

# HALF YEAR RESULTS 2018

Max Jadot, CEO BNP Paribas Fortis  
Brussels, 04/09/2018



**BNP PARIBAS**  
**FORTIS**

The bank for a changing world



# AGENDA

## PART 1 FINANCIALS

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## PART 2 BANK FOR A CHANGING WORLD

- OUR CLIENTS
  - OUR EMPLOYEES
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## PART 3 CONCLUSION



# PART 1

# FINANCIALS

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# FINANCIALS ON A CONSOLIDATED BASIS



**BNP PARIBAS**  
**FORTIS**

BELGIUM

BNP PARIBAS FORTIS

PARTICIPATIONS

AG INSURANCE

BNP PARIBAS ASSET MANAGEMENT

**BANK BGŻ BNP PARIBAS**

LUXEMBOURG

BGL BNP PARIBAS

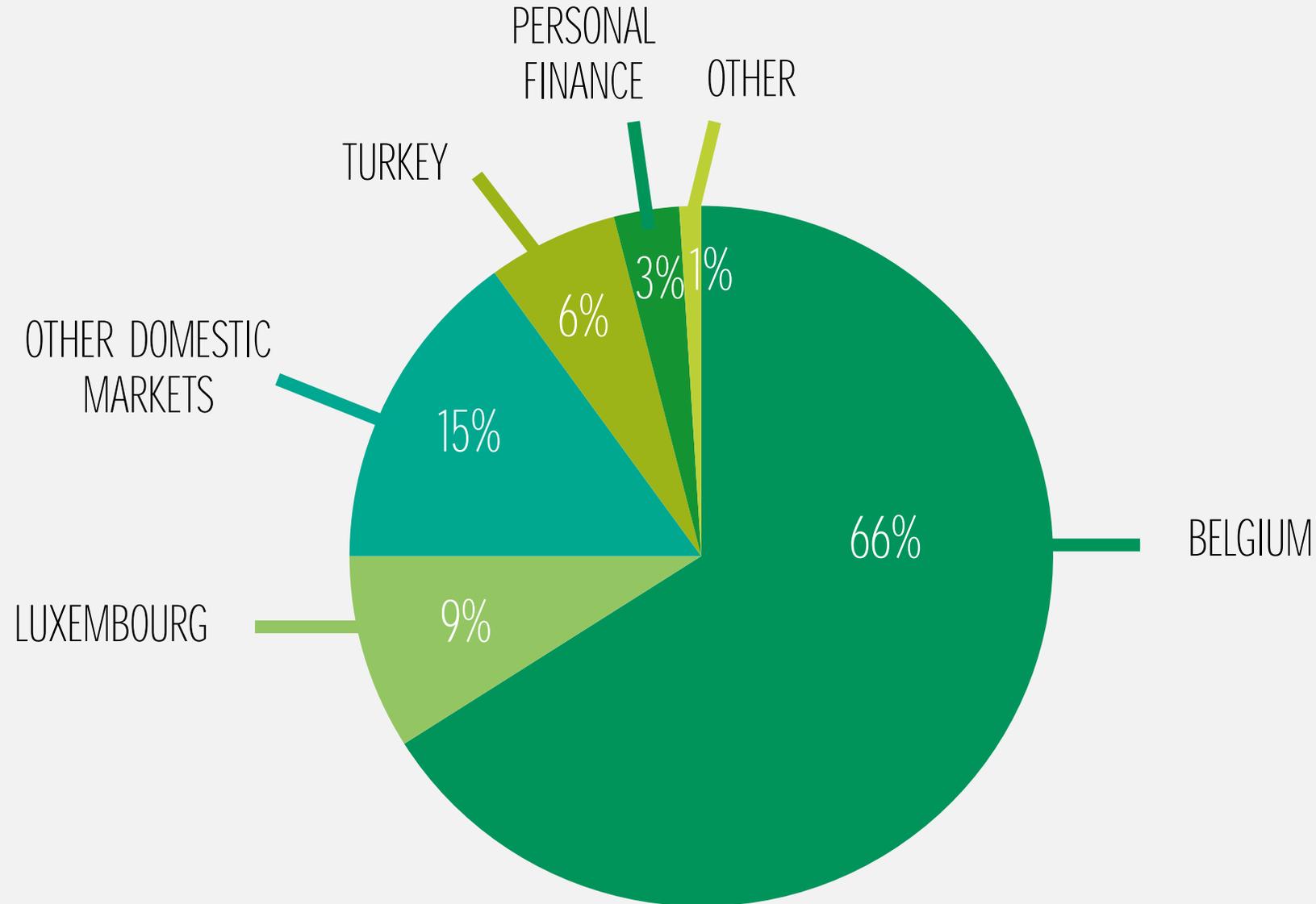
BNP PARIBAS LEASING SOLUTIONS

TURKEY

TEB

ARVAL

# BELGIUM ACCOUNTS FOR 66% OF TOTAL BALANCE SHEET



# GOOD BUSINESS DEVELOPMENT

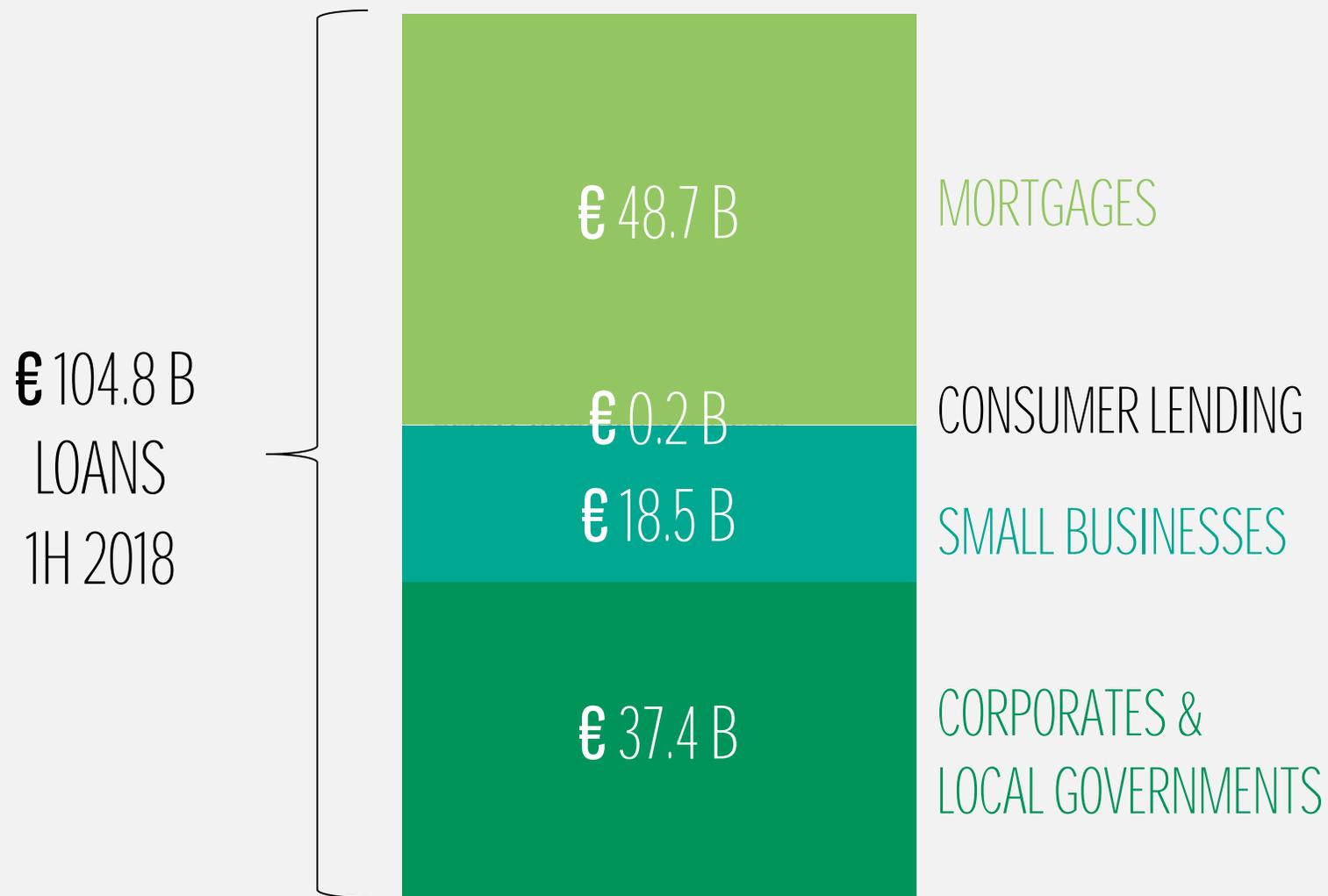


\* (Excluding non-recurrent items)

# CONTINUED GROWTH OF LOANS AND DEPOSITS IN BELGIUM (BRB)



# BNP PARIBAS FORTIS COMMITTED TO THE BELGIAN ECONOMY (BRB)

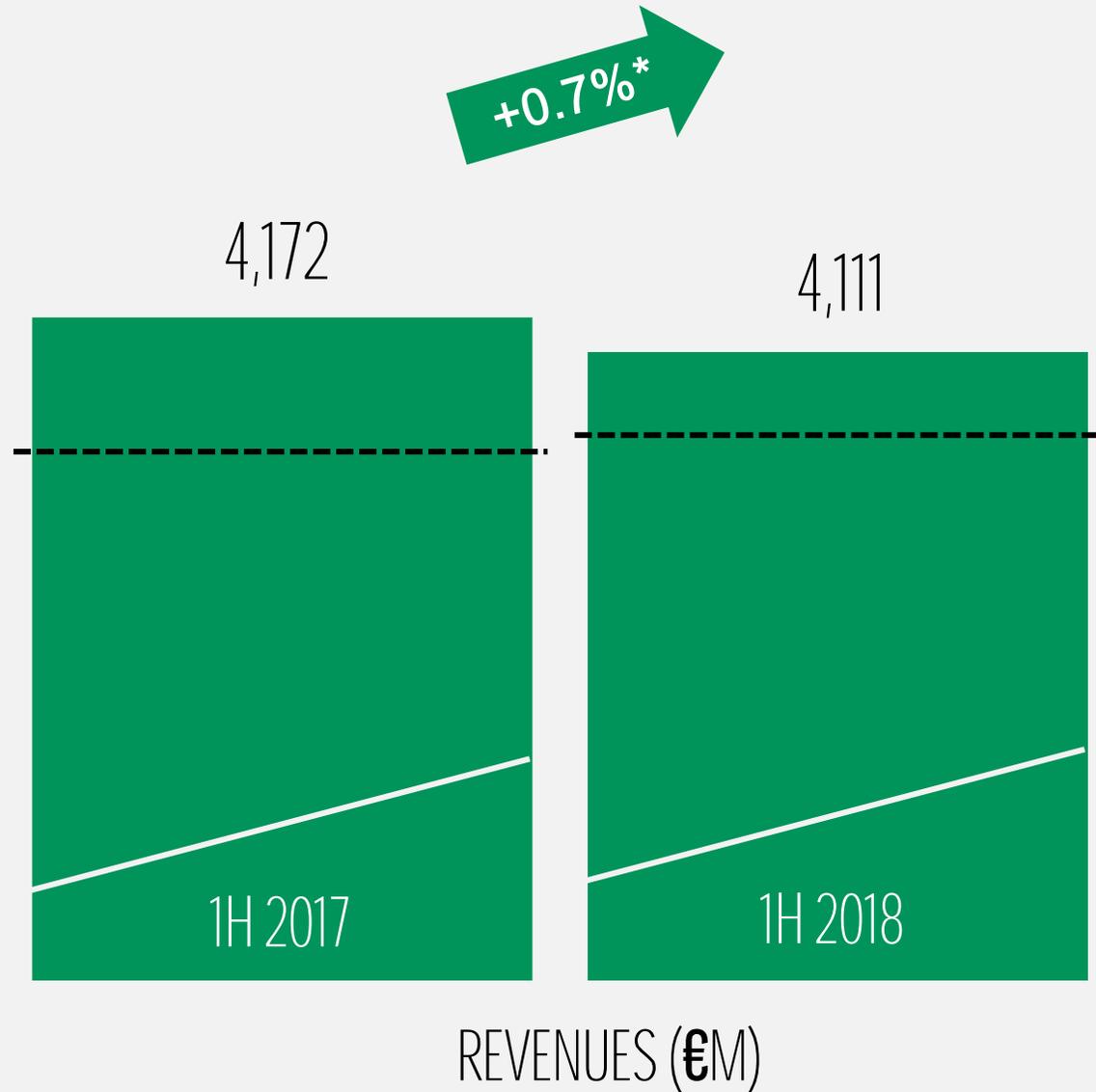


# OVERALL PERFORMANCE



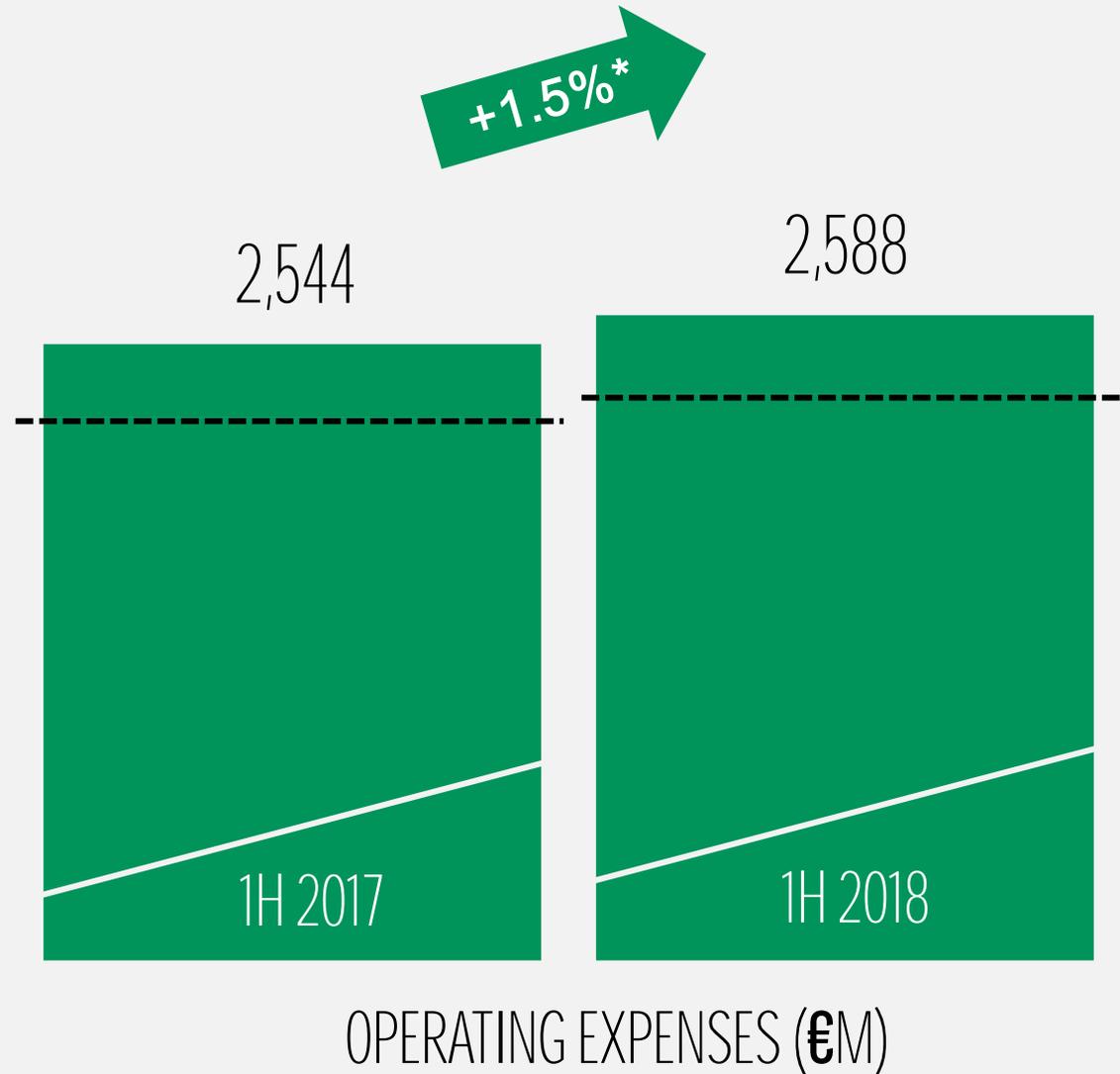
In €M	1H 2017	1H 2018
REVENUES	4,172	4,111
OPERATING EXPENSES	(2,544)	(2,588)
GROSS OPERATING INCOME	1,628	1,523
COST OF RISK	(134)	(141)
OPERATING INCOME	1,494	1,382
+ ASSOCIATES INCOME	193	119
+ OTHER NON-OPERATING ITEMS	21	2
PRE-TAX INCOME	1,708	1,503
NET INCOME ATTRIBUTABLE TO EQUITY HOLDERS	1,052	934

# REVENUE EVOLUTION



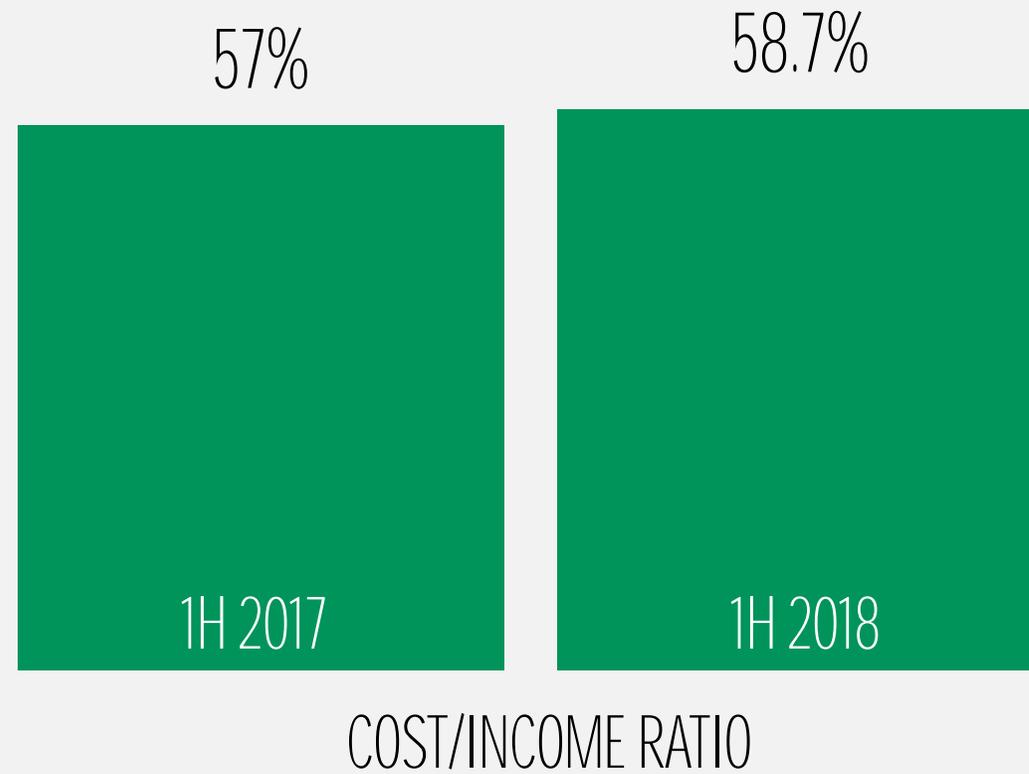
\* (Excluding non-recurrent items)

# CONTROLLED COST EVOLUTION



\* (Excluding non-recurrent items)

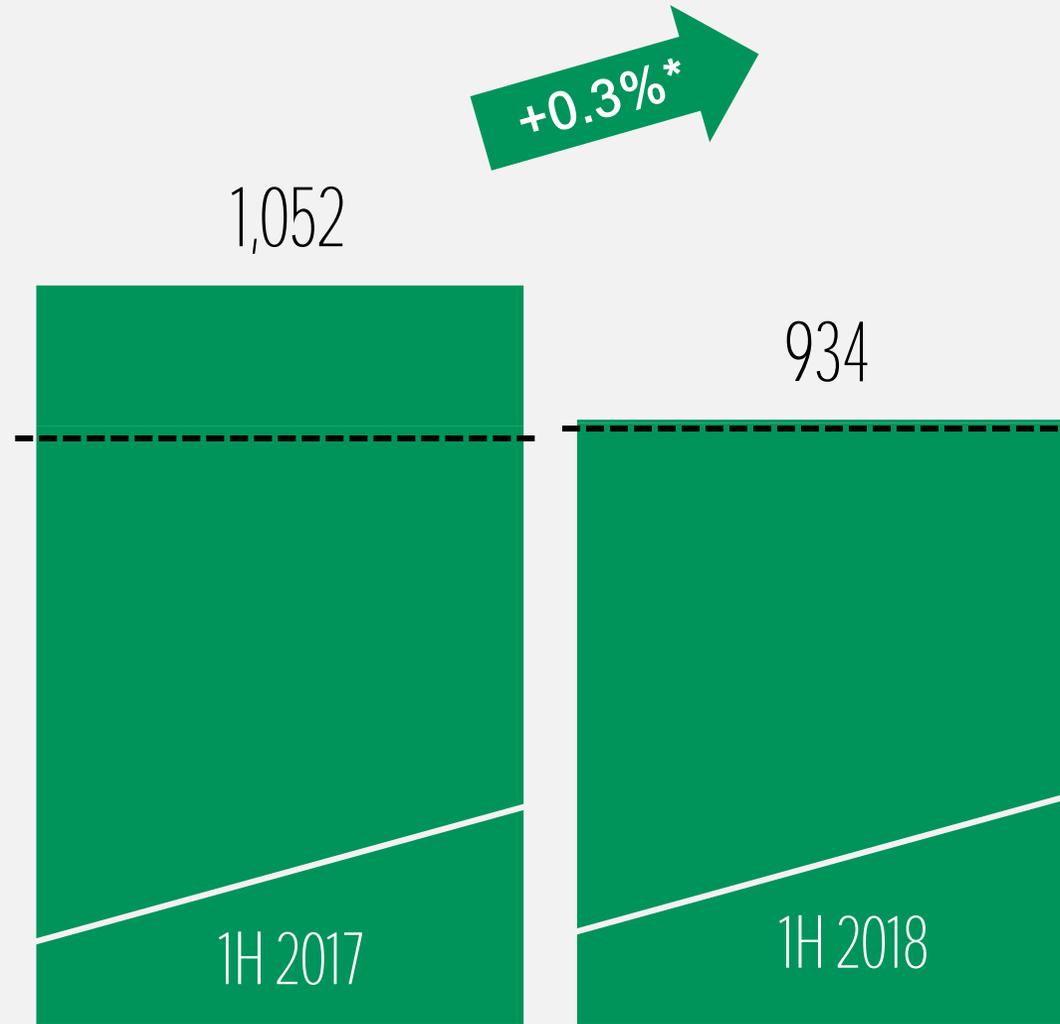
# OPERATING EFFICIENCY



# COST OF RISK AT A LOW LEVEL



# NET INCOME EVOLUTION



NET INCOME (€M)

\* (Excluding non-recurrent items)

# SOLID FINANCIAL STRUCTURE



SOLVENCY

13.7%

FULLY LOADED CET1

LIQUIDITY

111%

LCR  
(NON-CONSOLIDATED BASIS)



## PART 2

# BANK FOR A CHANGING WORLD

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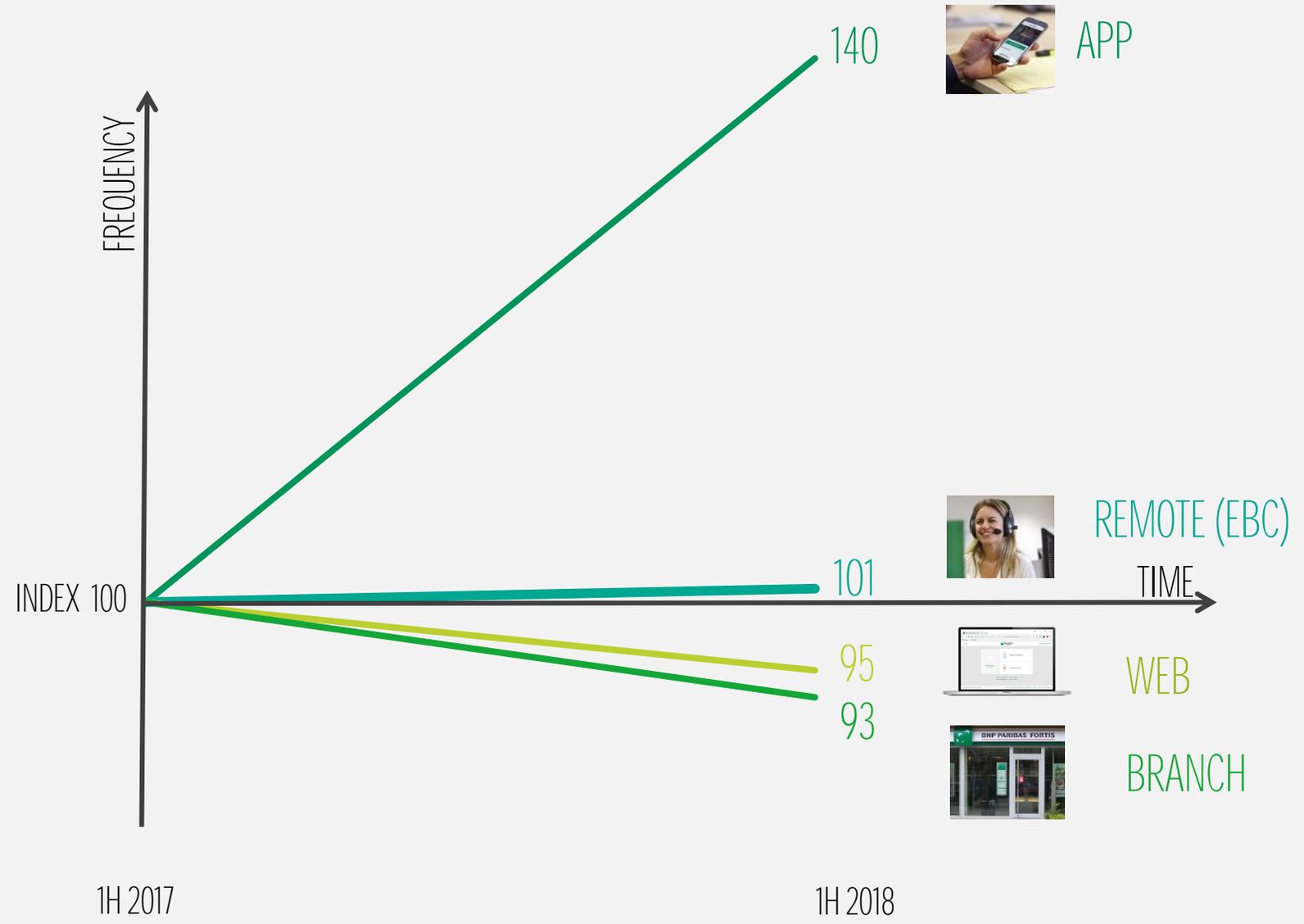
- OUR CLIENTS



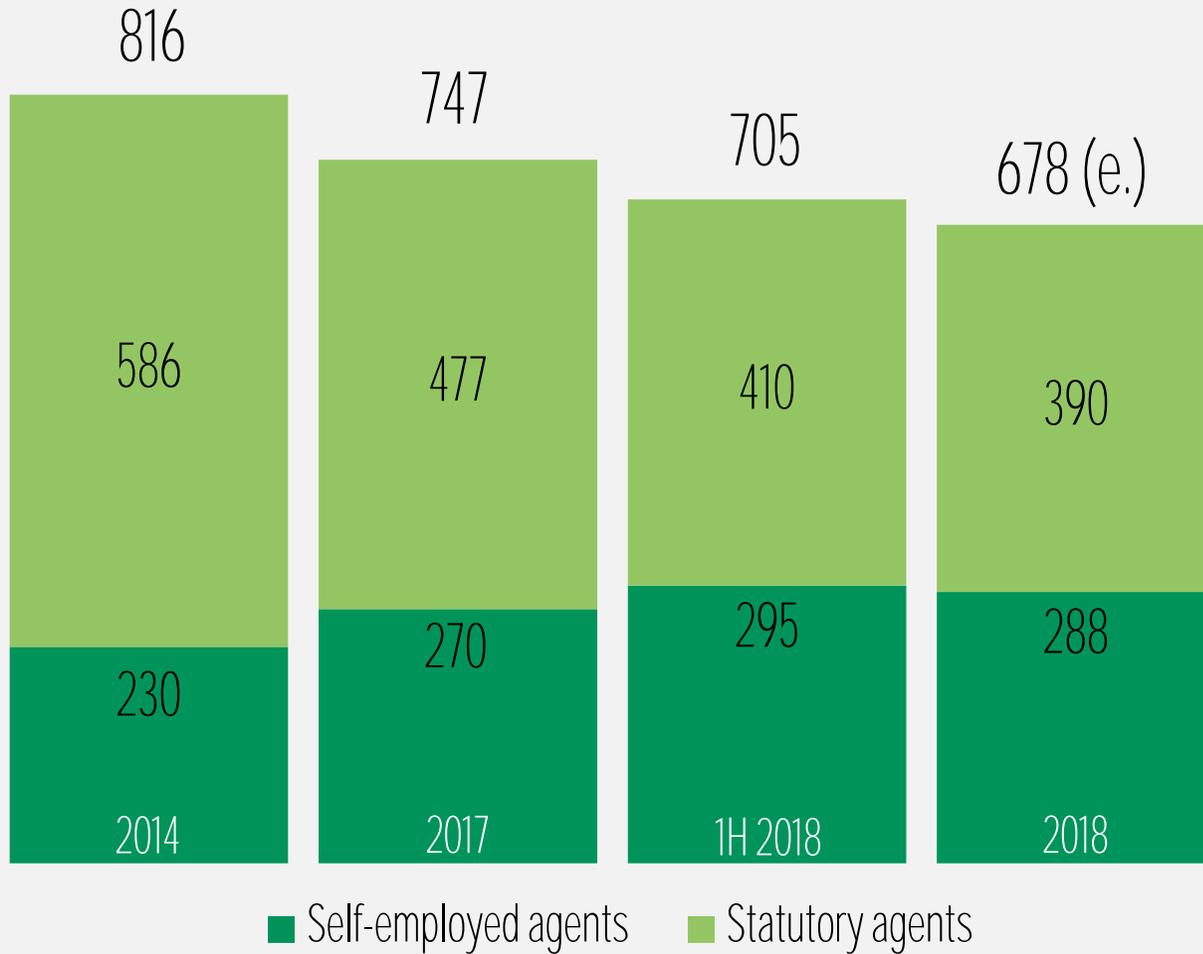
- OUR EMPLOYEES



# CONTEXT: EVOLUTION OF CHANNEL USAGE

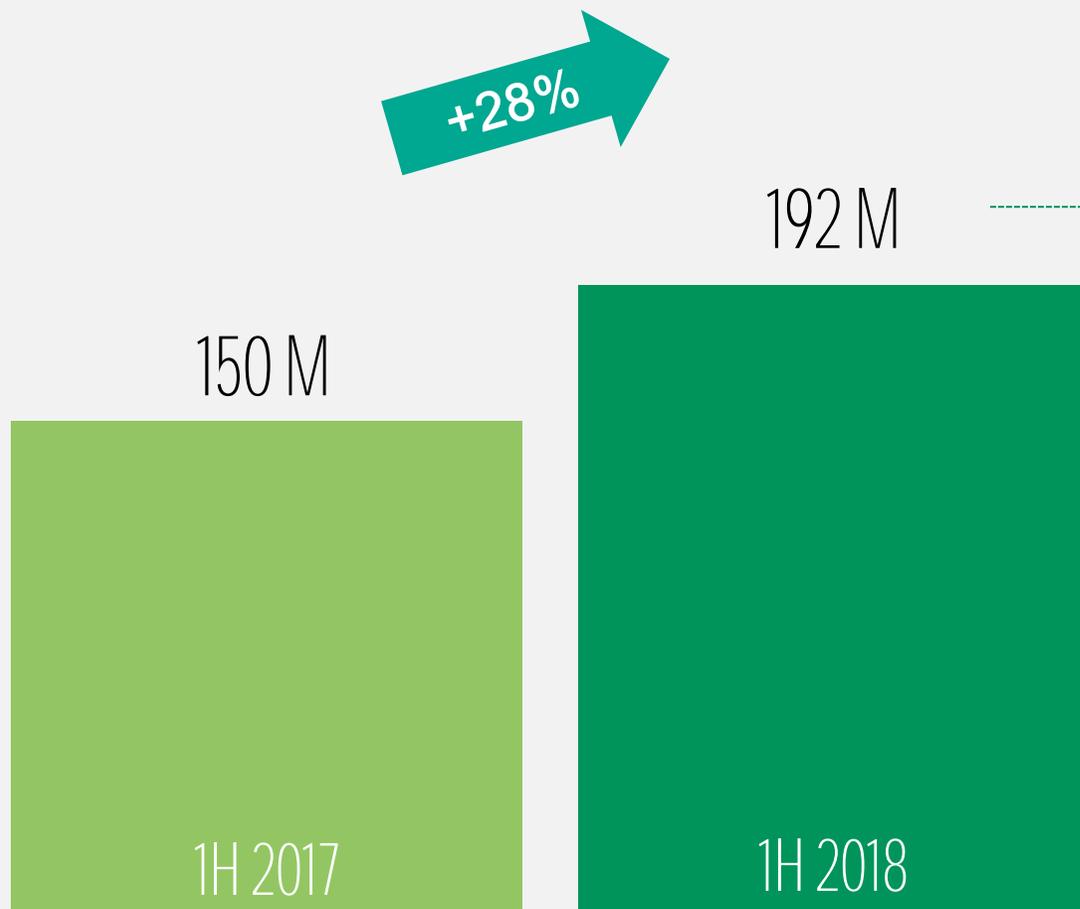


# EVOLUTION OF OUR BRANCH NETWORK



- FLAGSHIP NAMUR
- FLAGSHIP LIEGE
- BE.CONNECTED (BXL)

# OUR CUSTOMERS BECOME MORE DIGITAL: 1 MIO CONTACTS/DAY IN 1H 2018



+28%

1M

DIGITAL CONTACTS/DAY  
IN 1H 2018



1.9 M

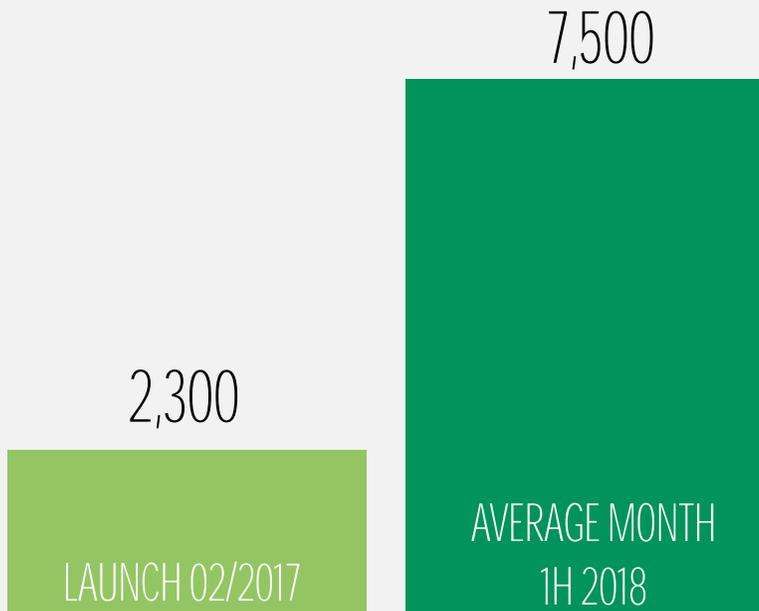
ACTIVE DIGITAL BANKING CUSTOMERS

DIGITAL CONTACTS (APP & WEB)

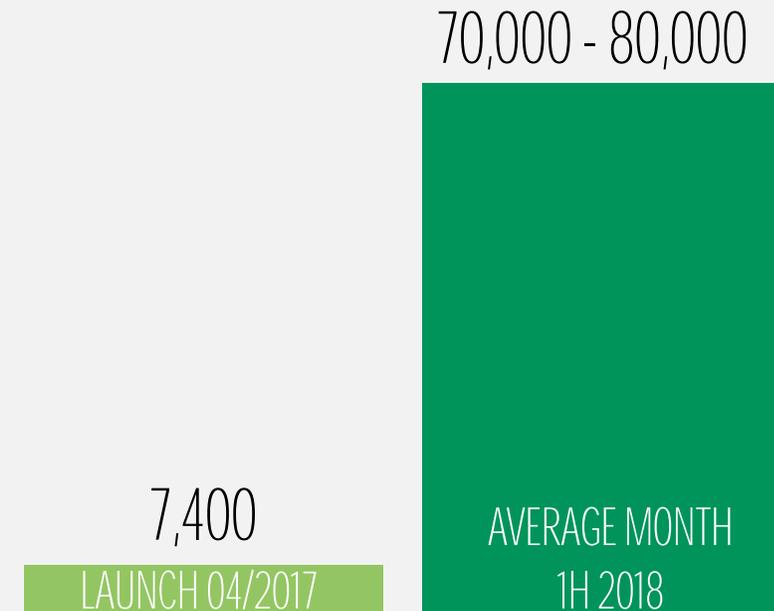
# EVOLUTION OF DIGITAL BANKING: USAGE TRENDS



CHAT SESSIONS/MONTH



COMMUNITY INTERACTIONS/MONTH

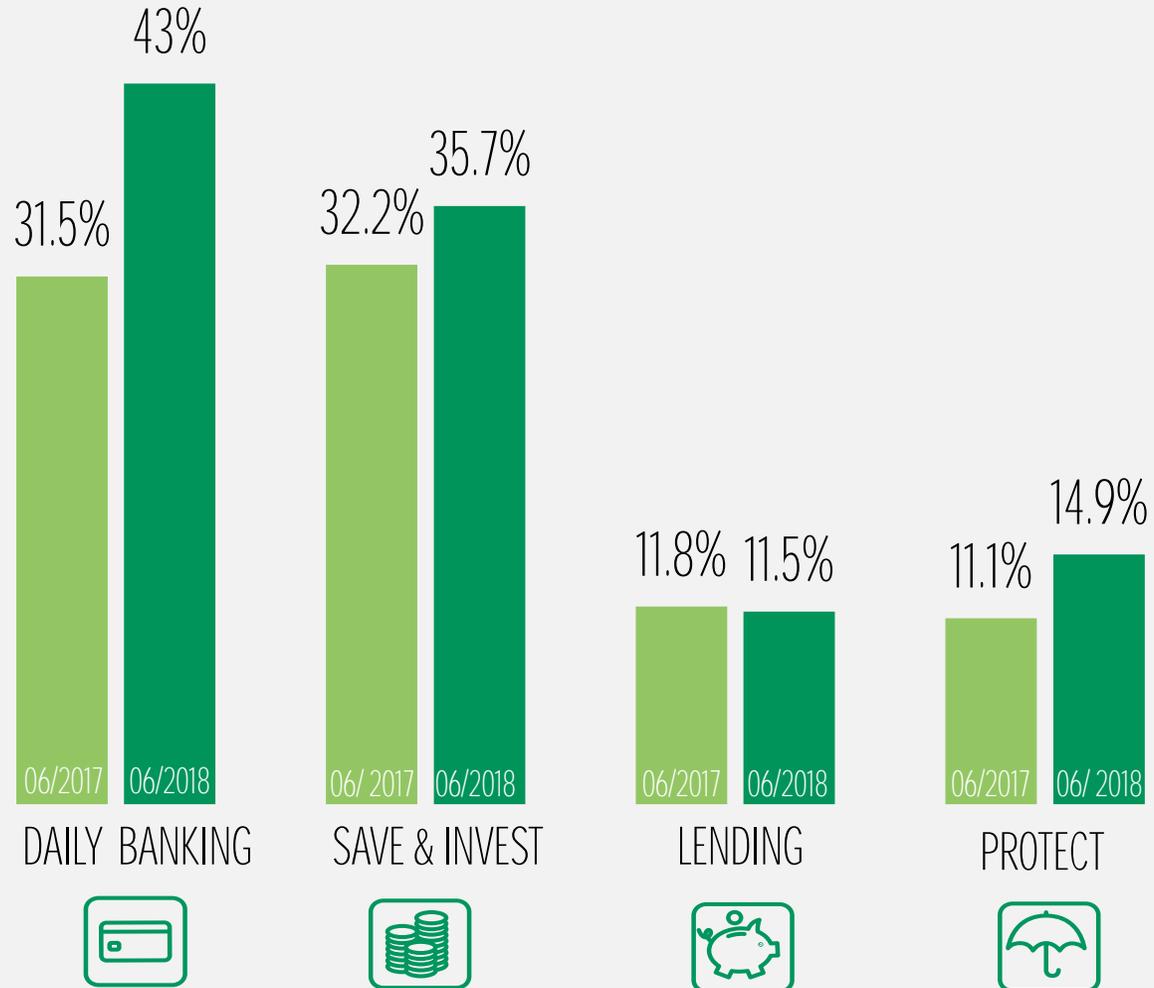


# EVOLUTION OF DIRECT SALES



32.4%

TOTAL DIRECT SALES END JUNE 2018  
VS. 26.9% END JUNE 2017



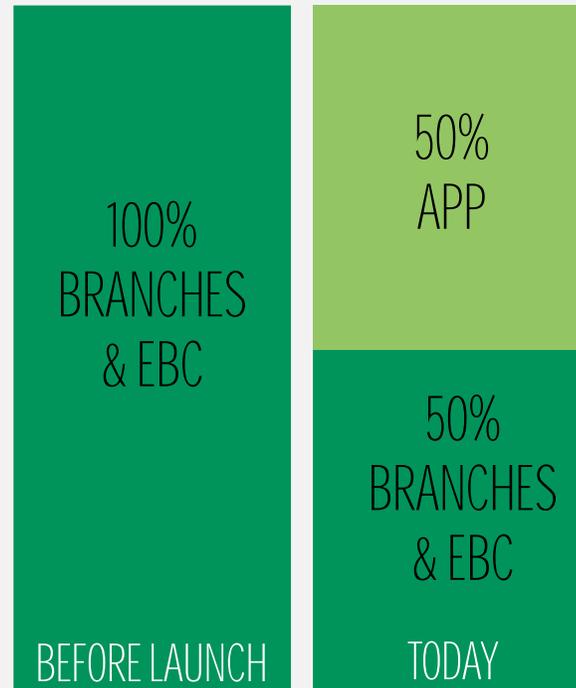
# DELIVERY OF NEW DIGITAL FEATURES



≈ 20  
NEW DIGITAL FEATURES  
IN 1H 2018



GEO BLOCKING

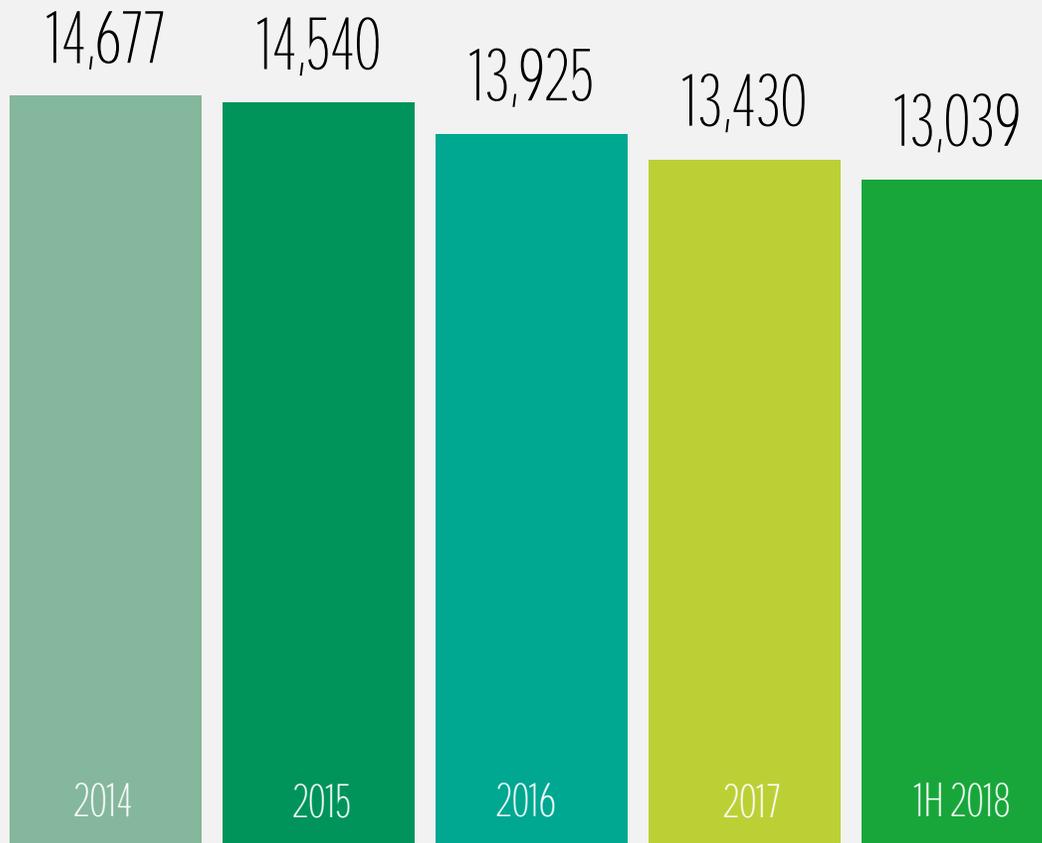


ITSME

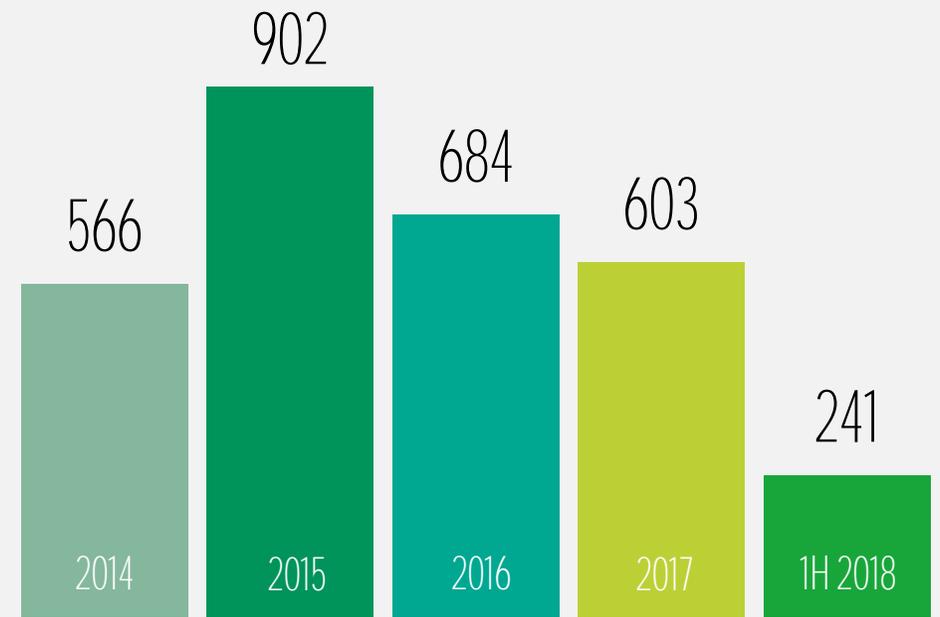
442,286



# STAFF EVOLUTION



EMPLOYMENT



RECRUITMENT



## CONCLUSION

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- STABLE RESULTS
- SOLID FINANCIAL STRUCTURE
- COMMITTED TO THE BELGIAN ECONOMY
- DELIVERING ON OUR PROMISES TOWARDS OUR CLIENTS, SOCIETY AND EMPLOYEES



# QUESTIONS ANSWERS

