
Derivatives used for hedging purposes	19,138	11,677
Financial liabilities at amortised cost		
Deposits from credit institutions	110,230	78,915
Deposits from customers	850,458	796,548
Debt securities	172,608	151,451
Subordinated debt	20,528	17,627
Remeasurement adjustment on interest-rate risk hedged portfolios	7,117	2,470
Current and deferred tax liabilities	2,796	2,255
Accrued expenses and other liabilities	119,227	89,562
Technical reserves and other insurance liabilities	235,770	213,691
Provisions for contingencies and charges	10,131	9,620
TOTAL LIABILITIES	**2,398,596**	**1,935,110**
CONSOLIDATED EQUITY		
Share capital, additional paid-in capital and retained earnings	*98,308*	*93,431*
Net income for the period attributable to shareholders	*6,324*	*7,526*
Total capital, retained earnings and net income for the period attributable to shareholders	**104,632**	**100,957**
Changed in assets and liabilities recognized directly in equity	2,525	510
Shareholders' equity	**107,157**	**101,467**
Total minority interests	**4,451**	**4,259**
TOTAL EQUITY	**111,608**	**105,726**
TOTAL LIABILITIES AND EQUITY	**2,510,204**	**2,040,836**

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 aggregate, 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	Evolution of operating expenses excluding taxes and contributions subject to IFRIC 21.	Representative measure of the operating expenses' evolution in the 9 months excluding taxes and contributions subject to IFRIC 21 booked almost entirely for the whole year in the 1st semester
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 transformation and restructuring 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.

The figures included in this presentation are unaudited. For 2018 they are based on the new accounting standard IFRS 9 Financial Instruments whereas the Group has opted not to restate the previous years, as envisaged under the new standard.

On 29 March 2019, BNP Paribas issued a restatement of its quarterly results for 2018 reflecting, in particular (i) the internal transfer in the 3rd quarter 2018 of Correspondent Banking activities within CIB from Corporate Banking business to Securities Services and (ii) the transfer, effective 1st October 2018, of First Hawaiian Bank (FHB) from the BancWest business to the Corporate Centre following the sale of 43.6% of FHB in 2018 (the remaining stake was sold on 25 January 2019). These changes do not affect Group results as a whole but only the analytical breakdown of IFS (BancWest), CIB (Corporate Banking, Securities Services), and Corporate Centre. The 2018 quarterly result series have been restated reflecting these effects as if they had occurred on 1st January 2018. This presentation is based on the restated 2018 quarterly series.

This presentation includes forward-looking statements based on current beliefs and expectations about future events. Forward-looking statements include financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future events, operations, products and services, and statements regarding future performance and synergies. Forward-looking statements are not guarantees of future performance and are subject to inherent risks, uncertainties and assumptions about BNP Paribas and its subsidiaries and investments, developments of BNP Paribas and its subsidiaries, banking industry trends, future capital expenditures and acquisitions, changes in economic conditions globally or in BNP Paribas' principal local markets, the competitive market and regulatory factors. Those events are uncertain; their outcome may differ from current expectations which may in turn significantly affect expected results. Actual results may differ materially from those projected or implied in these forward looking statements. Any forward-looking statement contained in this presentation speaks as of the date of this presentation. BNP Paribas undertakes no obligation to publicly revise or update any forward-looking statements in light of new information or future events. It should be recalled in this regard that the Supervisory Review and Evaluation Process is carried out each year by the European Central Bank, which can modify each year its capital adequacy ratio requirements for BNP Paribas.
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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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