

#POSTIVE BANKING

HALF YEAR RESULTS

2021

MAX JADOT, CEO

BRUSSELS
SEPTEMBER 3, 2021



BNP PARIBAS
FORTIS

The bank for a changing world

HALF YEAR RESULTS 2021

TODAY'S AGENDA

CHAPTER 1

Overview – by [Max Jadot, CEO](#)

CHAPTER 2

Financial update – by [Franciane Rays, CFO*](#)

CHAPTER 3

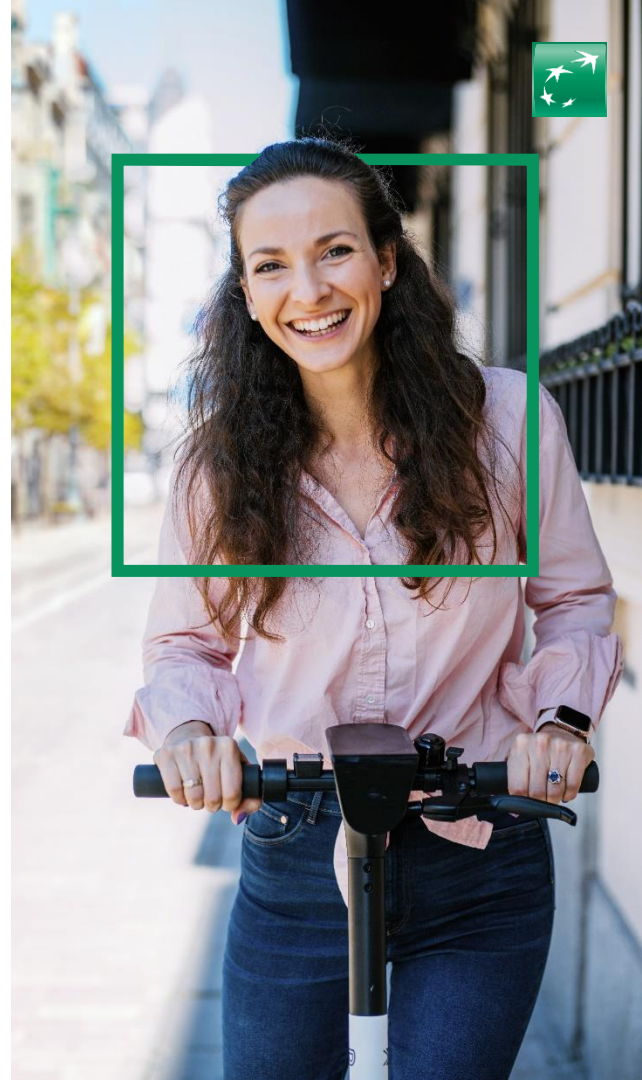
Strategic priorities – by [Max Jadot, CEO](#)

CHAPTER 4

Conclusion - Q&A – by [Max Jadot, CEO](#)

#PositiveBanking

**Term ended 31 July 2021*





CHAPTER 1

OVERVIEW

MAX JADOT, CEO

#PositiveBanking





SEVERAL INITIATIVES TO PROVIDE HELP TO VICTIMS OF FLOODING

Helping impacted customers

- > Temporary suspension of capital repayment for home loans
- > Liquidity needs and credit solutions for professionals
- > Hotline and full collaboration with AG
- > Specific support to professionals for payment terminals

Support for impacted citizens

- > Employee volunteering program during working hours
- > Supporting the Belgian Red Cross initiative by collecting employee's donations with King Baudouin Foundation
- > Donation: EUR 1 million to the Red Cross from our sustainable fund

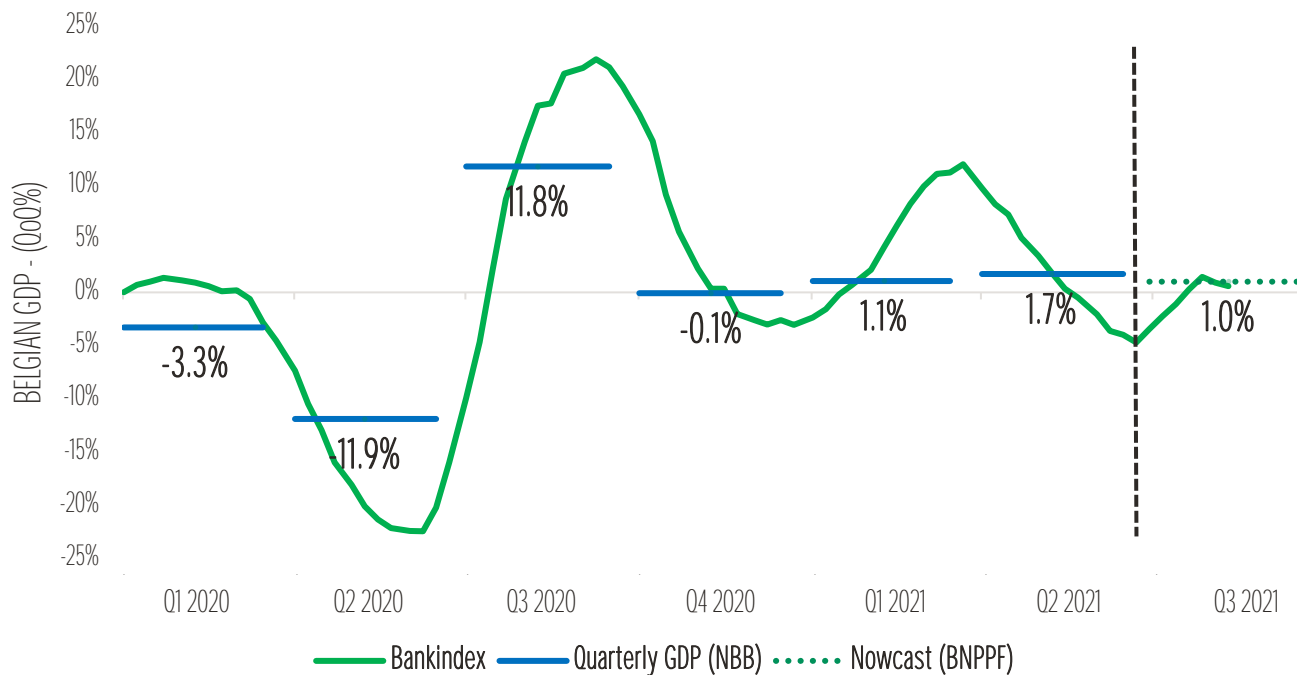
Helping impacted employees

- > Right to be absent for four days paid leave if they are impacted personally due to damaged property, transport problems, ...
- > Psycho-social support from our social assistants



OUR NOWCASTING OF THE BELGIAN GDP

OPENING THE ROAD
TO ECONOMIC
RECOVERY

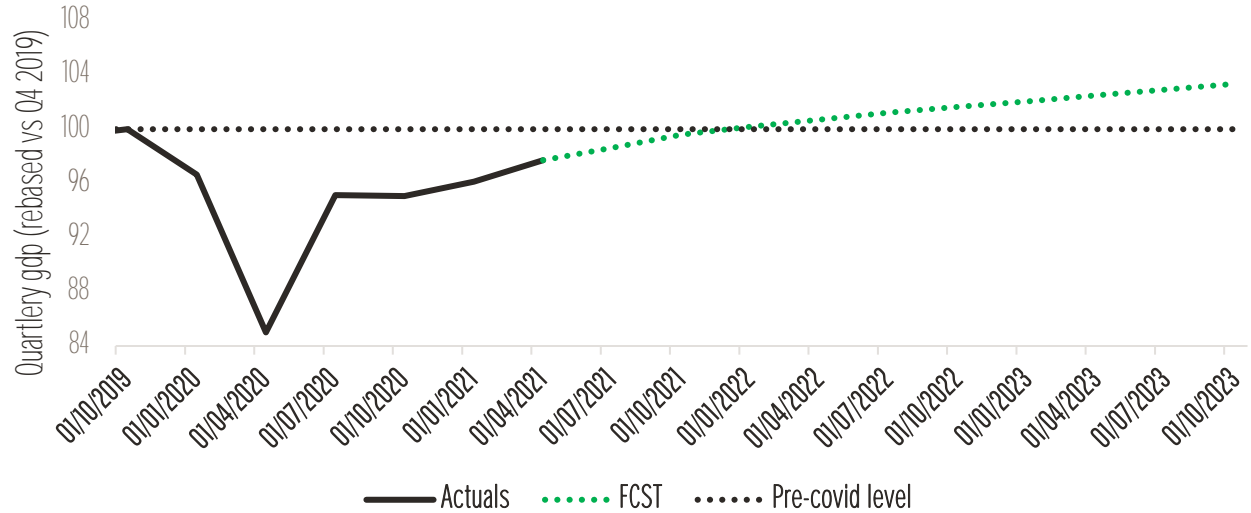


Sources: BNP Paribas Fortis, Ghent University, NBB/BNB



BELGIAN GDP: BACK AT PRE-COVID LEVEL IN Q1 2022

OPENING THE ROAD
TO ECONOMIC
RECOVERY



2021
5.4%

2022
3.0%



CHAPTER 2

FINANCIAL RESULTS

FRANCIANE RAYS, CFO*

#PositiveBanking

**Term ended 31 July 2021*





> Perimeter

Repartition

Consolidated level

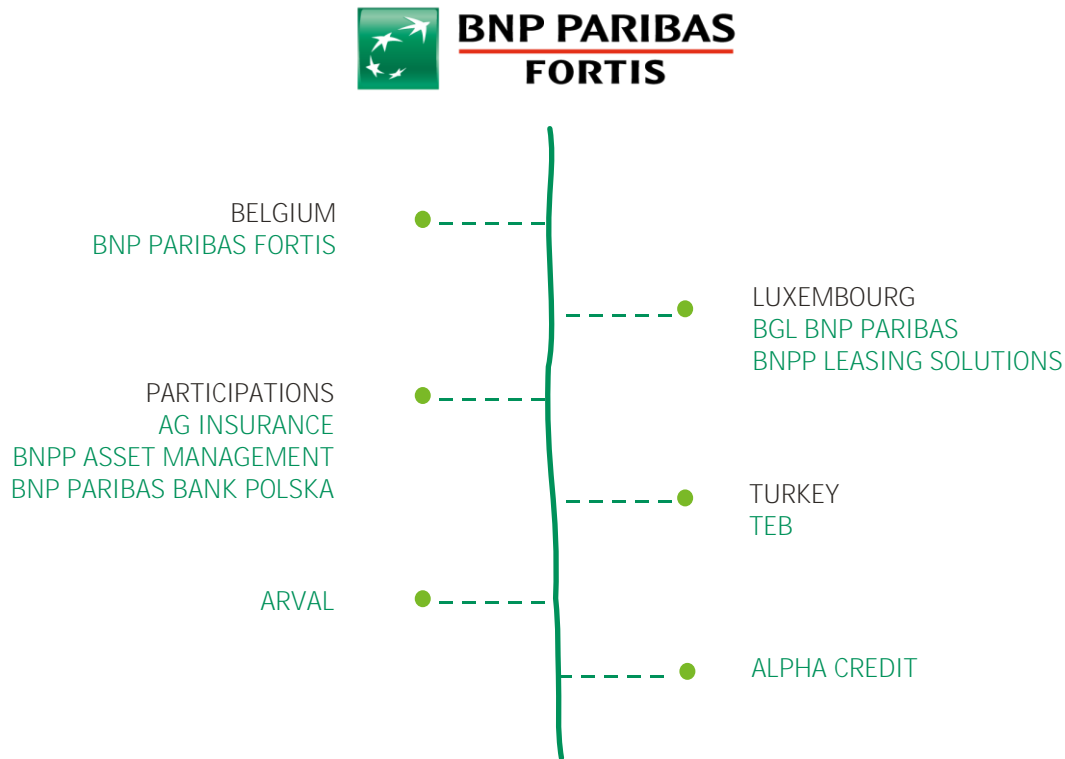
Belgian Retail Banking level

Financing the Belgian economy

Cost Income Ratio

Financial structure

OUR CONSOLIDATED PERIMETER





Perimeter

> Repartition

Consolidated level

Belgian Retail Banking level

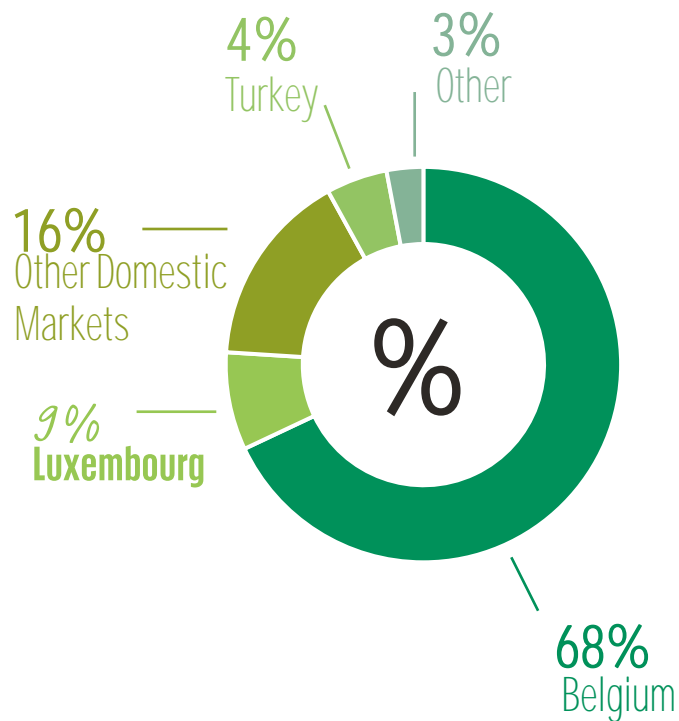
Financing the Belgian economy

Cost Income Ratio

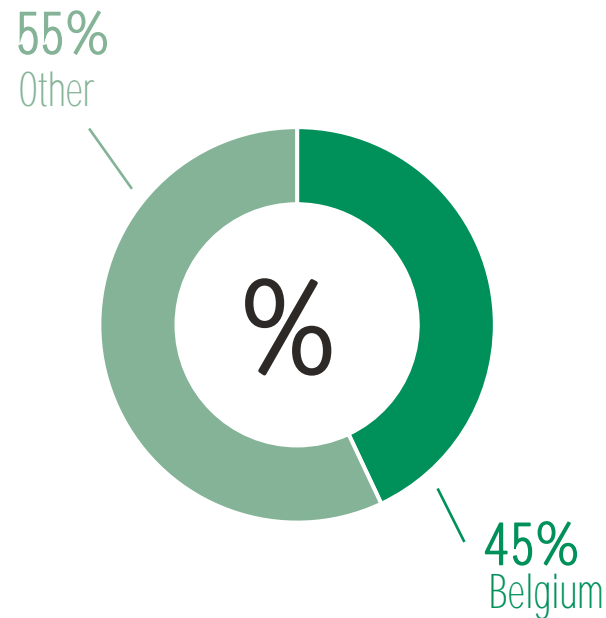
Financial structure

OUR REPARTITION

Balance Sheet



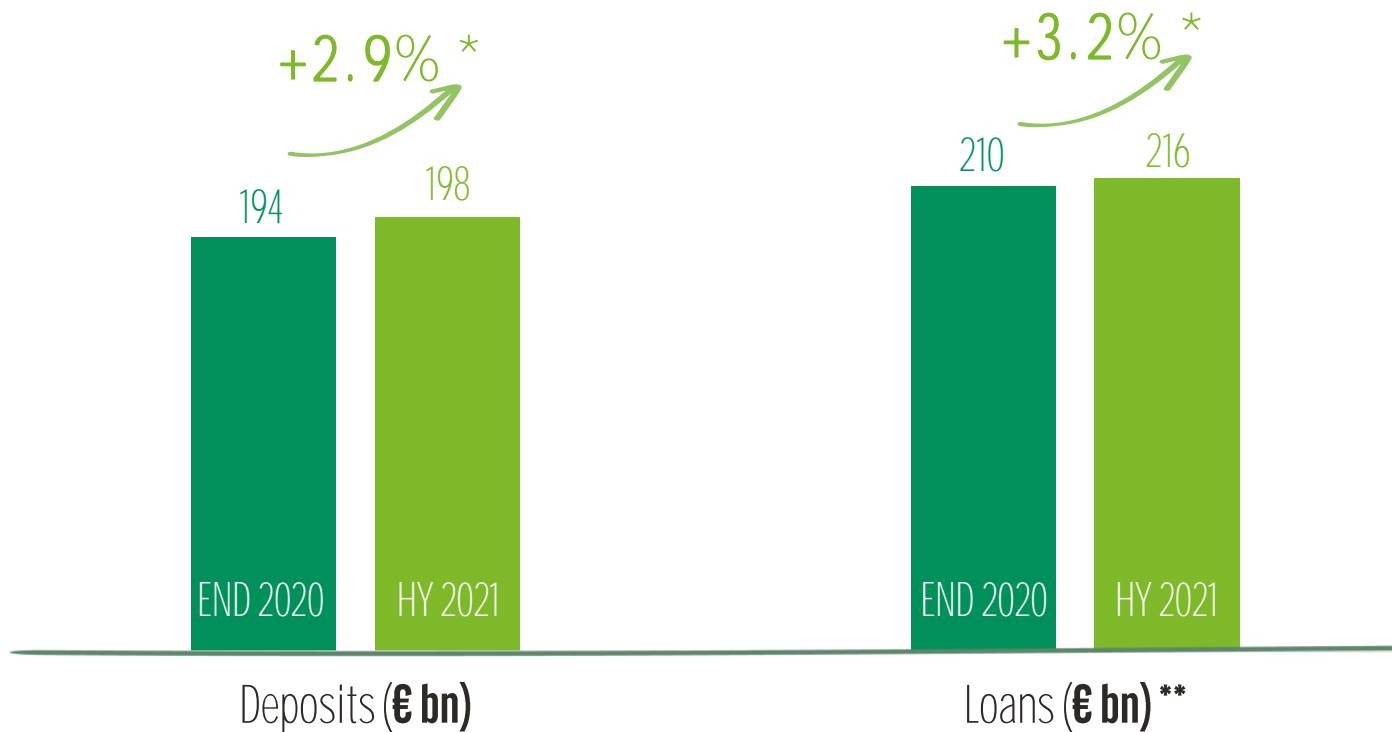
Net Profit





ROBUST BUSINESS DEVELOPMENT AT CONSOLIDATED LEVEL

- Perimeter
- Repartition
- > Consolidated level
- Belgian Retail Banking level
- Financing the Belgian economy
- Cost Income Ratio
- Financial structure



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

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



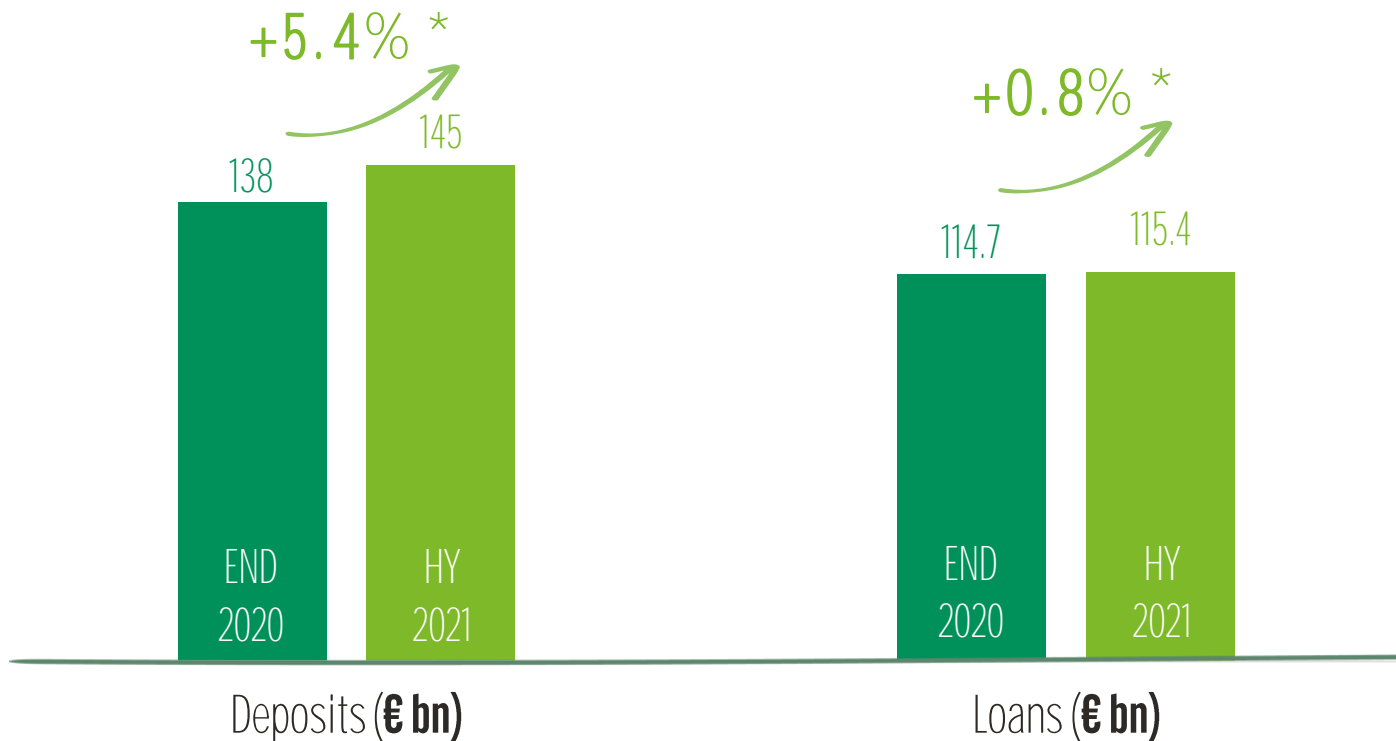
RESILIENT RESULTS **AT CONSOLIDATED LEVEL**

	In EUR m	HY 2020	HY 2021
Perimeter			
Repartition			
> Consolidated level			
Belgian Retail Banking level			
Financing the Belgian economy			
Cost Income Ratio			
Financial structure			
	Revenues	3,978	4,149
	Operating Expenses	(2,418)	(2,439)
	Gross Operating Income	1,560	1,710
	Cost of Risk	(360)	(227)
	Operating Income	1,200	1,483
	Associates Income	105	174
	Other Non-Operating Items	4	7
	Pre-Tax Income	1,309	1,664
	Net Income Attributable to Equity Holders	804	1,143



CONTINUED GROWTH AT BELGIAN RETAIL BANKING LEVEL

- Perimeter
- Repartition
- Consolidated level
- > Belgian Retail Banking level
- Financing the Belgian economy
- Cost Income Ratio
- Financial structure



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

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



RESILIENT RESULTS AT BELGIAN RETAIL BANKING LEVEL

In EUR m	HY 2020	HY 2021
Revenues	1,720	1,722
Operating Expenses	(1,329)	(1,323)
Gross Operating Income	391	399
Cost of Risk	(134)	(92)
Operating Income	257	307
Non-Operating Items	11	7
Pre-Tax Income	268	313

Perimeter

Repartition

Consolidated level

> Belgian Retail Banking level

Financing the Belgian economy

Cost Income Ratio

Financial structure



STRONG CONTINUED COMMITMENT TO THE BELGIAN ECONOMY

Perimeter

Repartition

Consolidated level

Belgian Retail Banking level

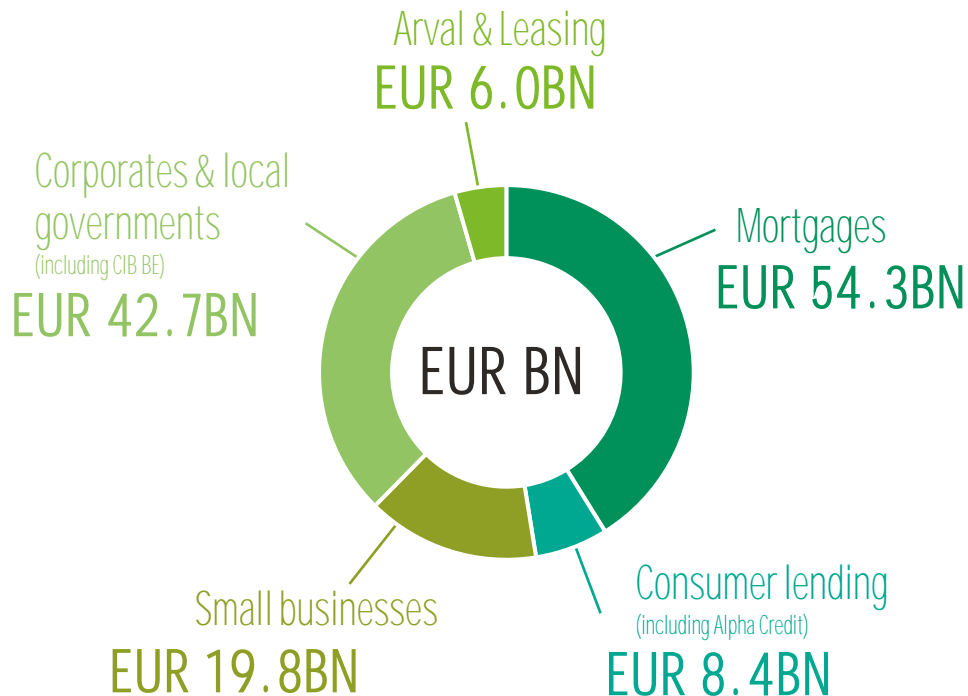
> Financing the Belgian economy

Cost Income Ratio

Financial structure

**EUR
131.2
BN**

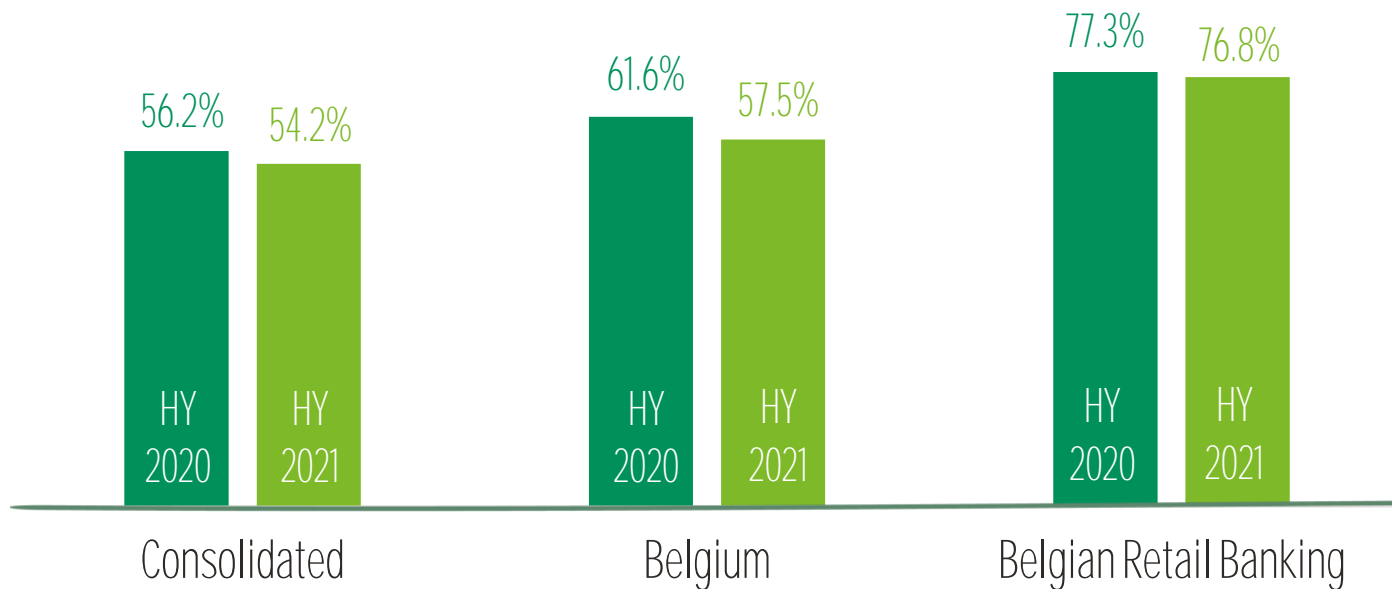
+ EUR 1.1 BN
vs end 2020





IMPROVING OPERATIONAL EFFICIENCY

- Perimeter
- Repartition
- Consolidated level
- Belgian Retail Banking level
- Financing the Belgian economy
- > Cost Income Ratio
- Financial structure





STRONG FINANCIAL STRUCTURE

Perimeter

Repartition

Consolidated level

Belgian Retail Banking level

Financing the Belgian economy

Cost Income Ratio

> Financial structure

Liquidity

199%

LCR
(non-consolidated basis)

Solvency

17.7%

Fully loaded CET1



CHAPTER 3

STRATEGIC PILLARS

MAX JADOT, CEO

#PositiveBanking



OUR PURPOSE



“ Together we commit to a better **SOCIETY**,
as the trusted financial **COMPANION**,
at all moments of our **CLIENT's life** ”





FOCUS ON 3 STRATEGIC PILLARS



MAKE LIFE
EASIER



ENABLE PEOPLE
TO GROW



ROOT
SUSTAINABILITY
IN OUR DNA



#POSITIVEBANKING

MAKE LIFE EASIER



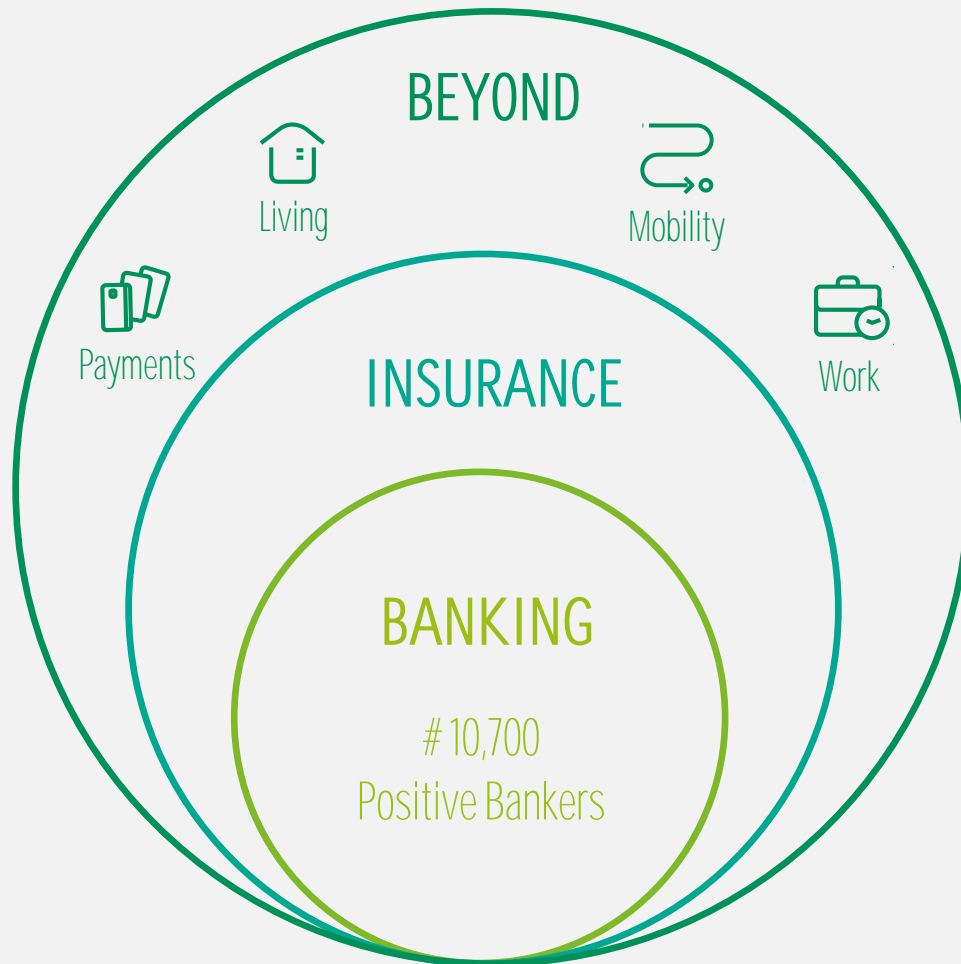
MAKE LIFE
EASIER



- > Banking anytime, anywhere
- > Bancassurance: peace of mind
- > Value-added services beyond banking



BEYOND BANKING, EXTEND
ECOSYSTEM OF
INTERCONNECTED SERVICES
TO THE CUSTOMER'S BENEFIT





> Banking, anytime, anywhere

Bancassurance: peace of mind

Beyond banking, added value

OUR CLIENTS INCREASINGLY ADOPT DIGITAL SOLUTIONS

+ 5%

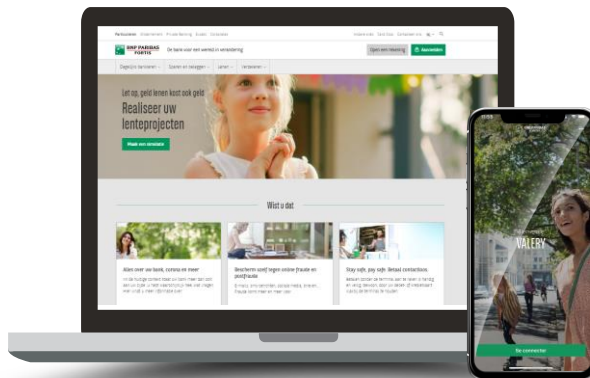
#2.4M

Clients using digital channels
(App and Web combined)

+ 45%

#377M

Digital contacts



50%

Direct sales

+ 29%

Growth in the number of active users
among 65+ customers (Only App)

46%

of debit transactions were contactless
(vs 31% in HY 2020)



Banking, anytime, anywhere

> Bancassurance: peace of mind

Beyond banking, added value

ONE-STOP-SHOP FOR BANCASSURANCE



EXPECTED LAUNCH
NOV 2021



GO FOR BUSINESS

- > A new line of expertise dedicated to entrepreneurs
- > More than 20 new insurance products
- > Covering 85% of our business customers' needs



BEYOND BANKING: THE PAYMENTS ECOSYSTEM

Banking, anytime, anywhere

Bancassurance: peace of mind

Beyond banking, added value:

> The next-gen payments

at home

on the move

at work



AXEPTA
BNP PARIBAS



> Our customers receive optimal advice on payment solutions

> Anticipate future evolutions and build customer loyalty; acquire new customers

> Optimize integration of payment solutions in other banking services

> **#30 K** Merchants

> **#37,5 K** Points of sale

> **80M** Transactions

> **15%** Market share

EXAMPLES OF OTHER PARTNERS

joyn

Apple Pay **G Pay**

EASY2CASH



BEYOND BANKING: THE LIVING ECOSYSTEM

Banking, anytime, anywhere

Bancassurance: peace of mind

Beyond banking, added value:

The next-gen payments

> at home

on the move

at work



> Our clients will benefit from remote monitoring of their home

> Strategic and industrial invest between BNP Paribas Group & Crédit Mutuel in the field of remote monitoring

> Partnership with the French leader in connected home security



Expected launch: Q1 2022

EXAMPLES OF OTHER PARTNERS





Banking, anytime, anywhere

Bancassurance: peace of mind

Beyond banking, added value:

The next-gen payments

at home

> on the move

at work



BEYOND BANKING: THE MOBILITY ECOSYSTEM



OPTIMILE

> Our clients will benefit from Charging infrastructure as a service (CaaS) and Mobility-as-a-Service (MaaS)

> Innovative Belgian software company

> Optimile raised **EUR 8M** from shareholders AG, Touring & BNP Paribas Fortis



Capital increase June 2021

EXAMPLES OF OTHER PARTNERS





Banking, anytime, anywhere

Bancassurance: peace of mind

Beyond banking, added value:

The next-gen payments

at home

on the move

> at work



BEYOND BANKING: THE WORK ECOSYSTEM

Example: TAILORED ANALYSIS REPORTS FOR SME



> Our clients will benefit from digital solutions that combine the use of accounting and financial data from the company

> New service for our SME's

> Will be available on the Easy Banking Business platform

> EMASphere is a performance management platform that automatically connects to your software to transform your data into preconfigured, tailored analysis reports



Expected launch: September 2021

EXAMPLES OF OTHER PARTNERS



#POSITIVEBANKING

ENABLE PEOPLE TO GROW



ENABLE PEOPLE
TO GROW →

- > Boosting entrepreneurship with working capital
- > Boosting our talents



Boosting entrepreneurship

> Optimise working capital

Provide working capital

Boosting our talents

TRANSACTION BANKING SUPPORTING THE BELGIAN ECONOMY



WHAT WE WANT TO REALIZE...

Be recognized as the European
Nr. 1 working capital advisor

Support the **reboost of the**
Belgian economy

Invest in **digital**
solutions & plateforms

Reinforce
our number #1 position in
the **international trade** market

... COMBINING 3 EXPERTISES



1

Factoring

2

Cash Management

3

Trade Finance



Boosting entrepreneurship

Optimise working capital

> Provide working capital

Boosting our talents

BOOSTING ENTREPRENEURSHIP WITH PRIVATE EQUITY

Mission

> Support local economy by acting as a long-term minority investor by offering private equity solutions throughout the company's lifecycle

> **5** new direct investments & **1** new fund

in 1H2021 to help Belgian companies develop their strategy and business plan

2 forms of financial support

> Direct equity minority investments and Mezzanine financing

> Indirect fund investments

Accelerate selective growth

> **40** years of experience

> **EUR 540M**

AuM consisting of both direct and indirect (fund) investments

> Ambition to invest annual

EUR 100M

> By 2025 up to double private equity portfolio to

EUR 1BN



Boosting entrepreneurship

> Boosting our talents

INVESTING IN HIRING, TRAINING & OWNERSHIP

Staff

#10,696

> External hirings: 131

+ we are looking for 100 new colleagues
(digital, non-life insurance and private banking)

> Internal mobility: 687

> #13,633: total working days of training

Teleworking

#672,800

> 672,800 teleworking days

> 12 average teleworking days per month
per employee

#POSITIVEBANKING

ROOT SUSTAINABILITY IN OUR DNA



ROOT SUSTAINABILITY IN OUR DNA



- > Sustainable investments
- > Future-fit housing
- > Future-fit mobility
- > Companies drive change
- > **Our bank's footprint**





> Sustainable investments

Future-fit housing

Future-fit mobility

Companies drive change

Our bank's environmental footprint

CUSTOMERS INCREASINGLY EMBRACE SUSTAINABLE INVESTMENTS

+ 39% 

34.8BN*

Since 2015, BNP Paribas Fortis has been promoting actively sustainable investments to its clients

**SRI Funds : AuM (EUR.bn) and SRI Invest products in the total off balance Retail & Private Banking (RPB)*

SRI Funds

Strong demand from all banking segments: retail, personal and private banking

>515,000

Clients have at least 1 SRI product

93

Funds labelled

'Towards Sustainability'





Sustainable investments

> Future-fit housing

Future-fit mobility

Companies drive change

Our bank's environmental footprint

CUSTOMERS INCREASINGLY EMBRACE SUSTAINABLE HOUSING

Mortgage loans

40%

Mortgage loans granted for **construction and renovation** represent 40% of number of transactions in HY 2020

Sustainability rate

0.10%

BNP Paribas Fortis links the **interest rate** of mortgage loan to the sustainability of housing

Personal loans

1 in 3

renovation loans is a **Green Loan**



Sustainable investments

Future-fit housing

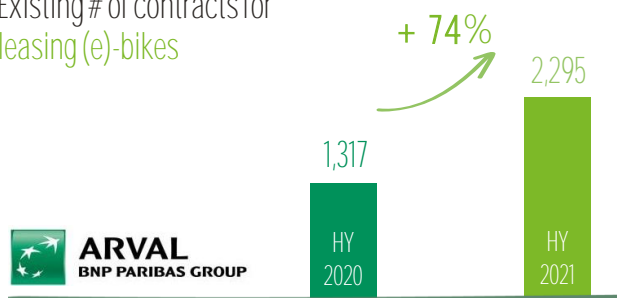
> Future-fit mobility

Companies drive change

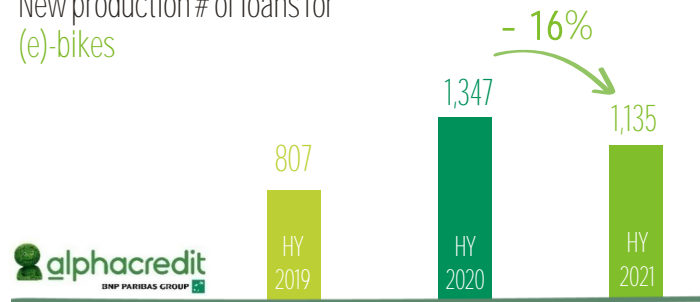
Our bank's environmental footprint

CUSTOMERS INCREASINGLY EMBRACE SUSTAINABLE MOBILITY

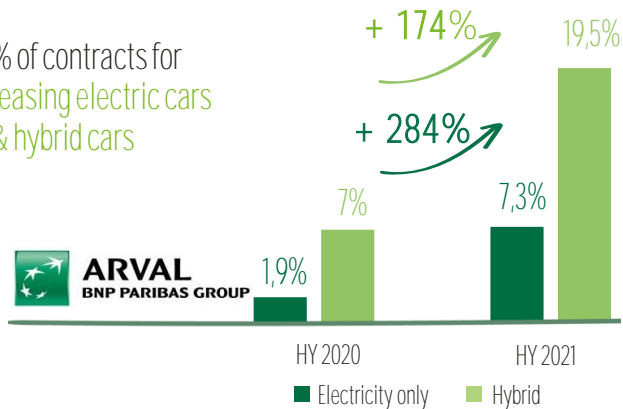
Existing # of contracts for leasing (e)-bikes



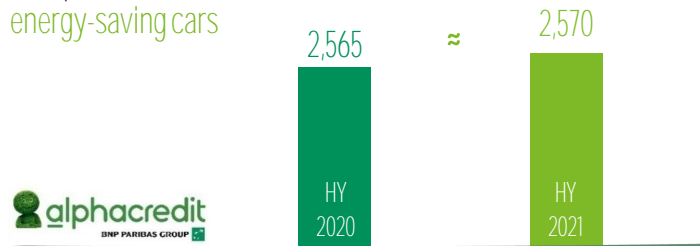
New production # of loans for (e)-bikes



% of contracts for leasing electric cars & hybrid cars



New production # of loans for energy-saving cars





Sustainable investments

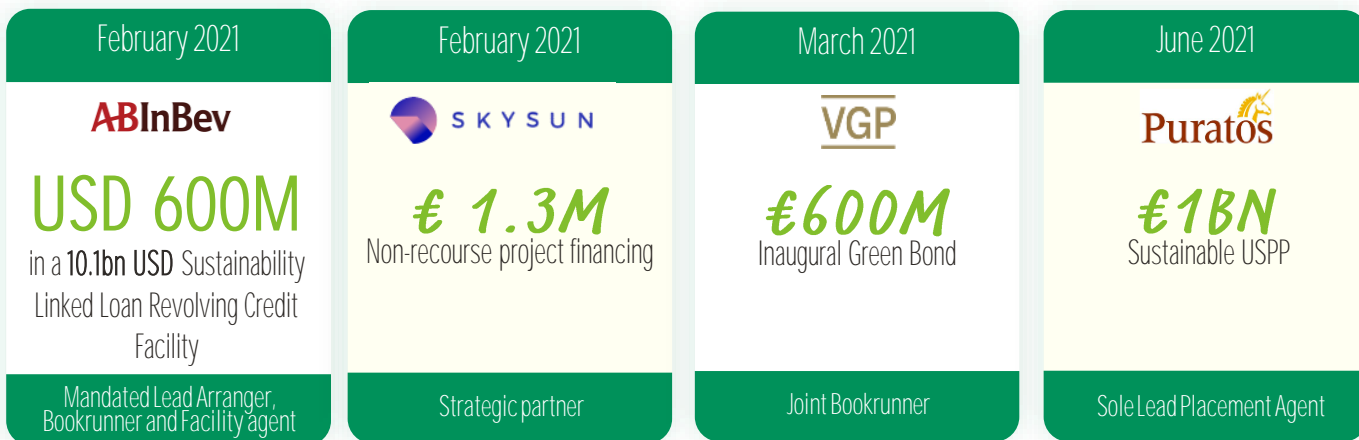
Future-fit housing

Future-fit mobility

> Companies drive change

Our bank's environmental footprint

CORPORATES APPRECIATE SUSTAINABLE FINANCING SOLUTIONS





Sustainable investments

Future-fit housing

Future-fit mobility

Companies drive change

> **Our bank's environmental footprint**

THE MOBILITY POLICY AT BNP PARIBAS FORTIS



100% GREEN ELECTRICITY

Since 2015, we have been using 100% green electricity to all our buildings, including the regional buildings and agencies



95.3G CO²/KM

The average CO² emissions of the bank's fleet. The average emission of company cars in Belgium was 117.85g CO₂/km in first half 2021. The cars ordered in H1 2021 had on average 61g



72%

The percentage of employees coming to work by public transport to work (in the central buildings & branches in Brussels)



> 1 IN 10 EMPLOYEES

More than 1 in 10 employees of BNP Paribas Fortis travel by bicycle to work (11%)



52% ELECTRIC OR HYBRID CARS

Of all cars ordered YTD by staff with Arval 21% were full electric (+564%), 31% were hybrid (+97%)



> 1,000 COMPANY BIKES

At the end of June 2021, more than 1,000 staff were using a **'company bike'** using **'units'** in the cafeteria plan

#POSITIVEBANKING

ROOT SUSTAINABILITY IN OUR DNA

WE ARE BUILDING NEW
PASSIVE HEADQUARTERS





CHAPTER 4

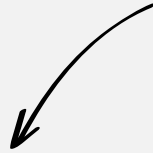
CONCLUSION

MAX JADOT, CEO

#PositiveBanking



Positive Banking acts as a catalyst for a resilient Belgian economy



Continue to provide me with liquidities

- > Stand by the Belgian households & entrepreneurs
- > Support the Belgian economy as much as we can
- > Launch integrated approach for working capital



Accompany me in digital solutions

- > Step up efforts for digital inclusion
- > Enhance digital access to our services and solutions
- > Offer new services banking insurance and beyond in our app & web



Provide me with solutions for a sustainable transition

- > Promote transition in investments, housing, mobility, finance
- > Increasingly take into account climate-related and environmental risks & regulation
- > 100% of our investment offering SRI



QUESTIONS?

ANSWERS

#PositiveBanking



THANK YOU

#PositiveBanking



BNP PARIBAS

FORTIS

The bank for a changing world



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