

Paris, 9 May 2006,

# 2005 – Quarterly Data CIB and IRFS

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In order to improve the disclosure and the market understanding of the group's different businesses and in view of recent internal organisational changes, two adjustments will be made to the way the results are presented as from the first quarter 2006 results presentation.

Within the **CIB core business** the Commodities Derivatives business leaves the scope of Financing Businesses (ECEP) to be integrated into Capital Markets. The Optimisation Finance business is transferred from Financing Businesses to Capital Markets where it is regrouped with Global Risks Solutions within Fixed Income.

The **IRFS core business** is now split into four parts: besides BancWest and Cetelem, the Emerging Markets business is now published separately along with a fourth section regrouping all the specialised financial services other than Cetelem, i.e. Arval, BNP Paribas Lease Group and UCB. The IRFS core business's corporate centre is split between these 4 sections and the group's « Other Activities ».

The figures for the 4 quarters of 2005 have been restated to include these adjustments and provide a historical basis for comparison. They are included hereafter.

The investor relations team remain at your disposition should any complementary information be required.

## Investor Relation and Financial Information

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**Appendice 1 : 2005 Restatement details****CIB - Transfer from Financing Businesses to Advisory & Capital Markets**

<i>in millions of euros</i>	2005
<b>Net Banking Income</b>	<b>168</b>
Operating Expenses and Dep.	-106
<b>Gross operating Income</b>	<b>62</b>
Provisions	0
<b>Operating Income</b>	<b>62</b>
Associated Companies	0
Other Elements	19
<b>Pre-Tax Income</b>	<b>81</b>

**IRFS – Reclassification of Corporate Center**

<i>in millions of euros</i>	IRFS Corporate Center	<i>reclassified within</i>	International Retail Banking and Financial Services				Other Activities
			Cetelem	BancWest	Emerging Markets	Financial Services	
<b>Net Banking Income</b>	<b>12</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>12</b>
Operating Expenses and Dep.	-87		-28	-17	-19	-23	0
<b>Gross Operating Income</b>	<b>-75</b>		<b>-28</b>	<b>-17</b>	<b>-19</b>	<b>-23</b>	<b>12</b>
Provisions	0		0	0	0	0	0
<b>Operating Income</b>	<b>-75</b>		<b>-28</b>	<b>-17</b>	<b>-19</b>	<b>-23</b>	<b>12</b>
<b>Pre-Tax Income</b>	<b>-75</b>		<b>-28</b>	<b>-17</b>	<b>-19</b>	<b>-23</b>	<b>12</b>

**Appendix 2: Quarterly restated data****Corporate and Investment Banking**

<i>in millions of euros</i>	1Q05	2Q05	3Q05	4Q05	2005
<b>CORPORATE AND INVESTMENT BANKING</b>					
<b>Net Banking Income</b>	<b>1,566</b>	<b>1,568</b>	<b>1,688</b>	<b>1,600</b>	<b>6,422</b>
Operating Expenses and Dep.	-913	-904	-968	-926	-3,711
<b>Gross Operating Income</b>	<b>653</b>	<b>664</b>	<b>720</b>	<b>674</b>	<b>2,711</b>
Provisions	47	50	49	-16	130
<b>Operating Income</b>	<b>700</b>	<b>714</b>	<b>769</b>	<b>658</b>	<b>2,841</b>
Associated Companies	2	-1	1	1	3
Other Elements	14	26	-6	12	46
<b>Pre-Tax Income</b>	<b>716</b>	<b>739</b>	<b>764</b>	<b>671</b>	<b>2,890</b>
Cost/Income	58.3%	57.7%	57.3%	57.9%	57.8%
Allocated Equity (€bn)	8.4				9.1
Pre-Tax ROE	34%				32%
<b>ADVISORY AND CAPITAL MARKETS</b>					
<b>Net Banking Income</b>	<b>979</b>	<b>869</b>	<b>1,055</b>	<b>987</b>	<b>3,890</b>
Operating Expenses and Dep.	-674	-645	-706	-658	-2,683
<b>Gross Operating Income</b>	<b>305</b>	<b>224</b>	<b>349</b>	<b>329</b>	<b>1,207</b>
Provisions	0	0	0	-1	-1
<b>Operating Income</b>	<b>305</b>	<b>224</b>	<b>349</b>	<b>328</b>	<b>1,206</b>
Associated Companies	2	-1	1	1	3
Other Elements	14	21	-5	12	42
<b>Pre-Tax Income</b>	<b>321</b>	<b>244</b>	<b>345</b>	<b>341</b>	<b>1,251</b>
Cost/Income	68.8%	74.2%	66.9%	66.7%	69.0%
Allocated Equity (€bn)	3.0				3.2
<b>FINANCING BUSINESSES</b>					
<b>Net Banking Income</b>	<b>587</b>	<b>699</b>	<b>633</b>	<b>613</b>	<b>2,532</b>
Operating Expenses and Dep.	-239	-259	-262	-268	-1,028
<b>Gross Operating Income</b>	<b>348</b>	<b>440</b>	<b>371</b>	<b>345</b>	<b>1,504</b>
Provisions	47	50	49	-15	131
<b>Operating Income</b>	<b>395</b>	<b>490</b>	<b>420</b>	<b>330</b>	<b>1,635</b>
Other Elements	0	5	-1	0	4
<b>Pre-Tax Income</b>	<b>395</b>	<b>495</b>	<b>419</b>	<b>330</b>	<b>1,639</b>
Cost/Income	40.7%	37.1%	41.4%	43.7%	40.6%
Allocated Equity (€bn)	5.4				5.8

**Other activities (excluding BNP Paribas Capital):**

<i>in millions of euros</i>	1Q05	2Q05	3Q05	4Q05	2005
<b>OTHER ACTIVITIES (excluding BNP Paribas Capital)</b>					
<b>Net Banking Income</b>	<b>211</b>	<b>-32</b>	<b>50</b>	<b>29</b>	<b>258</b>
Operating Expenses and Dep.	-56	-63	-95	-100	-314
<b>Gross Operating Income</b>	<b>155</b>	<b>-95</b>	<b>-45</b>	<b>-71</b>	<b>-56</b>
Provisions	30	5	15	-25	25
<b>Operating Income</b>	<b>185</b>	<b>-90</b>	<b>-30</b>	<b>-96</b>	<b>-31</b>
Other Elements	15	35	13	47	110
<b>Pre-Tax Income</b>	<b>200</b>	<b>-55</b>	<b>-17</b>	<b>-49</b>	<b>79</b>

**International Retail Banking and Financial Services**

<i>in millions of euros</i>	1Q05	2Q05	3Q05	4Q05	2005
<b>INTERNATIONAL RETAIL AND FINANCIAL SERVICES</b>					
<b>Net Banking Income</b>	<b>1,351</b>	<b>1,427</b>	<b>1,486</b>	<b>1,704</b>	<b>5,968</b>
Operating Expenses and Dep.	-760	-789	-803	-1,033	-3,385
<b>Gross Operating Income</b>	<b>591</b>	<b>638</b>	<b>683</b>	<b>671</b>	<b>2,583</b>
Provisions	-133	-117	-126	-183	-559
<b>Operating Income</b>	<b>458</b>	<b>521</b>	<b>557</b>	<b>488</b>	<b>2,024</b>
Associated Companies	26	37	33	16	112
Other Elements	2	3	23	11	39
<b>Pre-Tax Income</b>	<b>486</b>	<b>561</b>	<b>613</b>	<b>515</b>	<b>2,175</b>
Cost/Income	56.3%	55.3%	54.0%	60.6%	56.7%
Allocated Equity (€bn)	5.3				5.8
Pre-Tax ROE	37%				38%
<b>BANCWEST</b>					
<b>Net Banking Income</b>	<b>418</b>	<b>454</b>	<b>480</b>	<b>525</b>	<b>1,877</b>
Operating Expenses and Dep.	-212	-214	-229	-299	-954
<b>Gross Operating Income</b>	<b>206</b>	<b>240</b>	<b>251</b>	<b>226</b>	<b>923</b>
Provisions	-11	-4	-9	-8	-32
<b>Operating Income</b>	<b>195</b>	<b>236</b>	<b>242</b>	<b>218</b>	<b>891</b>
Associated Companies	0	0	0	0	0
Other Elements	0	0	0	0	0
<b>Pre-Tax Income</b>	<b>195</b>	<b>236</b>	<b>242</b>	<b>218</b>	<b>891</b>
Cost/Income	50.7%	47.1%	47.7%	57.0%	50.8%
Allocated Equity (€bn)	1.7				2.0
Pre-Tax ROE	45%				45%
<b>CETELEM</b>					
<b>Net Banking Income</b>	<b>451</b>	<b>452</b>	<b>475</b>	<b>637</b>	<b>2,015</b>
Operating Expenses and Dep.	-237	-243	-246	-372	-1,098
<b>Gross Operating Income</b>	<b>214</b>	<b>209</b>	<b>229</b>	<b>265</b>	<b>917</b>
Provisions	-106	-96	-113	-138	-453
<b>Operating Income</b>	<b>108</b>	<b>113</b>	<b>116</b>	<b>127</b>	<b>464</b>
Associated Companies	24	36	32	16	108
Other Elements	0	1	22	7	30
<b>Pre-Tax Income</b>	<b>132</b>	<b>150</b>	<b>170</b>	<b>150</b>	<b>602</b>
Cost/Income	52.5%	53.8%	51.8%	58.4%	54.5%
Allocated Equity (€bn)	1.5				1.6
Pre-Tax ROE	34%				37%
<b>EMERGING MARKETS</b>					
<b>Net Banking Income</b>	<b>163</b>	<b>191</b>	<b>200</b>	<b>212</b>	<b>766</b>
Operating Expenses and Dep.	-112	-126	-128	-137	-503
<b>Gross Operating Income</b>	<b>51</b>	<b>65</b>	<b>72</b>	<b>75</b>	<b>263</b>
Provisions	-4	-2	10	-20	-16
<b>Operating Income</b>	<b>47</b>	<b>63</b>	<b>82</b>	<b>55</b>	<b>247</b>
Other Elements	0	0	0	2	2
<b>Pre-Tax Income</b>	<b>47</b>	<b>63</b>	<b>82</b>	<b>57</b>	<b>249</b>
Cost/Income	68.7%	66.0%	64.0%	64.6%	65.7%
Allocated Equity (€bn)	0.5				0.5
Pre-Tax ROE	40%				47%
<b>ARVAL, BNP Paribas Lease Group, UCB</b>					
<b>Net Banking Income</b>	<b>319</b>	<b>330</b>	<b>331</b>	<b>330</b>	<b>1,310</b>
Operating Expenses and Dep.	-199	-206	-200	-225	-830
<b>Gross Operating Income</b>	<b>120</b>	<b>124</b>	<b>131</b>	<b>105</b>	<b>480</b>
Provisions	-12	-15	-14	-17	-58
<b>Operating Income</b>	<b>108</b>	<b>109</b>	<b>117</b>	<b>88</b>	<b>422</b>
Associated Companies	2	1	1	0	4
Other Elements	2	2	1	2	7
<b>Pre-Tax Income</b>	<b>112</b>	<b>112</b>	<b>119</b>	<b>90</b>	<b>433</b>
Cost/Income	62.4%	62.4%	60.4%	68.2%	63.4%
Allocated Equity (€bn)	1.6				1.6
Pre-Tax ROE	28%				26%