



MAX JADOT, CEO BNP PARIBAS FORTIS
BRUSSELS, FRIDAY 28 AUGUST 2020



BNP PARIBAS
FORTIS

The bank for a changing world



AGENDA

Key takeaways

Part 1 Financials

Part 2 #PositiveBanking

Part 3 Conclusion

KEY TAKEAWAYS (1/2)

Full Covid-19 support towards the society

- More than 44,000 moratoria for mortgages
- More than 41,000 moratoria for professional loans
- Customer loans + EUR 4bn (+3.6%) compared to Dec. 31, 2019 to reach EUR 115bn
- Stock of masks: excess used to support hospitals

Covid-19: bank fully operational

- COVID-19 crisis management – safety of staff and clients
- Bank systems delivered at all times, also for staff massively working at home
- Staff & clients were digitally prepared
- Branches remained open at all times



KEY TAKEAWAYS (2/2)

Financial structure allowing to continue to support the Belgian economy

- Lower revenues (-2.1%) in Belgium and an increased cost of risk (+ EUR 144m) resulting in lower net income of EUR 804m
- Strong balance sheet: EUR 388bn, 14.8% Common Equity Tier 1 ratio (up from 13.2%)
- Liquid bank: LCR at 146% (up from 127%)

#POSITIVEBANKING

- 5 pillars strategy delivering results , also in COVID-19 times
 1. Make life easier – e.g. digital solutions, contactless payment solutions
 2. Enable people to grow – e.g. home working
 3. Root sustainability in our DNA – e.g. market leader SRI funds,
 4. Maximize Digitization & Efficiency – e.g. > 50% of direct sales
 5. Accelerate selective growth – e.g. insurance, private banking and private equity.
- Be the catalyst for a positive future:

sustainable and digital





AGENDA

Key takeaways

Part 1 Financials

Part 2 #PositiveBanking

Part 3 Conclusion

FINANCIALS

Perimeter

Repartition

Consolidated activity

Consolidated results

Belgian Retail Banking activity

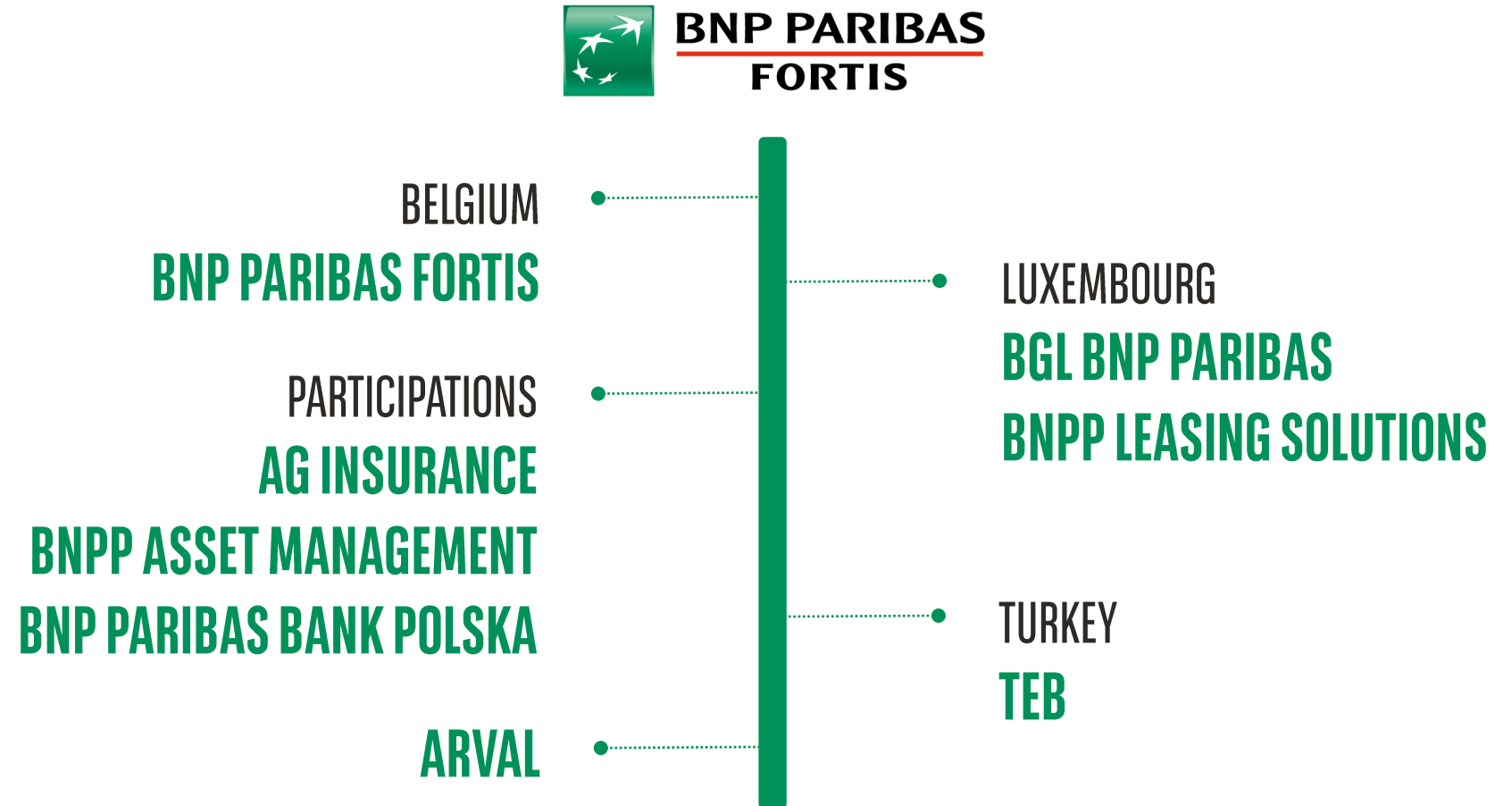
Financing the Belgian economy

Belgian Retail Banking results

Cost Income Ratio

Financial structure

OUR CONSOLIDATED PERIMETER



BNP PARIBAS
FORTIS

The bank for a changing world

FINANCIALS

Perimeter

Repartition

Consolidated activity

Consolidated results

Belgian Retail Banking activity

Financing the Belgian economy

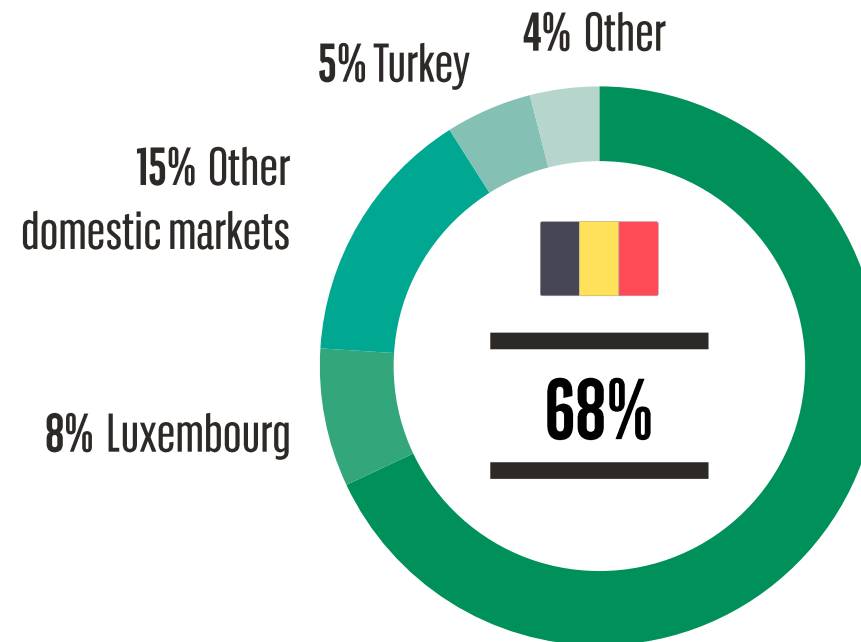
Belgian Retail Banking results

Cost Income Ratio

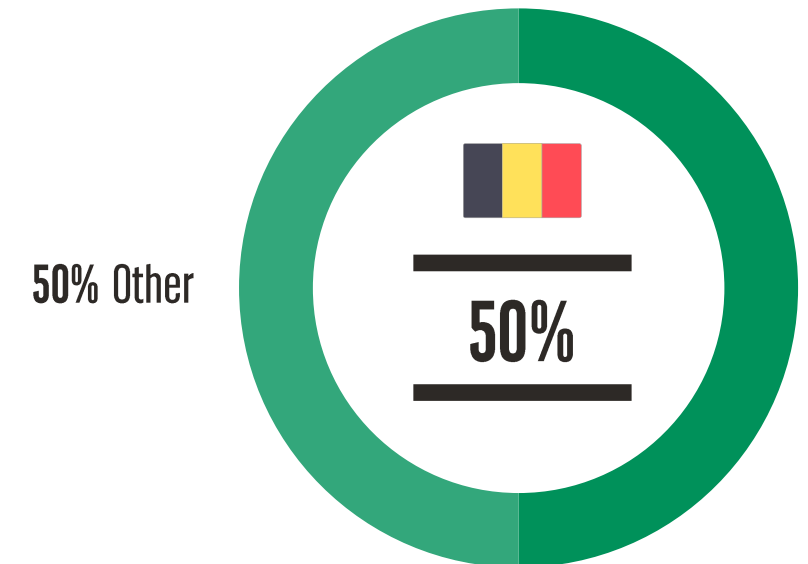
Financial structure

OUR REPARTITION

BALANCE SHEET



NET PROFIT



FINANCIALS

Perimeter

Repartition

Consolidated activity

Consolidated results

Belgian Retail Banking activity

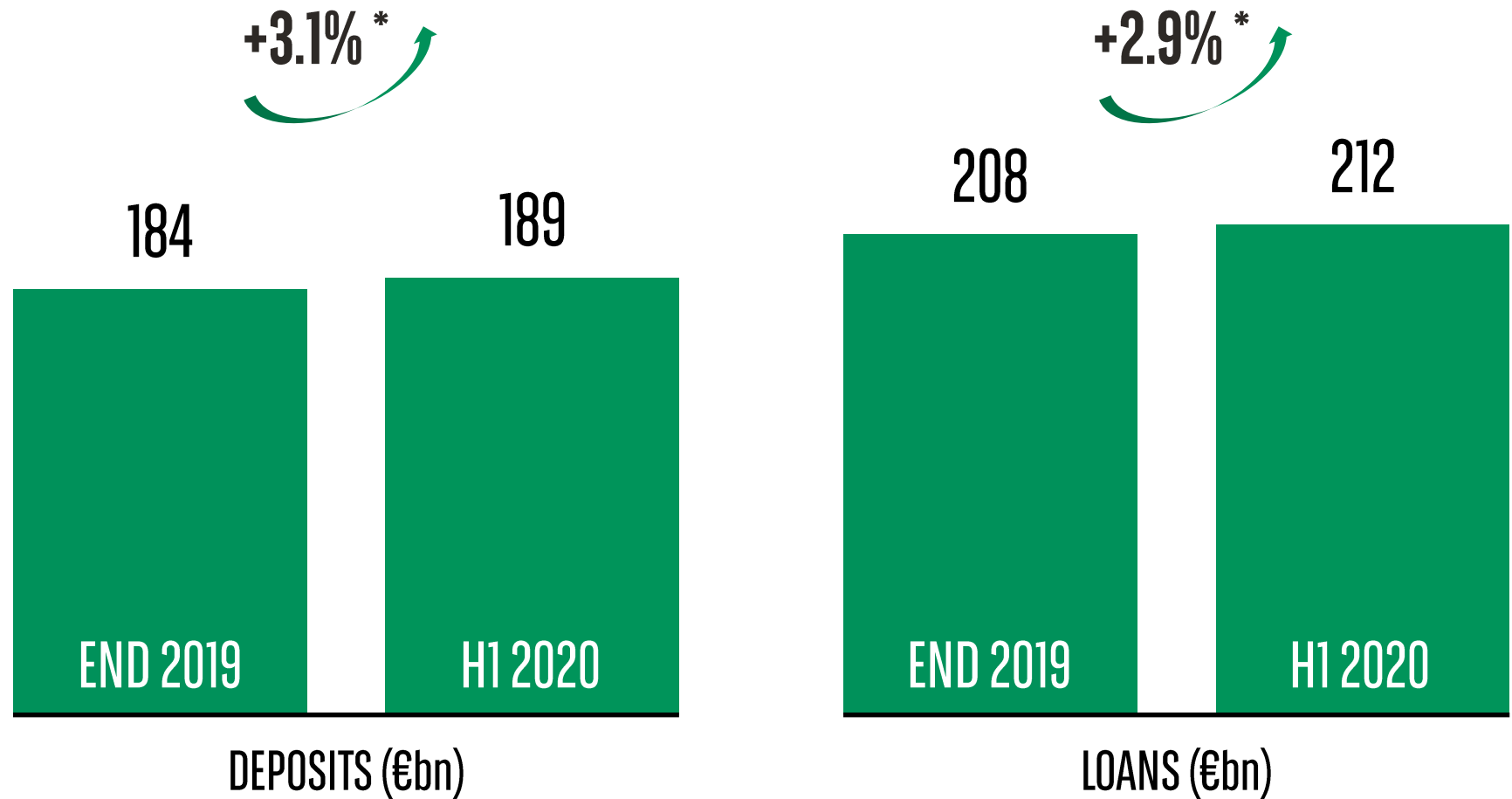
Financing the Belgian economy

Belgian Retail Banking results

Cost Income Ratio

Financial structure

ROBUST BUSINESS ACTIVITY AT CONSOLIDATED LEVEL



**Excluding non-recurrent items*



BNP PARIBAS
FORTIS

The bank for a changing world

FINANCIALS

Perimeter

Repartition

Consolidated activity

Consolidated results

Belgian Retail Banking activity

Financing the Belgian economy

Belgian Retail Banking results

Cost Income Ratio

Financial structure

GOOD OVERALL PERFORMANCE - CONSOLIDATED VIEW

In EUR m	H1 2019	H1 2020
REVENUES	4,014	3,978
OPERATING EXPENSES	(2,517)	(2,418)
GROSS OPERATING INCOME	1,497	1,560
COST OF RISK	(229)	(360)
OPERATING INCOME	1,268	1,200
+ ASSOCIATES INCOME	120	105
+ OTHER NON-OPERATING ITEMS	151	4
PRE-TAX INCOME	1,539	1,309
NET INCOME ATTRIBUTABLE TO EQUITY HOLDERS	1,050	804



FINANCIALS

Perimeter

Repartition

Consolidated activity

Consolidated results

Belgian Retail Banking activity

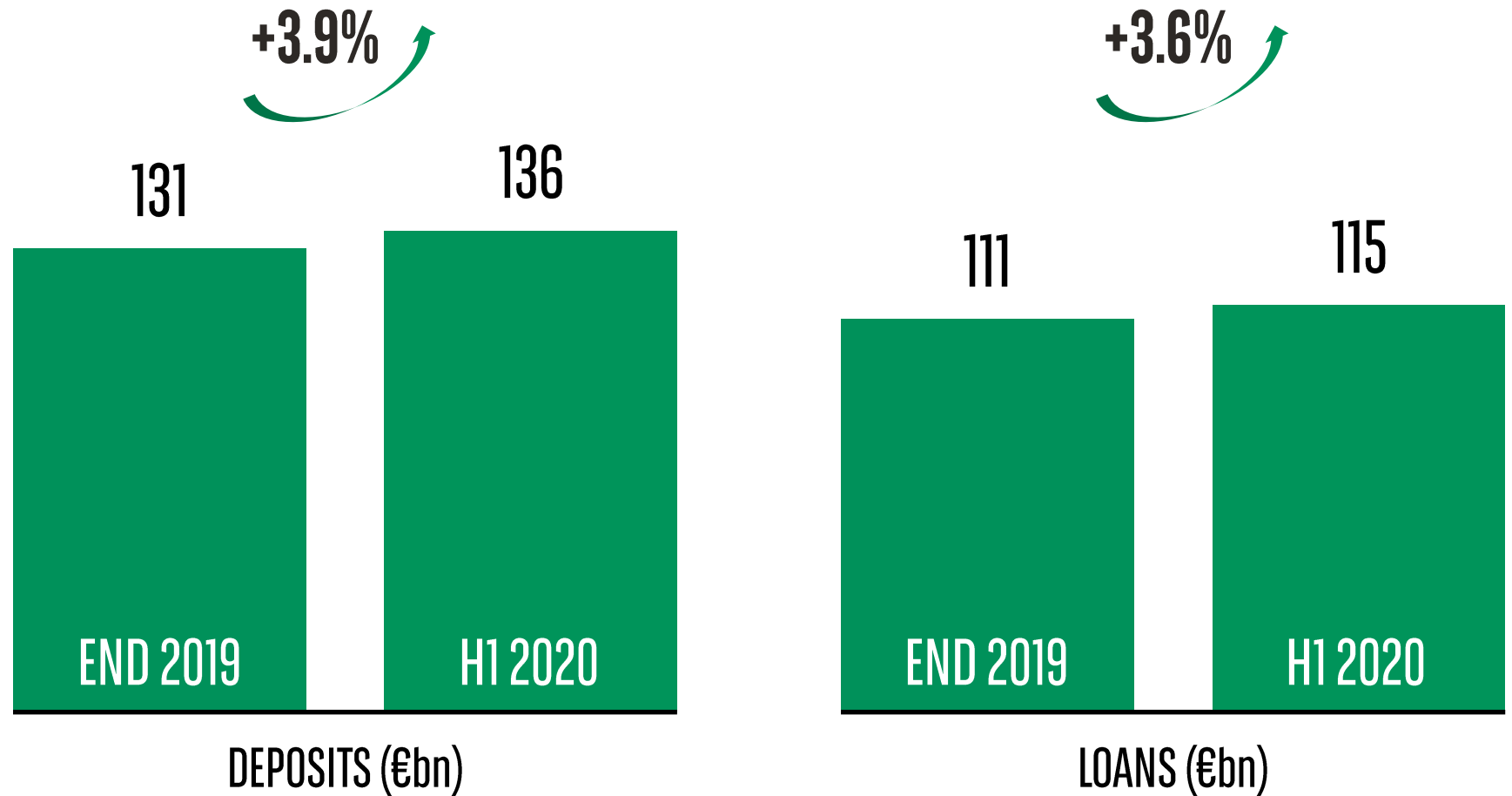
Financing the Belgian economy

Belgian Retail Banking results

Cost Income Ratio

Financial structure

CONTINUED GROWTH OF LOANS & DEPOSITS AT BELGIAN RETAIL BANKING



FINANCIALS

Perimeter

Repartition

Consolidated activity

Consolidated results

Belgian Retail Banking activity

Financing the Belgian economy

Belgian Retail Banking results

Cost Income Ratio

Financial structure

STRONG COMMITMENT TO THE BELGIAN ECONOMY



EUR 130.9bn

+EUR 4.7bn
vs end 2019



EUR 44.4bn

Corporates & local
governments**



EUR 5.7bn Leasing & Arval



EUR 53.3bn
Mortgages



EUR 19.4bn

Small businesses



EUR 8.2bn

Consumer lending*

* Including Alpha Credit

** Including CIB BE



BNP PARIBAS
FORTIS

The bank for a changing world

FINANCIALS

Perimeter

Repartition

Consolidated activity

Consolidated results

Belgian Retail Banking activity

Financing the Belgian economy

Belgian Retail Banking results

Cost Income Ratio

Financial structure

OVERALL PERFORMANCE - BELGIAN RETAIL BANKING VIEW

In EUR m	H1 2019	H1 2020
REVENUES	1,793	1,720
OPERATING EXPENSES	(1,379)	(1,329)
GROSS OPERATING INCOME	414	391
COST OF RISK	(31)	(134)
OPERATING INCOME	383	257
NON-OPERATING ITEMS	(3)	11
PRE-TAX INCOME	379	268



FINANCIALS

Perimeter

Repartition

Consolidated activity

Consolidated results

Belgian Retail Banking activity

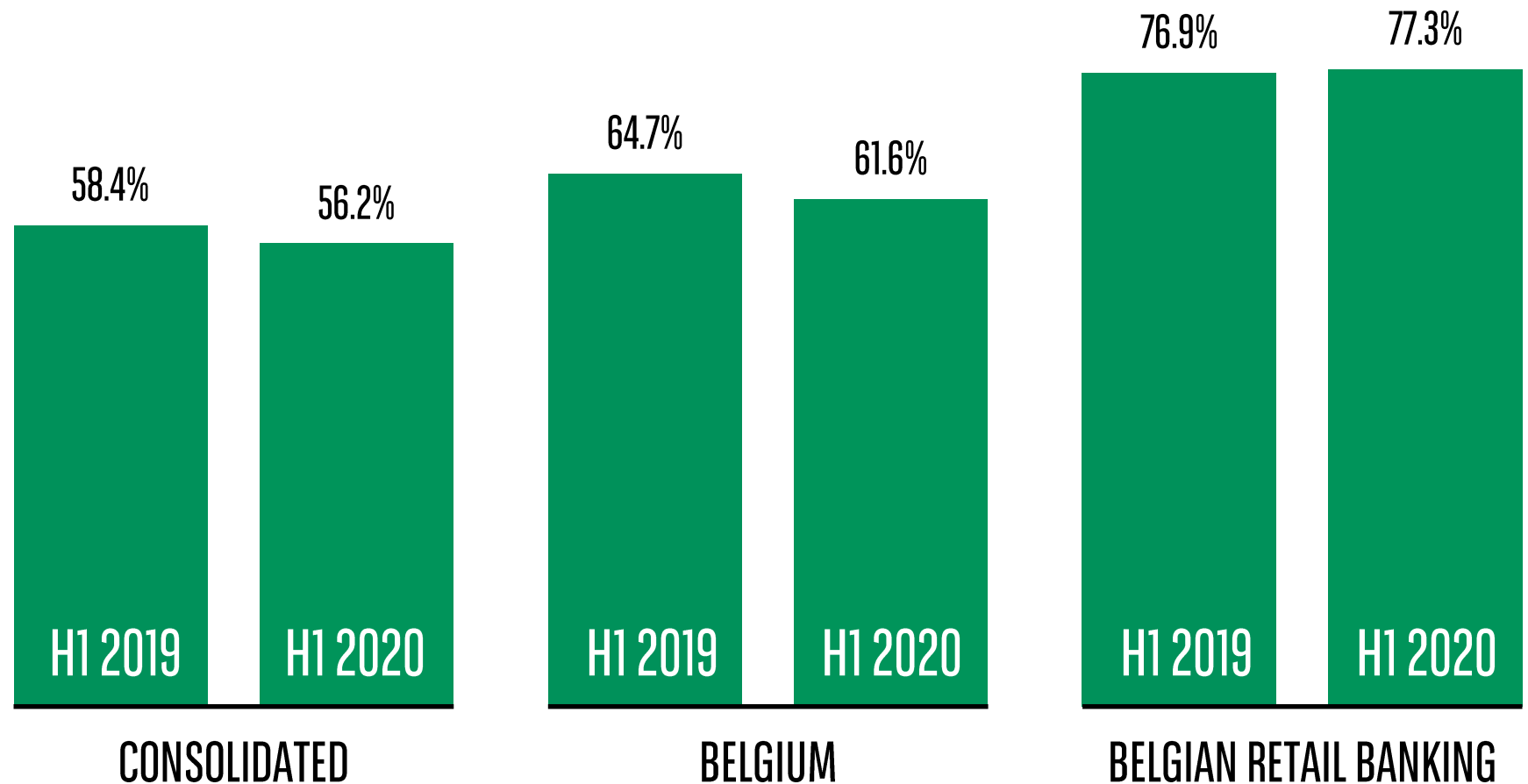
Financing the Belgian economy

Belgian Retail Banking results

Cost Income Ratio

Financial structure

OPERATING EFFICIENCY: COST INCOME RATIO



FINANCIALS

Perimeter

Repartition

Consolidated activity

Consolidated results

Belgian Retail Banking activity

Financing the Belgian economy

Belgian Retail Banking results

Cost Income Ratio

Financial structure

STRONG FINANCIAL STRUCTURE

14.8%

Solvency

Fully loaded CET1

146%

Liquidity

LCR
(non-consolidated basis)





AGENDA

Key takeaways

Part 1 Financials

Part 2 #PositiveBanking

Part 3 Conclusion



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

Ensemble, nous nous engageons pour une société meilleure,
en étant le partenaire financier de confiance
à tous les moments de la vie de nos clients.

Samen zetten we ons in voor een betere maatschappij,
als de vertrouwde financiële partner
op elk moment in het leven van onze klanten.

A man with a beard and glasses, wearing a light blue shirt, is being embraced from behind by a woman with dark hair, wearing a brown top. They are standing in front of a brick wall. A large white plus sign is visible in the bottom left corner of the image.

#PositiveBanking

MAKE LIFE EASIER

ENABLE PEOPLE TO GROW

ROOT SUSTAINABILITY IN OUR DNA

MAXIMISE DIGITISATION & EFFICIENCY

ACCELERATE SELECTIVE GROWTH

#PositiveBanking MAKE LIFE EASIER

Moratoria COVID-19

Selfcare options

Access to advice

Payment solutions

Finance solutions

MORATORIA COVID-19

EXTENDED PERIOD FOR SUBMITTING REQUEST

- Uniform approach to opt-in for moratorium on existing mortgage loans effective Wednesday, April 1, 2020
- Practical issue of timing for clients at BNP Paribas Fortis wanting to include April in the 6 months period.

Exceptional
measure by BNP
Paribas Fortis

- ~ 18,000 moratoria in first 3 days of April, still retroactively applicable for April 1 payment date
- 62% 'non vulnerable' (available income > EUR 1,700), vs. 38% vulnerable
- Acceptance rate > 98% (compliant with criteria).



#PositiveBanking MAKE LIFE EASIER

Moratoria COVID-19

Selfcare options

Access to advice

Payment solutions

Finance solutions

DIGITAL COACH

ONBOARDING ON EBA AND EBW

- Group sessions ('digital ateliers')
 - ✓ + 200 / month in 2019
 - ✓ + 400 / month in January & February 2020 including sessions with > 200 participants
 - ✓ Remote ateliers as of March 2020
- Ad hoc one-to-one sessions in branches using tablets



Vidéo FR

Video NL

CHRISTIANE & EDMOND
Al 50 jaar klant



BNP PARIBAS
FORTIS

The bank for a changing world

#PositiveBanking MAKE LIFE EASIER

Moratoria COVID-19

Selfcare options

Access to advice

Payment solutions

Finance solutions

INTENSIFIED ADVICE DURING LOCKDOWN

AVERAGE DAILY ADVICE CONTACTS, PRIVATE & WEALTH MANAGEMENT



x2 between January and March

WEBEX SESSIONS PER MONTH



x 4.5 between January and June / Retail Banking

x 11 between January and June / Corporate Banking

CLIENTS PARTICIPATING IN WEBINARS, AVERAGE PER WEEK



x 10 between January and June



BNP PARIBAS
FORTIS

The bank for a changing world

#PositiveBanking MAKE LIFE EASIER

Moratoria COVID-19

Selfcare options

Access to advice

Payment solutions

Finance solutions

CONTACTLESS PAYMENTS

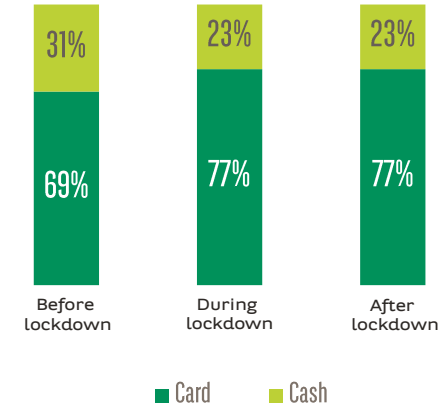


- Largest choice in Belgium
- 90% of debit cards contactless

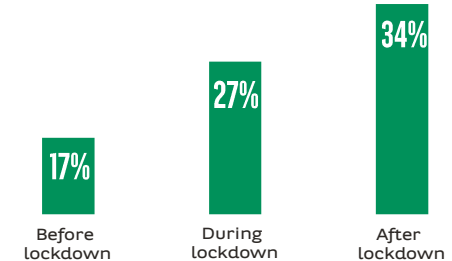


- 290,000 users
 - ✓ + 45% new enrolments
 - ✓ + 60% transactions
 - ✓ + 95% value of transactions

Payment transactions
Card vs. Cash



Contactless debit card payments



BNP PARIBAS
FORTIS

The bank for a changing world

#PositiveBanking MAKE LIFE EASIER

Moratoria COVID-19

Selfcare options

Access to advice

Payment solutions

Finance solutions

EASY2CASH

BNP PARIBAS FORTIS (FACTOR)

- Solution dedicated to freelancers & SME
- 3 services : complete invoice management & collection, pre-financing and credit insurance coverage
- 100% digital path



BNP PARIBAS FORTIS
FACTOR



BNP PARIBAS
FORTIS

The bank for a changing world

#PositiveBanking

MAKE LIFE EASIER

ENABLE PEOPLE TO GROW

ROOT SUSTAINABILITY IN OUR DNA

MAXIMISE DIGITISATION & EFFICIENCY

ACCELERATE SELECTIVE GROWTH

#PositiveBanking ENABLE PEOPLE TO GROW

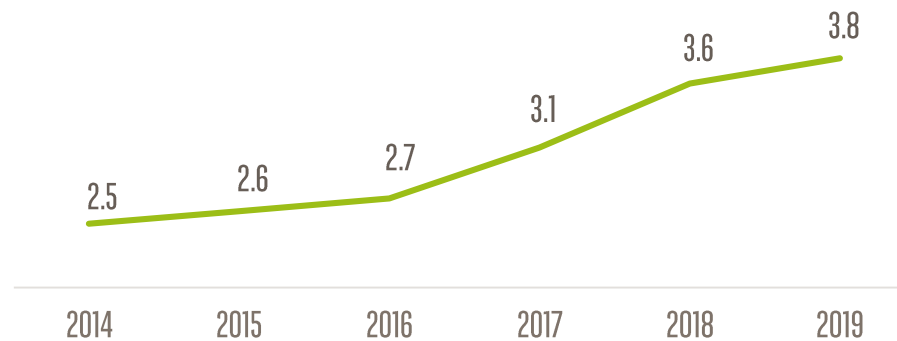
Staff

Societal role

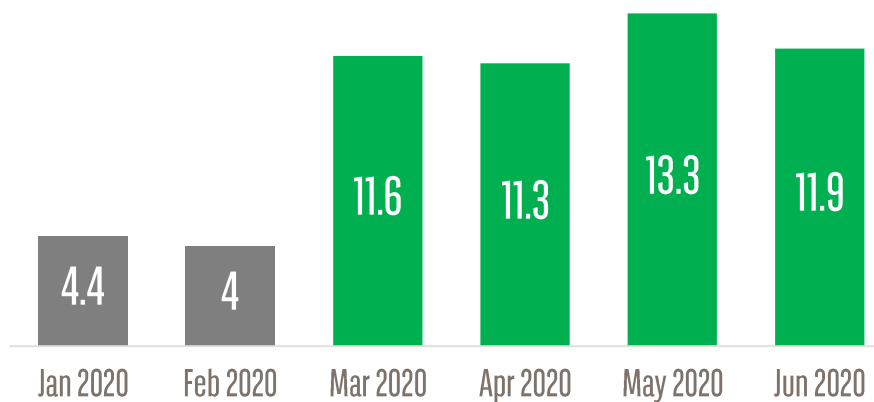
HOME WORKING

TELEWORKING DAYS: AVERAGE / MONTH / EMPLOYEE

■ Past 6 years



■ First 6 months of 2020



#PositiveBanking ENABLE PEOPLE TO GROW

Staff

Societal role

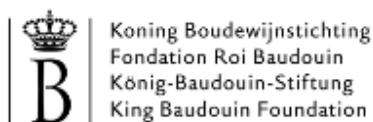
#STRONGERTOGETHER

RECURRENT EFFORTS



CLOSE
THE
GAP

BRIDGING
THE DIGITAL
DIVIDE



BNP PARIBAS
FORTIS

The bank for a changing world

#PositiveBanking ENABLE PEOPLE TO GROW

Staff

Societal role

1 MILLION HOURS TO HELP

EXAMPLE OF EMPLOYEE ENGAGEMENT: CODERDOJO

**1 MILLION
HOURS
2 HELP**
THE BNP PARIBAS
VOLUNTEERING PROGRAM



Video NL

Vidéo FR



BNP PARIBAS
FORTIS

The bank for a changing world



#PositiveBanking

MAKE LIFE EASIER

ENABLE PEOPLE TO GROW

ROOT SUSTAINABILITY IN OUR DNA

MAXIMISE DIGITISATION & EFFICIENCY

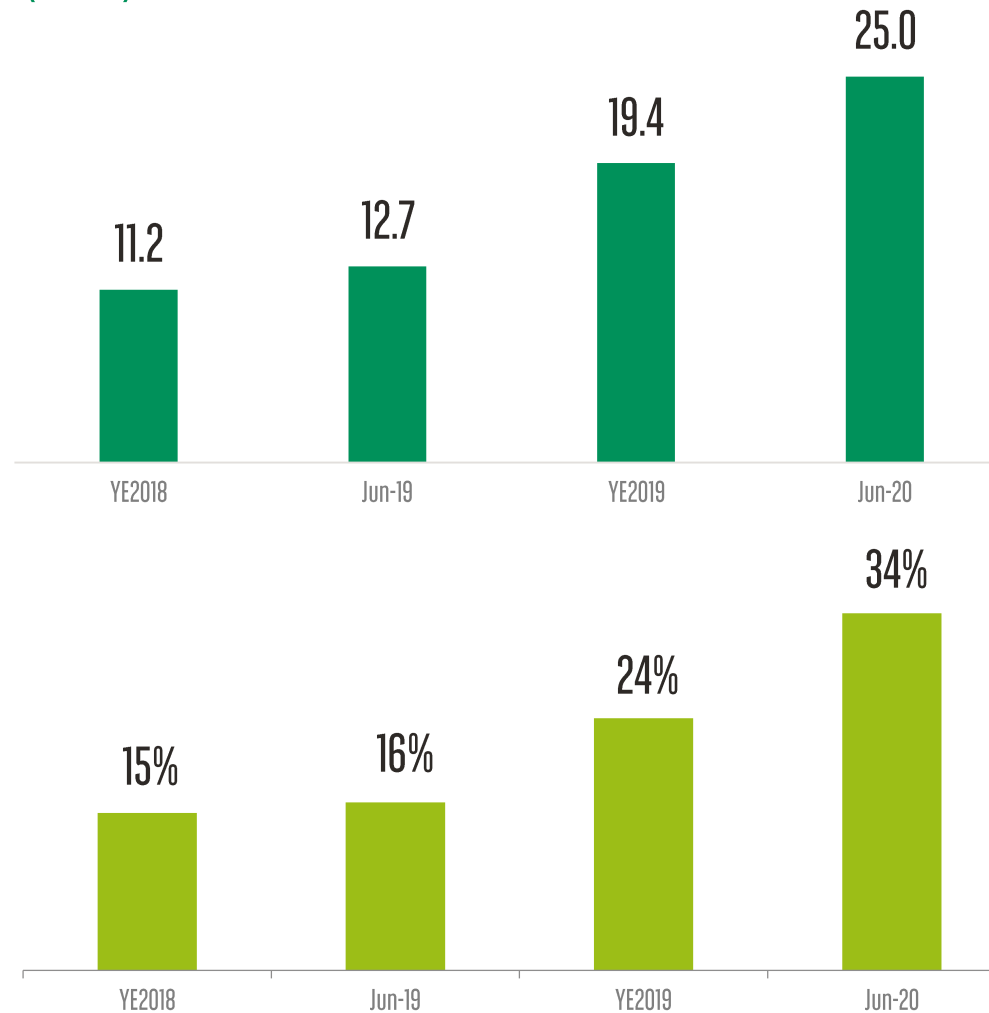
ACCELERATE SELECTIVE GROWTH

#PositiveBanking ROOT SUSTAINABILITY IN OUR DNA

SRI Funds

Sustainable Finance

SRI FUNDS AUM (EUR BN) AND SRI INVEST PRODUCTS IN THE TOTAL OFF BALANCE RPB



#PositiveBanking ROOT SUSTAINABILITY IN OUR DNA

SRI Funds

Sustainable Finance

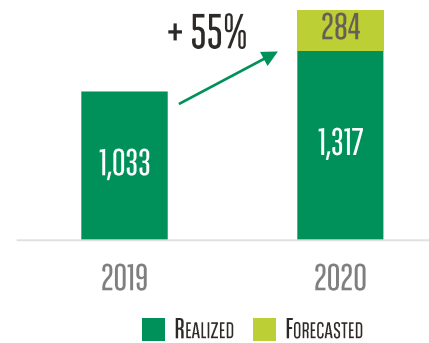
GREEN MOBILITY

INCREASED DEMAND FOR FINANCING OF (E) BIKES AND E CARS / HYBRID CARS

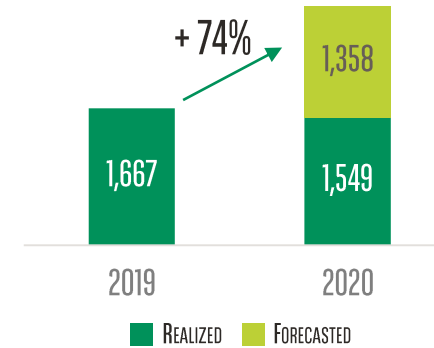
INCREASED SHARE OF ELECTRIFIED AND HYBRID CARS



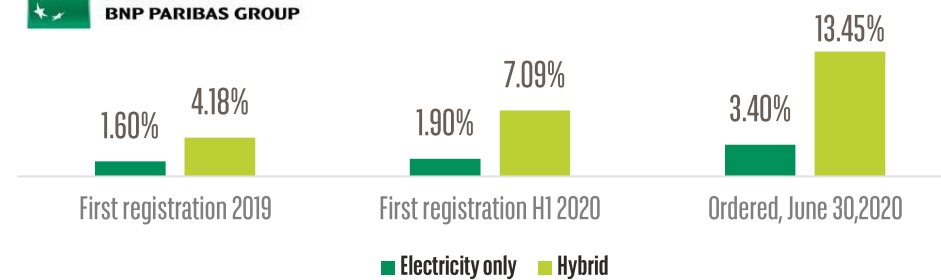
TOTAL # CONTRACTS LEASING (E) BIKES



NEW # LOANS FOR (E) BIKES



% OF CONTRACTS LEASING ELECTRIC CARS & HYBRID CARS



**BNP PARIBAS
FORTIS**

The bank for a changing world

#PositiveBanking ROOT SUSTAINABILITY IN OUR DNA

SRI Funds

Sustainable Finance

SUSTAINABLE BUSINESS COMPETENCE CENTER (SBCC)

PARTNERS

.AGORIA Smart Cities

BlueChem
INCUBATOR FOR SUSTAINABLE CHEMISTRY


ClimateSeed


CIRCULARITY
CAPITAL

CO.STATION
with BNP PARIBAS FORTIS


EcoRes
YOUR SUSTAINABLE PARTNER

Greenloop

INNOVATIONHUB
by BNP Paribas Fortis


WeForest
Making Earth Cooler

- For commercial, corporate and public banking clients who want to make the transition towards a more sustainable economic model
- Dedicated team of engineers, scientists and experts
- Expertise bio-, med-, clean- and greentech, renewable energies and ICT
- Experience in various sustainable approaches including circular production processes; decarbonisation-oriented and energy efficiency-focused processes; sustainable cooling systems; regenerative agriculture; and finance-as-a-service models
- Access to interconnected network of companies, public organisations, start-ups and universities



**BNP PARIBAS
FORTIS**

The bank for a changing world

#PositiveBanking ROOT SUSTAINABILITY IN OUR DNA

SRI Funds

Sustainable Finance

SUSTAINABLE BUSINESS COMPETENCE CENTER (SBCC)

CONCRETE FIGURES AND EXAMPLES

- > 850 customers and prospects
- > 200 external stakeholders
- We advised 278 projects for
> EUR 1.2bn
mainly renewable energy, cleantech, biotech,
medical tech
- 29 biogas projects



Info NL

Info FR

FINANCING PHOTOVOLTAICS – EXAMPLE SAINT-GHISLAIN
6,500,000 kWh / YEAR - REDUCTION OF 2,300 TON CO2 / YEAR



SUSTAINABLE IMPACT LOAN – BIOELECTRIC

Video NL

Vidéo FR



THOMAS & PIRON

Video NL

Vidéo FR



BNP PARIBAS
FORTIS

The bank for a changing world

A man with a beard and glasses, wearing a light blue shirt over a black t-shirt, is being embraced from behind by a woman with dark hair tied back, wearing a brown top. They are standing in front of a brick wall. A large white plus sign is visible in the bottom left corner of the image.

#PositiveBanking

MAKE LIFE EASIER

ENABLE PEOPLE TO GROW

ROOT SUSTAINABILITY IN OUR DNA

MAXIMISE DIGITISATION & EFFICIENCY

ACCELERATE SELECTIVE GROWTH

#PositiveBanking MAXIMISE DIGITISATION AND EFFICIENCY

Digital status

Digital signature

DIGITAL ADOPTION, RETAIL CLIENTS



+17% digital contacts

From 221 million digital contacts in H1 2019 to 259 million in H1 2020

2.3 million

clients using digital channels (+15% compared to H1 2019)



APP only

+27%

41%

31%

28%



WEB only

-2.5%



BNP PARIBAS
FORTIS

The bank for a changing world

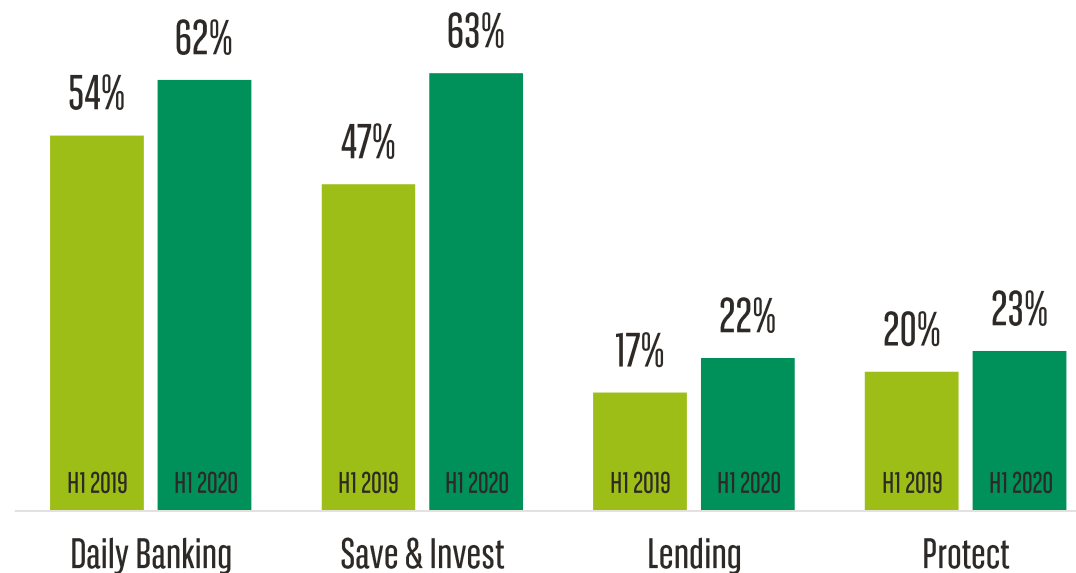
#PositiveBanking MAXIMISE DIGITISATION AND EFFICIENCY

Digital status

Digital signature

RETAIL DIGITAL SALES

% OF DIGITAL SALES PER PRODUCT GROUP, OVERALL FIRST TIME EVER > 50%



56% digital sales



BNP PARIBAS
FORTIS

The bank for a changing world

#PositiveBanking MAXIMISE DIGITISATION AND EFFICIENCY

Digital status

Digital signature

CORPORATES AND ENTREPRENEURS DIGITAL SALES

% OF DIGITAL SALES

Belgium's Best Investment Bank |



BNP PARIBAS
FORTIS

The bank for a changing world

#PositiveBanking MAXIMISE DIGITISATION AND EFFICIENCY

Digital status

Digital signature

DIGITAL SIGNATURE

SOME EXAMPLES

LUCY

- Launched June 2020
- 100% online and automated discretionary management service.
- A solution that combines the ease of use of the tools developed by fintech Gambit with the power of the BNP Paribas Asset Management algorithm and the expertise of the investment specialists at BNP Paribas Fortis Private Banking.
- Offers a range of sustainable investment products with 'Towards Sustainability' label by Febelfin.

SERENITY

- Launched September 2019
- Fully digital investment advice contract allowing:
 - + the bank to offer personalized compliant investment advice in a digital way
 - + the client to interact in a digital way
- An international expertise at the service of the portfolio
- 100% Sustainable solutions
- EUR 352m AuM

EASY HOUSING

- Launched September 2019
- Signing possible on demand of customer within 24 hours after the submission of the application
- On average 9 days e.g. due to important number of customers requesting additional (face to face) meeting
- 2,400 projects





#PositiveBanking

MAKE LIFE EASIER

ENABLE PEOPLE TO GROW

ROOT SUSTAINABILITY IN OUR DNA

MAXIMISE DIGITISATION & EFFICIENCY

ACCELERATE SELECTIVE GROWTH

#PositiveBanking ACCELERATE SELECTIVE GROWTH

Insurance

Private Banking

Entrepreneurs

Private Equity

INSURANCE

GROW MARKET SHARE IN NON-LIFE INSURANCE TO BECOME NR. 1 BANCINSURANCE



- Tied agent for AG Insurance
- 300 experts and more than 1,000 insurance advisors
- Ambition to grow also in non-life and 2nd pillar solutions
- Home, Family, Vehicles + Legal Council Insurance (Providis, launched June 2020)



- Travel assistance, launch planned



BNP PARIBAS
FORTIS

The bank for a changing world

#PositiveBanking ACCELERATE SELECTIVE GROWTH

Insurance

Private Banking

Entrepreneurs

Private Equity

BNP PARIBAS FORTIS PRIVATE BANKING & WEALTH MANAGEMENT

MARKET LEADER

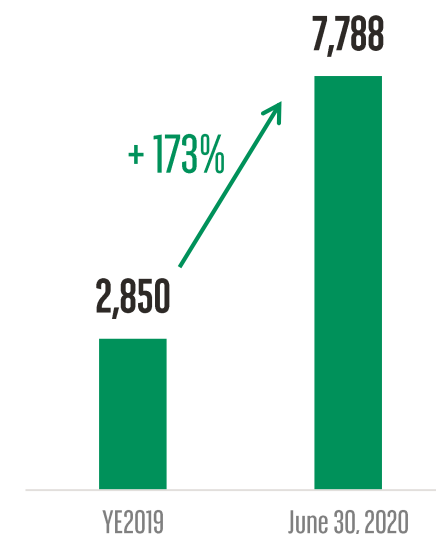
- 1st Private Bank in Belgium in # clients (105k) and AuM (EUR 70bn)
- Market leader in SRI
- Best Private Bank for digital customer experience in Europe



PAXFAMILIA (LAUNCHED JUNE 2019)

DIGITAL PLATFORM FOR PATRIMONIAL MANAGEMENT

- Complete view on patrimonium
- Digital safe, access management by customer
- Succession calculator
- Inventory and balance of donations
- Financial projections
- 7,788 accounts, whereof 4,938 in 2020



BNP PARIBAS
FORTIS

The bank for a changing world

#PositiveBanking ACCELERATE SELECTIVE GROWTH

Insurance

Private Banking

Entrepreneurs

Private Equity

ADVICE PRO

BANK FOR ENTREPRENEURS

- Dedicated personal advisor (covers also aspects such as insurance, leasing, factoring)
- Consult of experts on fiscal, agricultural and subsidy topics
- Access external databases such as Intellifin (financial reporting) and Jureca (online library legal information).



#PositiveBanking ACCELERATE SELECTIVE GROWTH

Insurance

Private Banking

Entrepreneurs

Private Equity

PRIVATE EQUITY

ASSETS UNDER MANAGEMENT (IN EUR) & PORTFOLIO, EXAMPLES

EUR 550m

of which **EUR 410m** in the core Belgian-linked portfolio,
equally split between direct and indirect (fund) investments

Invest annually on average **EUR 75m**

Some examples

 eTheRNA

 OUTSPOT

 JAC

 reMYND

 NOVY

 STUDIO
100

 iSTAR
MEDICAL

 QUALITY
ASSISTANCE
Contract Research Organisation

 Stöffels



BNP PARIBAS
FORTIS

The bank for a changing world

#PositiveBanking ACCELERATE SELECTIVE GROWTH

Insurance

Private Banking

Entrepreneurs

Private Equity

BELGIAN GROWTH FUND (BGF)

FUND OF FUNDS



- First closing 2019: EUR 213m, BNP Paribas Fortis is equity partner for EUR 20m since first closing
- HQ in Brussels
- Fund of funds that will mainly invest in funds which invest in scale-ups, being young and promising companies that need growth capital to finance their international expansion.
- Initiated by the Belgian Federal Participation Investment Company (FPIM)
- Managed by the Flemish investment company PMV, and BNP Paribas Fortis Private Equity
- Final closing 2020: EUR 312m
- EUR 100m invested in funds

Fortino Capital II Growth NV

ICT & Technology, EUR 20m / 8.3%

Smartfin Capital II Comm.V

ICT & Technology, EUR 25m / 10.5%

Sofinde V Comm.V.

Generalistic, EUR 20m / 11.8%

Gilde Healthcare V

Life Sciences, EUR 15m / 3.6%

Forbion GO I

Life Sciences, EUR 20m / 10.8%



BNP PARIBAS
FORTIS

The bank for a changing world



AGENDA

Key takeaways

Part 1 Financials

Part 2 #PositiveBanking

Part 3 Conclusion

A vibrant, sunlit park scene with large, leafy trees and people enjoying the outdoors. In the foreground, a man and several children are sitting on the grass. A young boy is running towards the left. In the background, more people are visible, some sitting and some standing. The scene is framed by a green border.

BANKS AS CATALYST FOR A BETTER TOMORROW

A full-page photograph of a family in a park. In the foreground, a man sits on the grass, smiling, with two young boys sitting next to him. To the left, another boy sits on the grass. In the center, a young boy is running towards the left. The background is filled with large, leafy trees and more people sitting on the grass. A green rectangular frame is superimposed over the center of the image, containing the text.

BNP PARIBAS FORTIS
READY TO PLAY ITS ROLE

A vibrant, sunlit park scene featuring large, leafy trees and a grassy field. In the foreground, a man and two young boys are sitting on the grass, smiling. Another boy is running towards them. In the background, several other people are visible, some sitting and some standing, enjoying the park. A green rectangular frame is superimposed over the center of the image, containing the text "#PositiveBanking".

#PositiveBanking

PRESS OFFICE

VALÉRY HALLOY

valery.halloy@bnpparibasfortis.com

+32 475 78 80 97

HANS MARIËN

hans.marien@bnpparibasfortis.com

+32 475 74 72 86

HILDE JUNIUS

hilde.junius@bnpparibasfortis.com

+32 478 88 29 60

JEROEN PETRUS

jeroen.petrus@bnpparibasfortis.com

+ 32 498 32 14 94

<https://www.bnpparibasfortis.com/newsroom/press-contacts>



BNP PARIBAS
FORTIS

The bank for a changing world

2020 Half Year Results

47

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.

