

# HALF-YEAR RESULTS 2022

## TRANSITION TO NET ZERO: FOCUS ON OUR SUSTAINABLE SOLUTIONS

*MAX JADOT*

BRUSSELS

SEPTEMBER 2, 2022



**BNP PARIBAS**  
**FORTIS**

By your side for  
**200**  
YEARS

The bank for a changing world



## HALF-YEAR RESULTS 2022 & FOCUS ON SUSTAINABILITY SOLUTIONS FOR OUR CLIENTS

# TODAY'S AGENDA

### CHAPTER 1

Introduction

### CHAPTER 2

Financial update – HY 2022

### CHAPTER 3

Focus on sustainable solutions for our clients

### CHAPTER 4

Conclusions

## CHAPTER 1

### INTRODUCTION

Trusted companion by  
your side since 1822



À vos côtés  
depuis 200 ans.

200 YEARS

#PositiveBanking

 **BNP PARIBAS  
FORTIS**

La banque  
d'un monde  
qui change



Aan uw zijde  
sinds 200 jaar.

200 YEARS

#PositiveBanking

 **BNP PARIBAS  
FORTIS**

De bank  
voor een wereld  
in verandering

## INTRODUCTION

BNP Paribas Fortis, for 200 years  
trusted companion of Belgian enterprises & families



**BNP PARIBAS**  
ASSET MANAGEMENT



**BNP PARIBAS**  
LEASING SOLUTIONS



\* BNP Paribas Group



## HALF-YEAR RESULTS 2022 & FOCUS ON SUSTAINABILITY SOLUTIONS FOR OUR CLIENTS

# TODAY'S AGENDA

### CHAPTER 1

Introduction

### CHAPTER 2

Financial update – HY 2022

### CHAPTER 3

Focus on sustainable solutions  
for our clients

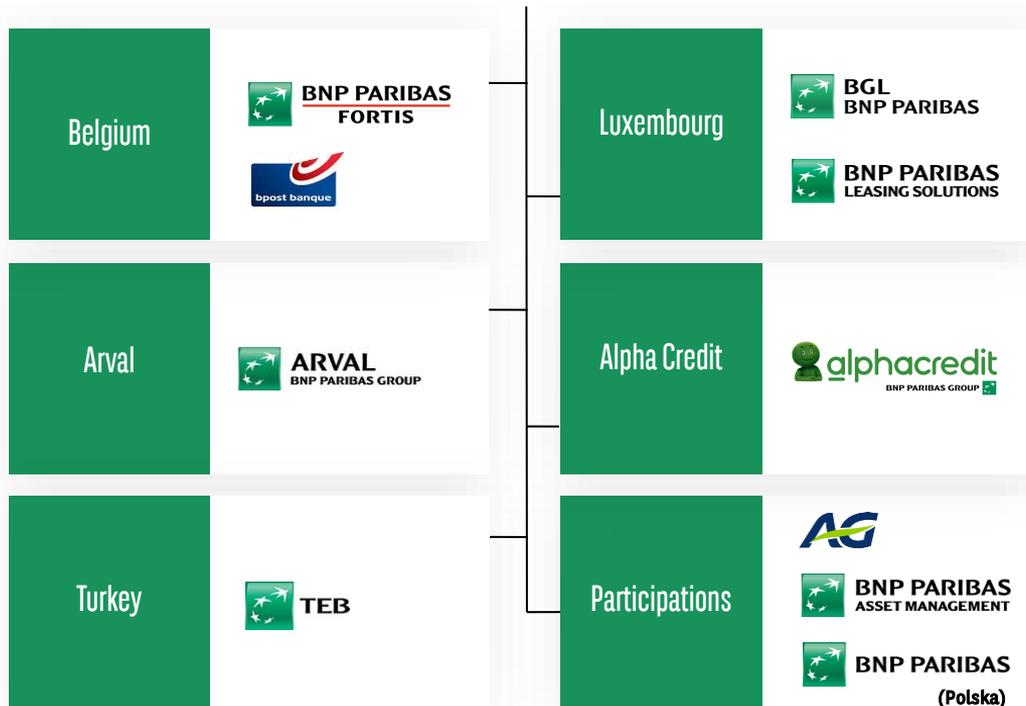
### CHAPTER 4

Conclusions

# CHAPTER 1

## FINANCIALS

Our perimeter



**FINANCIALS**

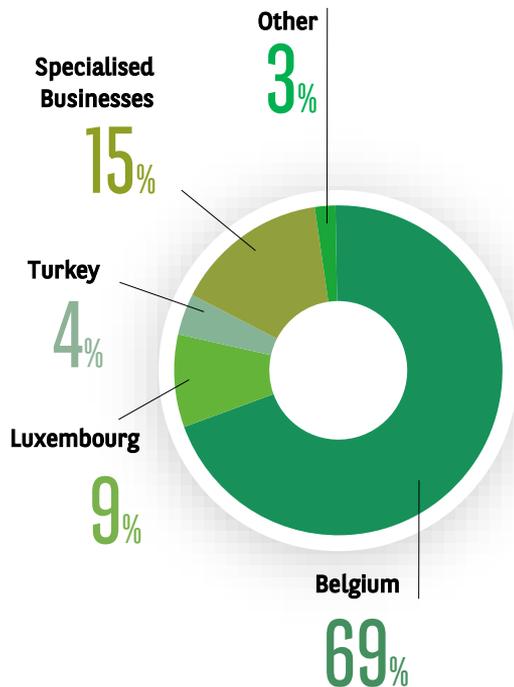
Our repartition

Territorial view\*

**BALANCE SHEET**

by percentage

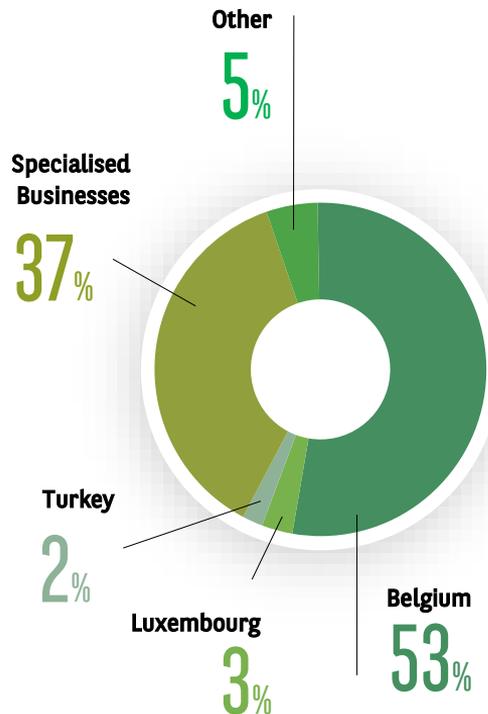
(Territorial view)



**NET PROFIT**

by percentage

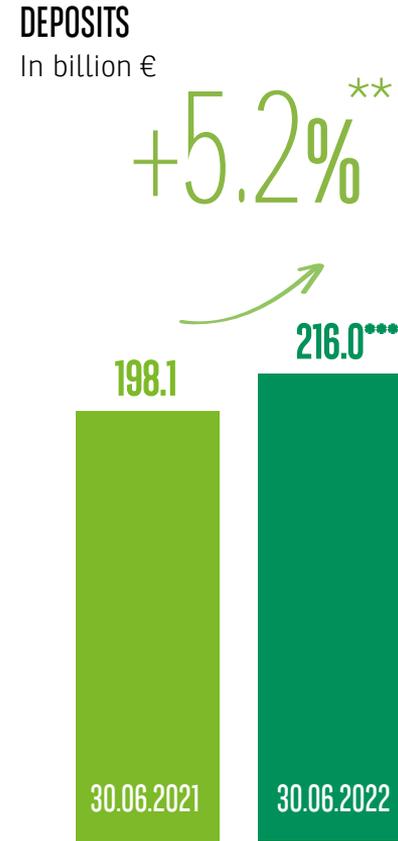
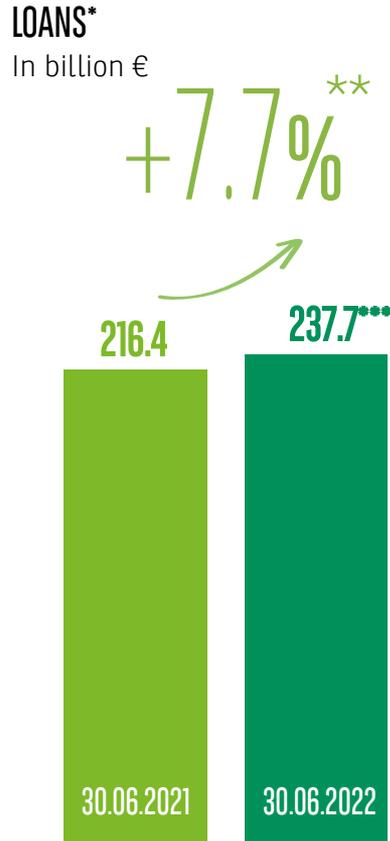
(Territorial view)



\* In the territorial view, Alpha Credit, AG Insurance, as well as Arval Belgium and Leasing Solutions Belgium entities are included in Belgium.

## FINANCIALS

Robust business development at consolidated level



\* Including the property, plant and equipment (PPE) of Arval

\*\* Excluding retreated items (RI), i.e. at constant scope, constant exchange rates and excluding exceptionals

\*\*\* Including the loans and deposits of bpost bank for respectively 8.5bn€ and 11.4bn€

## FINANCIALS

Strong results at consolidated level

In million €	30.06.2021	30.06.2022
Revenues	4,149	4,786
Operating Expenses	(2,439)	(2,657)
<b>Gross Operating Income</b>	<b>1,710</b>	<b>2,129</b>
Cost of Risk	(227)	(131)
<b>Operating Income</b>	<b>1,483</b>	<b>1,998</b>
Associates Income	174	180
Other Non-Operating Items	7	282
Pre-Tax Income	1,664	2,460
<b>Net Income Attributable to Equity Holders</b>	<b>1,143</b>	<b>1,634</b>

## FINANCIALS

Strong results at the level of Commercial & Personal Banking in Belgium

In million €	30.06.2021	30.06.2022
Revenues	1,722	1,900
Operating Expenses	(1,333)	(1,459)
<b>Gross Operating Income</b>	<b>389</b>	<b>442</b>
Cost of Risk	(92)	1
<b>Operating Income</b>	<b>298</b>	<b>443</b>
Non-Operating Items	6	7
<b>Pre-Tax Income</b>	<b>304</b>	<b>451</b>

## FINANCIALS

Strong continued  
commitment to the  
Belgian economy

(Territorial view)

**Total**

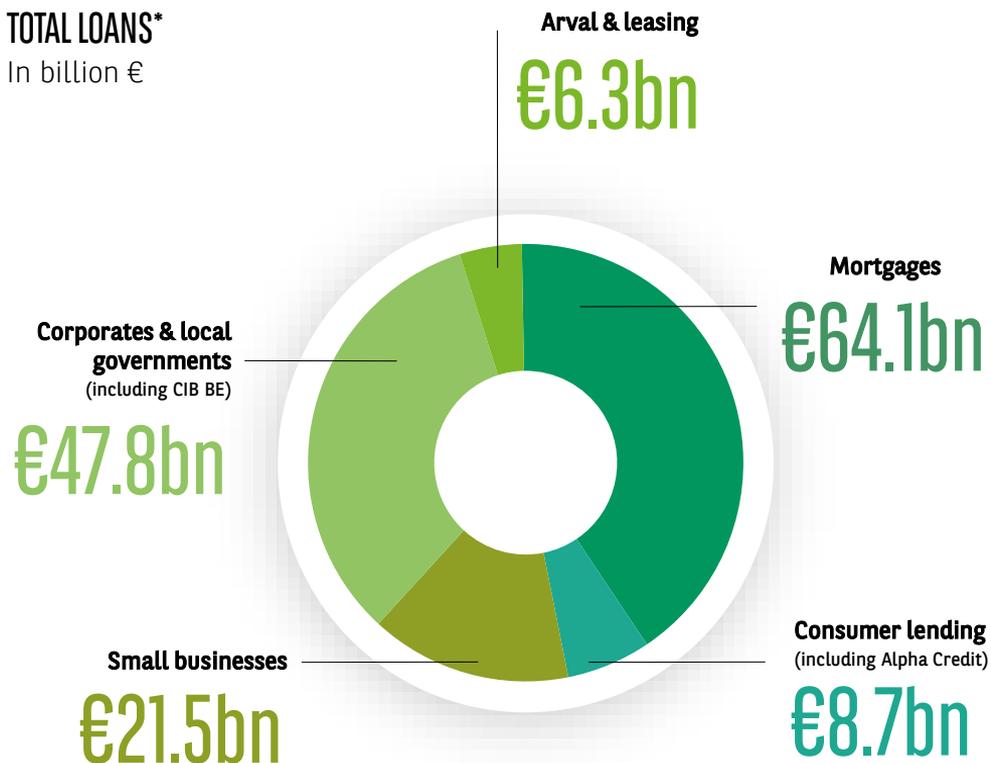
**€148.4bn**

+€17.1bn vs. 30.06.2021

\* Including the property, plant  
and equipment (PPE) of Arval

### TOTAL LOANS\*

In billion €



## FINANCIALS

Strong continued  
commitment to the  
Belgian economy

(Territorial view)

\* Excluding the Arval's rental fleet in Belgium

\*\* At constant scope

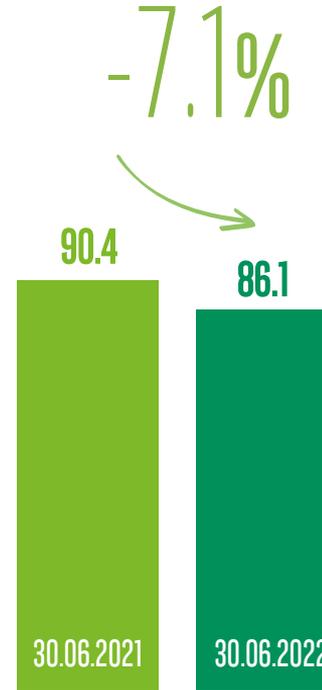
### TOTAL FINANCING PRODUCTION\*

In billion €



### OFF-BALANCE SHEET AUM\*\* (excl. AuA)

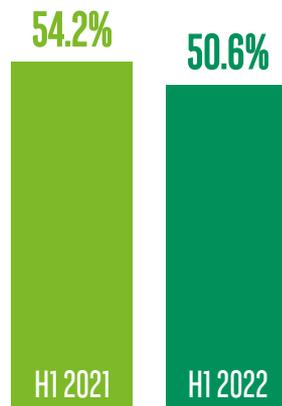
In billion €



## FINANCIALS

Improving operational efficiency  
(Cost/Income ratio)

**CONSOLIDATED**  
by percentage



**BELGIUM\***  
by percentage



**COMMERCIAL & PERSONAL BANKING IN BELGIUM**  
by percentage



\* Includes Commercial & Personal Banking in Belgium and Corporate & Institutional Banking

## FINANCIALS

Strong financial  
structure

### Liquidity

**154%**

LCR (non-consolidated basis)

### Solvency

**17.3%**

Fully loaded CET1



## HALF-YEAR RESULTS 2022 & FOCUS ON SUSTAINABILITY SOLUTIONS FOR OUR CLIENTS

# TODAY'S AGENDA

### CHAPTER 1

Introduction

### CHAPTER 2

Financial update – HY 2022

### CHAPTER 3

Focus on sustainable solutions  
for our clients

### CHAPTER 4

Conclusions

OUR PURPOSE

Together we commit to a better **society**  
as the trusted financial **companion**  
at all moments of our **client's** life

STRATEGIC FOCUS  
**Growth**

STRATEGIC FOCUS  
**Accessibility**

STRATEGIC FOCUS  
**Sustainability**

OUR PURPOSE

Together we commit to a better **society**  
as the trusted financial **companion**  
at all moments of our **client's** life



STRATEGIC FOCUS  
**Accessibility**

STRATEGIC FOCUS  
**Growth**

STRATEGIC FOCUS  
**Sustainability**

## CHAPTER 3

Strategic focus

# Sustainability

ESG context and evolution

Positive Banking driving sustainable change

How we will make this happen

Help clients to invest in a better society

Help people live sustainably

Help companies transform & prosper

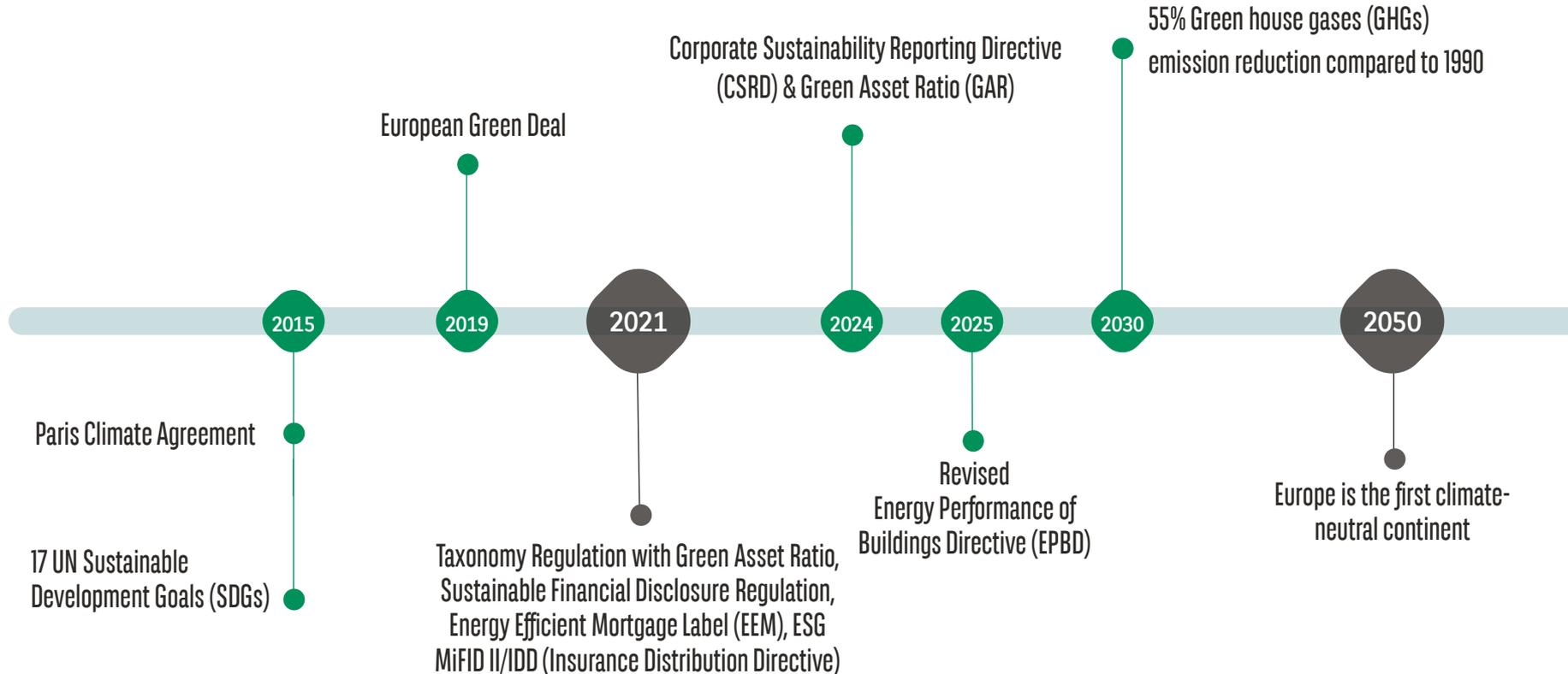
Help people move sustainably

Invest in talented advisors



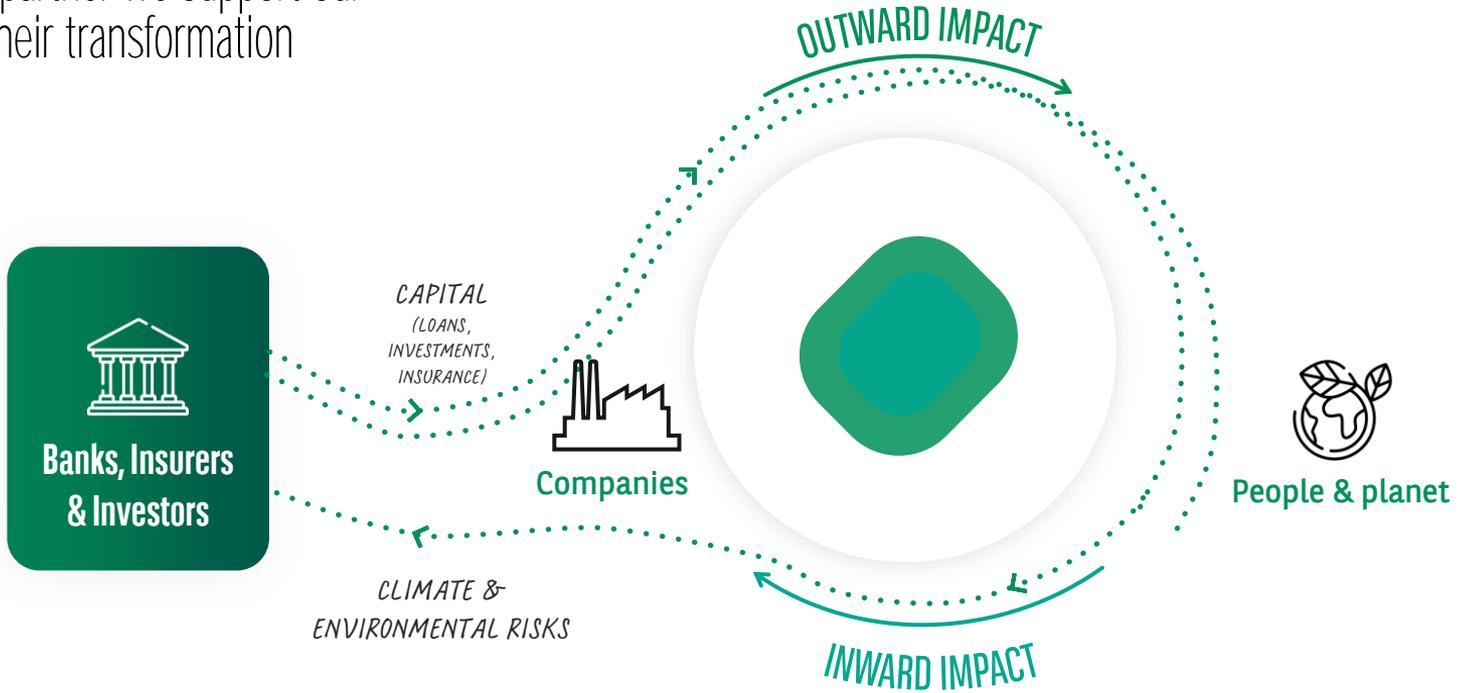
## STRATEGIC FOCUS - SUSTAINABILITY

# Committed to Net Zero by 2050



STRATEGIC FOCUS - SUSTAINABILITY

As trusted partner we support our clients in their transformation



## STRATEGIC FOCUS - SUSTAINABILITY

# Guide and advise our clients in their sustainable transition



Analyse clients & counterparts

Gather ESG-related data on clients

Assist clients as their trusted financial companion with advice and products

Adjust product adequacy (MiFID)

Report to outside stakeholders / regulators and adjust capital commitments to stress tests, policies per sector

**Banks have an important role to play in the transition, accompanying their clients with both products and advice.**

## STRATEGIC FOCUS - SUSTAINABILITY

# Clients move from awareness to willingness to action

### Little knowledge of sustainability in financial context

< 20%

of all Belgians know the sustainability keywords linked to the financial world. Between 60% and 75% has never heard of these topics.

67%

say that it's really hard to tell which products are good or bad ethically, for the environment or for sustainability.

73% think that sustainable and ethical products are always more expensive but 70% are interested to invest in SRI.

### High level of interest in sustainability in all domains, and high need for info

At least 30%

of all Belgians are concerned about the sustainability aspects in all domains.

**Example:** 18% of all Belgians know the Energy Label (EPC / PEB) but 72% agree that in 10 years from now, only sustainable building should be allowed.

### Only small group has already taken sustainability actions

On average about 10%

of the Belgians have already undertaken actions in several domains such as housing, mobility, food & travel in the context of sustainability.

### Sustainability: how companies are preparing for tomorrow's world

92%

of large corporates are actively engaged in sustainable transformation.

65%

of customers believe it is up to business / producers to take responsibility with regard to sustainability.

## CHAPTER 3

Strategic focus

# Sustainability

ESG context and evolution

Positive Banking driving sustainable change

How we will make this happen

Help clients to invest in a better society

Help people live sustainably

Help companies transform & prosper

Help people move sustainably

Invest in talented advisors



## STRATEGIC FOCUS - SUSTAINABILITY

Positive Banking driving sustainable change into 4 domains

1

### SUSTAINABLE INVESTMENTS

Saving & investment for a sustainable future



2

### SUSTAINABLE HOUSING

Sustainable Real Estate Projects like renovation and energy efficiency



3

### SUSTAINABLE CORPORATES & SME

Circular model adoption and energy transition through impact measurement, advice and financing



4

### SUSTAINABLE MOBILITY

Sustainable Mobility Projects incl. soft mobility and Electric vehicles' platform



## STRATEGIC FOCUS - SUSTAINABILITY

# Positive Banking driving sustainable change

1

### AMBITION OF SUSTAINABLE INVESTMENTS

- Increase the share of 51% to achieving 68% 'sustainable and responsible' AuM by the end of 2025.

2

### AMBITION OF SUSTAINABLE HOUSING

- Our green loans mortgage portfolio now stands at €4,1bn. Ambition is to accompany as many homeowners as possible\* in the transformation of their homes to achieve EPC/PEB A by 2050.

3

### AMBITION OF SUSTAINABLE FINANCING CORPORATES & SME

- Our outstanding ESG loans stood at €8,3bn at the end of 2021. Our ambition is to increase it by at least 17% by the end of 2025.

4

### AMBITION OF SUSTAINABLE MOBILITY

- Arval Group: 700,000 electrified vehicles in its fleet (35%) by the end of 2025.
- Arval Belgium: the objective is to have 45% of electrified vehicles by the end of 2025, compared to 15% in H1 2022.

\* Currently 72% of households in Belgium are homeowner

## CHAPTER 3

Strategic focus

# Sustainability

ESG context and evolution

Positive Banking driving sustainable change

How we will make this happen

Help clients to invest in a better society

Help people live sustainably

Help companies transform & prosper

Help people move sustainably

Invest in talented advisors



## STRATEGIC FOCUS - SUSTAINABILITY

Help clients to invest in a better society

>830,000

clients have at least  
1 'sustainable & responsible investing' product



€36bn

Febelfin "Towards Sustainability" funds

76%

of new AuM in funds in HY 2022 is  
Febelfin "Towards Sustainability"  
labelled



Market leader in Belgium  
Sustainable Finance  
Disclosure Regulation (SFDR)

85%

Percentage of our invested clients having a  
'sustainable & responsible investing' product

## CHAPTER 3

Strategic focus

# Sustainability

ESG context and evolution

Positive Banking driving sustainable change

How we will make this happen

Help clients to invest in a better society

Help people live sustainably

Help companies transform & prosper

Help people move sustainably

Invest in talented advisors



## STRATEGIC FOCUS - SUSTAINABILITY

# Help people live sustainably

# 13.8%

of CO<sub>2</sub> -emissions in Belgium is related to residential real estate

# X3

Renovation plan for 2050: the rate of renovation should increase to 3%/year to enable Belgium to meet the targets set by the Paris Agreements, compared to 1% at present

# €300bn\*

Estimated investments needed for necessary renovations to reach 2050 targets.  
(150-162 bn EUR - Flanders / 31.5 bn EUR – Brussels / 103-120 bn EUR – Wallonia)

\* Sources: Vlaamse regering en Sociaal-Economische Raad van Vlaanderen ; Study BNP Paribas Fortis & Waalse strategie voor energierenovatie van gebouwen op lange termijn, 12 november 2020. Territoire Logement Patrimoine Énergie, Ministerie van Energie en Duurzaam Bouwen, Directoraat Duurzame Gebouwen

## STRATEGIC FOCUS - SUSTAINABILITY

Help people live sustainably

# €4.1bn

Green Mortgages outstanding (EEM), an increase of 14% compared to FY 2021\*

1<sup>st</sup> Belgian bank that introduced the Energy Efficient Mortgage Label (EEM)



38% Of mortgage loans granted in HY 2022 for construction and renovation were green mortgage loans



1 in 3 Personal Renovation Loans is an Energy Loan

+76% increase in the number of Energy Loans granted between H1 2021 and H1 2022

## CHAPTER 3

Strategic focus

# Sustainability

ESG context and evolution

Positive Banking driving sustainable change

How we will make this happen

Help clients to invest in a better society

Help people live sustainably

Help companies transform & prosper

Help people move sustainably

Invest in talented advisors



## STRATEGIC FOCUS - SUSTAINABILITY

Help companies transform & prosper



# €8.7bn

Loans outstanding related to ESG\*



**€4.4bn** Loans outstanding to environmental 'pure players'  
of which **62%** projects in renewable energy

**€0.8bn** Sustainability Linked Loans, Sustainable Impact Loans and Leasing



**€3.5bn** Loans outstanding to social 'pure players' such as schools, hospitals, universities, ...  
of which **€171m**

Micro financing and social enterprises

\* Clients of BNP Paribas Fortis SA/NV (including loans granted at Leasing Solutions in Belgium)

## STRATEGIC FOCUS - SUSTAINABILITY

Help companies transform & prosper : selected deals with a focus on sustainability

<p><b>BOOKRUNNER</b></p> <p></p> <p><b>€ 1bn</b></p> <p>dual tranche Green Bond (5years/8years)</p> <p>January 2022 - DCM</p>	<p><b>JOINT GLOBAL COORDINATOR</b></p> <p></p> <p><b>€ 500m</b></p> <p>Sustainable Bond</p> <p>January 2022 - DCM</p>	<p><b>SOLE SUSTAINABILITY COORDINATOR</b></p> <p></p> <p><b>€ 5,7m</b></p> <p>Financing of a new windfarm (14 years)</p> <p>January 2022 - Lending</p>	<p><b>SOLE SUSTAINABILITY COORDINATOR</b></p> <p></p> <p><b>€ 500m</b></p> <p>Sustainability-linked loan (syndicated RCF)</p> <p>February 2022 - Lending</p>
<p><b>JOINT LEAD MANAGER</b></p> <p></p> <p><b>€ 600m</b></p> <p>Argenta's first green issue aimed at professional investors (7 years)</p> <p>February 2022 - DCM</p>	<p><b>PLACEMENT AGENT</b></p> <p></p> <p><b>€ 500m</b></p> <p>EUR 500m 10 years Green USPP</p> <p>April 2022 - Debt Markets</p>	<p><b>JOINT BOOKRUNNER</b></p> <p></p> <p><b>€ 380m</b></p> <p>Green USPP (8 and 10 years)</p> <p>May 2022 - DCM</p>	<p><b>LENDER</b></p> <p><b>GREEN4POWER SA</b></p> <p><b>€ 11,76m</b></p> <p>Investment Loan to finance a photovoltaic power parc</p> <p>June 2022 - Lending</p>

## STRATEGIC FOCUS - SUSTAINABILITY

Help companies transform & prosper : unique internal & external ecosystems



### Group's internal ecosystems

**550** experts

### Belgium's internal ecosystems

**80** experts

### Sustainable Business Competence Center

Since 2019, we advised **1,000**  
projects and supported **500**  
projects

> **€2.4bn**  
mainly renewable energy,  
cleantech, biotech, medical tech

### External ecosystems



**CLIMACT**

**BlueChem**  
INCUBATOR FOR SUSTAINABLE CHEMISTRY

CIRCULARITY  
CAPITAL

**WeForest**  
Making Earth Cooler

**ASTANOR**  
VENTURES

**CO<sub>2</sub> VALUE  
EUROPE**

## CHAPTER 3

Strategic focus

# Sustainability

ESG context and evolution

Positive Banking driving sustainable change

How we will make this happen

Help clients to invest in a better society

Help people live sustainably

Help companies transform & prosper

Help people move sustainably

Invest in talented advisors



## STRATEGIC FOCUS - SUSTAINABILITY

Help people move sustainably



10,000 (+45%)

Charging points equipped with Optimile software compared to 6,900 in H1 2021



1,478 (+29%)

New contracts at AlphaCredit for e-bikes in H1 2022, compared to H1 2021

230,000 (+109%)

Charging points accessible in Europe with Optimile pass compared to 110,000 in H1 2021



7,113 (+62%)

Orders at Arval for 'energy-efficient cars' in H1 2022, compared to H1 2021

55% of new orders, compared to 32% in H1 2021

## CHAPTER 3

Strategic focus

# Sustainability

ESG context and evolution

Positive Banking driving sustainable change

How we will make this happen

Help clients to invest in a better society

Help people live sustainably

Help companies transform & prosper

Help people move sustainably

Invest in talented advisors



## Invest in talented advisors



### Enhanced training on sustainability

> **500 advisors/relationship managers** are Cambridge Institute for Sustainability Leadership Certified

> **1,200 days** of internal training on sustainability

**Sustainability Academy :** launch for ALL staff in H2 2022



### Opening Corporate Campus - November 2022

Boost life-long learning culture  
Offer safe environment for experimenting with coaching



### 2,000 new colleagues to join us by 2025

Recruitment: **#245** in H1 2022

Employment: **10,350 FTE** in H1 2022





## HALF YEAR RESULTS 2022 & FOCUS ON SUSTAINABILITY SOLUTIONS FOR OUR CLIENTS

# TODAY'S AGENDA

### CHAPTER 1

Introduction

### CHAPTER 2

Financial update – HY 2022

### CHAPTER 3

Focus on sustainable solutions  
for our clients

### CHAPTER 4

Conclusions

## CONCLUSIONS

Strategy focus - sustainability

# Sustainable progress at **BNP Paribas Fortis** is driven by our commitment



Sustainability is the license to exist  
for everybody



Our clients expect us to  
assist, connect & deliver



An opportunity to excel

## CSR REPORTS since 2015



[Notre Engagement \(bnpparibasfortis.com\)](https://bnpparibasfortis.com)



[Ons Engagement \(bnpparibasfortis.com\)](https://bnpparibasfortis.com)

# QUESTIONS?

*ANSWERS*

#PositiveBanking



**BNP PARIBAS**  
**FORTIS**



The bank for a changing world

# THANK YOU

#PositiveBanking



**BNP PARIBAS**  

---

**FORTIS**

By your side for  
**200**  
YEARS

The bank for a changing world

BNP PARIBAS FORTIS  
Press office

**Hans Mariën**

[hans.marien@bnpparibasfortis.com](mailto:hans.marien@bnpparibasfortis.com)  
+32 (0)475 74 72 86

**Valéry Halloy**

[valery.halloy@bnpparibasfortis.com](mailto:valery.halloy@bnpparibasfortis.com)  
+32 (0)475 78 80 97

**Hilde Junius**

[hilde.junius@bnpparibasfortis.com](mailto:hilde.junius@bnpparibasfortis.com)  
+32 (0)478 88 29 60

**Jeroen Petrus**

[jeroen.petrus@bnpparibasfortis.com](mailto:jeroen.petrus@bnpparibasfortis.com)  
+32 (0)498 32 14 94

VISIT OUR WEBSITE



<https://www.bnpparibasfortis.com/newsroom/>



**BNP PARIBAS**  
**FORTIS**



The bank for a changing world

# BNP PARIBAS FORTIS

## Disclaimer



This presentation has been prepared by BNP Paribas Fortis SA/NV (together with its affiliates, “BNPPF”) for information purposes only.

No representation or warranty, express or implied, is or will be made in relation to, and no responsibility or liability is or will be accepted by BNPPF or any of their respective officers or employees as to or in relation to the accuracy or completeness of this presentation or any further written or oral information made available to the recipient or its advisers. BNPPF expressly disclaims any and all liability which may be based on such information, errors therein or omissions therefrom. In particular, no representation or warranty is given as to the accuracy or completeness of any financial information contained herein or as to the achievement or reasonableness of any forecasts, projections, management targets, prospects or returns.

Recipient(s) hereof should make their own judgment and assessment of the information contained in this presentation and should not base any decisions solely on the basis upon the information and opinions contained in this presentation.

Any views expressed herein reflect the judgment of BNPPF as of the date of this presentation and may be subject to change without notice if BNPPF becomes aware of any information which may have a material impact on any such views. BNPPF will not be responsible for any consequences resulting from the use of this presentation or reliance upon any view or statement contained herein or for any omission.

© BNP Paribas Fortis SA/NV. All rights reserved.



The bank for a changing world



# **BNP PARIBAS**

---

# **FORTIS**

**#PositiveBanking**