

2024

AT A GLANCE



BNP PARIBAS

The bank
for a changing
world

2024 AT A GLANCE

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BNP Paribas, a European leader serving a sustainable economy

Since its creation in 2000 through the merger of banks embedded in the European and global economy for over two centuries, the Group has set itself the task of contributing to a sustainable economy. Driven by this ambition, we ensure that our business has a positive impact in our own operations, in the solutions for our customers and in the role we play in society.

We support our customers around the world

We have built a European leader with global reach, able to advise and support its customers around the world. Active in 63 countries and territories, BNP Paribas is the European Union's leading bank⁽¹⁾. In this region, most of our business lines

hold key positions, often as leaders in their markets, such as our cash flow (Cash Management, Trade Finance and Factoring) and capital markets activities, as well as our specialised businesses such as long-term leasing and asset management. Through its retail activity, our Group operates in four markets in the eurozone: France, Italy, Belgium and Luxembourg. It is also rolling out its integrated commercial banking model in a number of other countries, notably Ukraine, Poland, Türkiye, Algeria, Morocco, Kosovo, and in China through its minority stake in Bank of Nanjing. As a leading banking player, BNP Paribas also has a strong presence in the Americas and a fast-growing capacity to intervene in Asia-Pacific.



Our founding values hard-baked into our culture

BNP Paribas can count on the commitment of its nearly 183,000⁽²⁾ employees to support all its customers – individuals, community associations, small businesses, SMEs, large corporates and institutional investors – at every stage of the economic cycle. At the heart of our collective dynamic, the sum of our expertise and the cohesion of our teams feeds our responses to the needs and expectations of our customers. We also rely on the stability of our governance bodies, which guarantee the management of our strategy over the long term, with the objective of controlled development and responsible growth. Our governing bodies act in the joint interest of our Group and our stakeholders. They ensure that every decision is marked by our intangible demand for ethical responsibility.

To meet the key challenges of environmental protection, regional development and social inclusion, we pursue a proactive approach to social and environmental responsibility. This is reflected in our commitment to promoting and rolling out sustainable finance, with a view to building a low-carbon and inclusive economy.

Our distinctive model underpins our performance

Our diversified and integrated model is based on our three operating divisions. Their leading positions and their considerable complementarity drive our overall performance. Corporate & Institutional Banking brings together corporate clients with financing needs and institutional customers looking for investment opportunities. Commercial, Personal Banking & Services encompasses all our commercial & personal banking and a number of specialised businesses. Investment & Protection Services gathers our protection, savings, investment and real estate services.

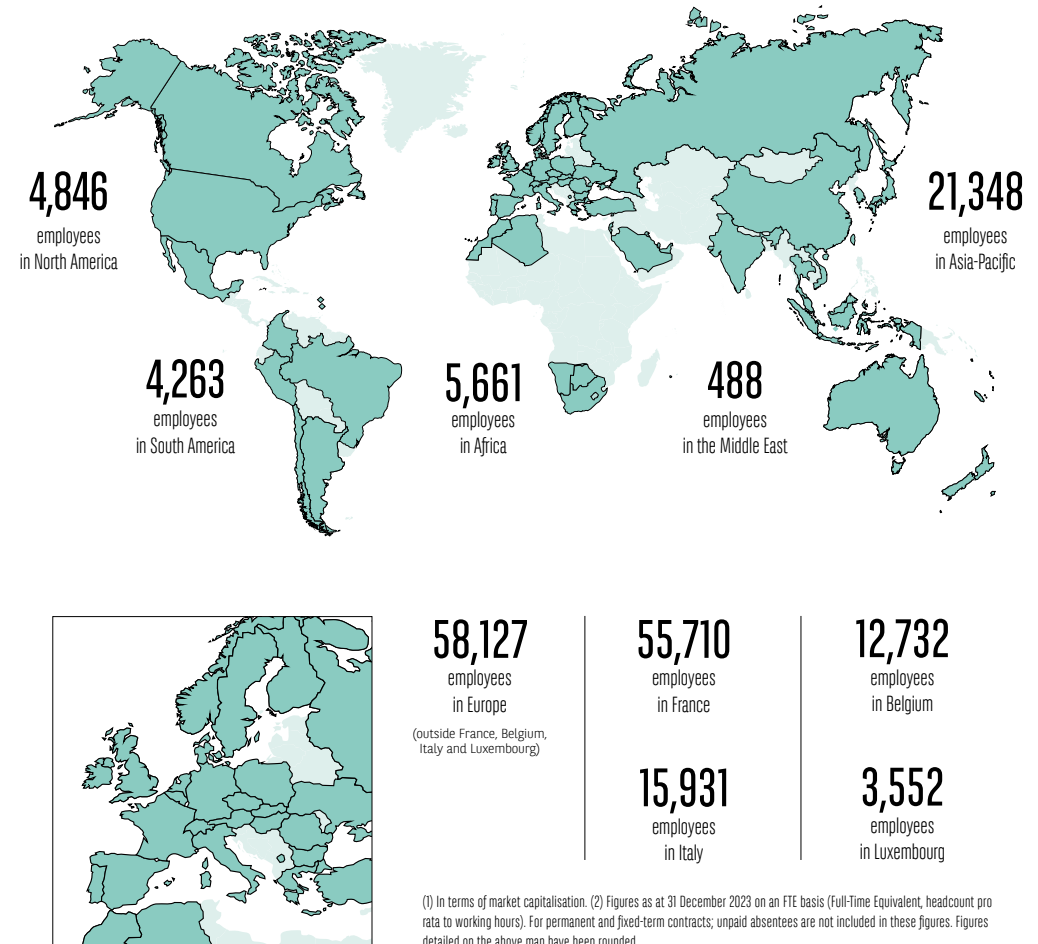
By combining our global footprint with their local presence, our three divisions provide a wide range of products and solutions across all our regions. The synergies among all our business lines and our ability to meet the changing needs and uses of our customers in a coordinated way, give our business model its distinctive, high-performance character. Resilient in all environments and drawing its power of execution from the strong integration of all our areas of expertise, this model gives us a tangible competitive advantage in all our markets and ensures that our customers receive long-term support at every stage of their development. BNP Paribas also stands out for its financial strength, as illustrated by the scale of its balance sheet, its market capitalisation, its Common Equity Tier 1 capital, its revenues and its net income.

182,656

employees⁽²⁾
in 63 countries and territories

Our presence worldwide

As at 31 December 2023



(1) In terms of market capitalisation. (2) Figures as at 31 December 2023 on an FTE basis (Full-Time Equivalent, headcount pro rata to working hours). For permanent and fixed-term contracts, unpaid absentees are not included in these figures. Figures detailed on the above map have been rounded.



We prevent and manage risks

In a changing and demanding environment, we remain ever vigilant in dealing with all the risks BNP Paribas is exposed to.

By anchoring this risk management culture in our practices, we preserve and strengthen the Group's resilience over time.

We continuously optimise our internal control system in order to identify the main risks we are exposed to, while anticipating emerging ones. This rigorous control, which operates at all levels, is based on three lines of defence. The first is carried out by the operational

entities, business lines and functions, and the second is the permanent control managed by the Compliance, LEGAL, RISK, Tax and Finance functions. The third, under the responsibility of the Inspection Générale function, supplements their actions with periodic controls. This control system is reinforced by a strong culture of compliance, widely shared in-house.

The quality of our risk management, which is simultaneously prudent, proactive and forward-looking, is reflected in a low cost of risk, of 32 basis points in 2023, and a cost of risk to gross operating income ratio that is one of the lowest among European banks.

We mobilise the best of technology

As long-term partners of our customers, we are there to help them achieve their projects, whatever the circumstances. We listen to them and provide them with innovative solutions, while ensuring a high level of data and operational security.

To offer customers a smooth, personalised and secure experience, we rely on our powerful business platforms. Largely digitised and at scale, they combine global connectivity and speed of execution.

By focusing on digital technology and agility, we are also supporting the ongoing development of our employees' skills, with a view to nurturing all our talent, while collectively strengthening our operational performance.

Because we are convinced that useful innovation results from collaboration between many players, we are progressively building an ecosystem that includes corporate clients,



institutions, start-ups, networks and community organisations. Applied for over 10 years, our open innovation approach has become one of the driving forces behind the digital transformation of our activities.

Alongside our customers, we move towards a positive and sustainable future

Building on the strength of our solid foundations and positions, the track record of our transformation process and the stability of our management teams, we are continuing on the path of our development trajectory. Its goal is to make BNP Paribas an innovative company, combining the best of people and technology, and a key partner in helping its customers make the transition to a low-carbon economy.

As a major player in the financing of the energy transition, the Group is fully aware of the role it must play, by directing financing flows towards the generation of low-carbon, mainly renewable, energies. We are fully focused on achieving our goal that is to finance a carbon-neutral economy by 2050. By 2030, low-carbon energy will account for 90% of our energy financing. We are thus reasserting our commitment to a sustainable model, combining economic efficiency with a positive impact, while helping our customers embark on a just transition.

A DISTINCTIVE AND POWERFUL MODEL



A customer-centric model

The Group has a long-term approach to customer relationships, relying specifically on strong risk management.



An integrated model

Through collaboration across all its business lines and its global presence, the Group is able to meet a wide range of its customers' needs and support them in their development.



A diversified model

The Group's diversification in terms of customer segments, regions, sectors and businesses ensures great stability.



A model at scale

The Group's development and expansion are bolstered by digitisation and new technologies, enabling powerful execution at marginal costs.

GTS 2025 strategic plan: significant progress

Halfway through its implementation, GTS 2025 is on track to meet its key objectives. Launched in February 2022, our strategic plan aims to consolidate BNP Paribas' European leadership and accelerate the transition of our clients to a low-carbon economy. Through the power of its diversified, integrated and scalable model, the Group made significant progress in 2023 for the benefit of its customers and society.



BNP Paribas continued the roll-out of GTS 2025 with great determination, despite a difficult geopolitical context and an uncertain economic scenario. Thanks to the commitment of our 183,000 employees, who are fully committed to our clients, we are steadily advancing at the set pace. We're making faster-than-expected progress on certain major topics, such as our trajectory to phase out financing for fossil fuels. This is a true source of satisfaction for the Group, especially after we raised our targets at the start of the year.

Three structuring pillars

→ **GROWTH:** pursue profitable growth by building on our positions as a European leader;

→ **TECHNOLOGY:** use technology for the continuous improvement of our clients' and employees' experience and our operational performance;

→ **SUSTAINABILITY:** sharply accelerate and mobilise all our business lines on sustainable finance issues.

Human capital, the foundation of our success

Our employees are the main architects of our roadmap's progress. As they're also a high priority, we're implementing numerous actions to develop their expertise and strengthen their individual and collective performance.

OUR GTS 2025 STRATEGIC PLAN

Strong ambitions

Growth Technology Sustainability

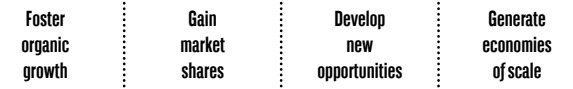
fuelled by a powerful model



built on three strengths



in order to



GROWTH**Building on our European leadership to continue our growth**

With GTS 2025, we continue to grow, driven by our diversified, integrated and scalable model.

Our three operating divisions – Corporate & Institutional Banking (CIB); Commercial, Personal Banking & Services (CPBS); Investment & Protection Services (IPS) – made full contributions to the Group's value creation in 2023 through their performance and the complementary nature of their areas of expertise.

Strong and sustainable development levers

In addition to the performance achieved, the unique positioning of our three divisions helps to strengthen our leading positions in Europe, notably in financing and market activities, the commercial banking business lines, the sustainable mobility sectors, and payment and savings products.

These strengths enable us to steadily gain market share and to move faster and further along the road to growth.

We also continued to redeploy the capital released by the sale of Bank of the West. Nearly €3 billion has already been reinvested, one-third of which in organic growth and two-thirds of which in targeted partnerships and acquisitions, such as the strategic partnership signed with BCC Iccrea in Italy.



"Through the mobilisation and expertise of our teams, who benefit from our technological advances, BNP Paribas continues to grow and gain market share."

Jean-Laurent Bonnafé,
Director and
Chief Executive Officer



"Our drive to industrialise through technology is notably reflected in our widespread adoption of AI and our capacity to make generative AI an additional transformation lever."

Laurent David,
Deputy Chief Operating Officer

TECHNOLOGY**Placing technology at the heart of our efforts to improve our customers' and teams' experience**

With GTS 2025, we're stepping up the industrialisation of our technologies, focusing on both our customers, to whom we provide innovative and secure services that meet their expectations, and our employees, by infusing more autonomy and cross-functionality at the heart of working methods.

Multiple levers for our operational efficiency

As we continuously strive to protect our Group and our clients from cyber risks:

- we use the cloud for nearly half of our IT applications;
- we implement our APIsation⁽¹⁾ approach on a very large scale in order to generalise open banking⁽²⁾. Our 900 APIs generate 700 million transactions per month on the Group's platforms;
- we fully invest in the field of artificial intelligence (AI), with more than 750 use cases under development and over 300 under investigation or experimentation. We regularly amplify this ramp-up and extend it to the fields of generative AI, with all the necessary management and control precautions.

(1) APIsation: systematic use of APIs (application programming interfaces) in an information system, through a library available to all users. (2) Open banking: use of open IT interfaces, which allow software developers and third-party systems to create applications and services around financial institutions.

SUSTAINABILITY**Accelerating the substitution of fossil fuels for low-carbon energies**

As part of GTS 2025, in 2023 we launched a new, strong phase of acceleration in our energy transition financing activities. While BNP Paribas had, for the most part, already shifted its stock of energy financing towards low-carbon energies, with a share of 54% at the end of 2022, we strongly accelerated in early 2023.

A sustained rate of progress

The strong collective mobilisation of our teams alongside our clients already allowed us to reach 65% by the end of 2023. It should further enable us to cross the 80% low-carbon milestone in the Group's stock of energy production financing by 2028. This decisive step has led us to raise our target to 90% by 2030. As a result, fossil-fuel financing will have fallen from 90%⁽³⁾ to below 10% in less than 20 years. Another concrete indicator of our leadership in the transition to a sustainable economy is our ranking as #1 in 2023 for ESG bonds and loans⁽⁴⁾. At the same time, we're pursuing our trajectory of reducing the financing of the highest-emitting energies, in accordance with our commitments.

(3) Figure as at 31 December 2012. (4) Environmental, social and governance. Source: Dealogic 2023, total ESG bonds (sustainable, green, social, sustainability-linked bonds) and ESG loans (green, social, ESG-linked loans/sustainability-linked loans).



"To meet the challenges posed by the acceleration of technology, the environment and the changing relationship with the workplace, we are more than ever a learning company."

Sofia Merlo,
Head of Human Resources



"2023 saw a sharp acceleration in our financing of low-carbon energies to contribute to the necessary transition of our economies and our societies."

Antoine Sire,
Head of Company Engagement

Placing people at the heart of an innovative and inspiring future

In a continuously evolving context, our "People Strategy" strives to create the conditions for individual and collective performance by working, notably, on the challenges relating to recruitment, attractiveness and commitment.

Recruitment: preparing for the future

Faced with the significant challenge of recruiting certain profiles, particularly in data, IT and artificial intelligence, we have initiated a comprehensive internal work-study programme. Our employees can benefit from internal mobility and then receive ongoing training in their new position. The first 30 employees took up their Business Analyst positions while following training to strengthen the skills related to this new position. Building on its success, this initiative will soon be extended to other professions.

Attractiveness: reinforcing our "employer offering"

To meet the new aspirations of our current and future employees, we have made our overall compensation package easier to understand. We also strengthened the scope and quality of our training offering. It relies, notably, on our Digital, Data & Agile Academy and our Sustainability Academy, which are open to all our teams and address technological, societal and environmental challenges.

Commitment: making involvement possible for everyone

We involve our teams in the implementation of our societal commitments, such as social inclusion. By participating in our international volunteer programme – #1MillionHours2Help – they can carry out solidarity actions during their working time. Moreover, we have built HR pathways adapted to the different stages of their life (for the birth of a child or on retirement, for example) in order to continuously improve the employee experience.

Three operating divisions serving our customers

BNP Paribas is structured around three operating divisions: Corporate & Institutional Banking (CIB); Commercial, Personal Banking & Services (CPBS); and Investment & Protection Services (IPS). Centred on the needs of our customers and partners, they represent the three pillars of our diversified and integrated business model. Designed to foster cooperation among all our business lines and to meet the expectations of our stakeholders, these divisions implement a global, shared approach in order to mutually enhance expertise and provide our customers with bespoke, long-term support for all their projects.



Corporate & Institutional Banking

Corporate & Institutional Banking (CIB) acts as a bridge between two types of clients: corporate clients and institutional clients – banks, insurance companies and asset managers. It connects the financing needs of the former with the investment opportunities sought by the latter, by offering them tailor-made solutions in the areas of capital markets, securities services, financing, risk management, cash management and financial advice.

As part of our GTS 2025 strategic plan, CIB is pursuing its aim of becoming the leading European player among the major global investment banks, as well as the preferred partner of its clients in their transition to sustainable development. Working in three major regions – Europe, Middle East, Africa (EMEA); Americas; Asia-Pacific (APAC) – CIB's teams deliver tailor-made solutions to meet their clients' needs through three dedicated business lines.

"The unwavering commitment of our teams is one of the key factors setting us apart. Our priority is to cultivate this unique DNA, which underpins the longevity of our partnerships and our clients' trust. We are always there to help them, wherever they might be in the world, at every stage of their projects, and notably in their transition."



Yann Gérardin,
Chief Operating Officer,
Corporate & Institutional Banking

GLOBAL BANKING

By combining a global platform with local presence, Global Banking provides corporate clients with a comprehensive range of products and services, including financing solutions and securitisation in collaboration with Global Markets, as well as primary activities in the bond and equity markets, advice on mergers and acquisitions, and transaction banking expertise. Global Banking supports its clients in their transition to a low-carbon economy by mobilising a comprehensive range of products and services, and a network of sustainable transition experts.

GLOBAL MARKETS

As a specialist in capital markets investment and financing, Global Markets offers a wide range of investment, hedging, financing, research and market analysis products and services across all asset classes. It is aimed at a wide range of institutional and corporate clients operating internationally. Global Markets contributes to the emergence of a carbon-neutral economy and a more socially responsible world by helping

clients to integrate ESG⁽¹⁾ criteria into their market activities and by developing sustainable solutions.

SECURITIES SERVICES

Ranked among the world's leading players in securities custody, the business line securely stores and manages the assets of banks, fund managers, insurance companies, pension funds and sovereign wealth funds, while ensuring the smooth running of their financial transactions. It helps to increase their global investment opportunities, manage their risks and improve their operational efficiency. With a view to helping institutional investors along their transition path, Securities Services is incorporating new, customisable and flexible ESG⁽¹⁾ criteria, thus enabling more responsible monitoring of their portfolios.

(1) Environmental, social and governance.

Commercial, Personal Banking & Services

By bringing together all our commercial & personal banking and several specialised businesses, Commercial, Personal Banking & Services (CPBS) positions itself as a long-term and trusted companion for our customers. Efficient and agile, the division meets their financial needs and much more, serving their best interests and those of society as a whole.

As part of our GTS 2025 strategic plan, CPBS is working to keep improving the recommendation rate of its customers and employees by simplifying its product and service offering, enhancing it and making it ever more responsible. By relying on an ecosystem of partners, its teams combine the best of digital

“Our commercial & personal banking and specialised businesses are performing very well, making a full contribution to the Group’s sustainable value creation. Thanks to the hard work of our teams, we are innovating day after day to improve our customers’ experience while consolidating our leading positions in Europe.”

Thierry Laborde,
Chief Operating
Officer,
Commercial,
Personal Banking
& Services



technologies and human support to offer customers an innovative and quality relationship.

Our commercial & personal banking

With its four commercial & personal banking entities in the eurozone (France, Belgium, Italy, Luxembourg) and its commercial & personal banking networks outside the eurozone (in Ukraine, Poland, Türkiye, Morocco, Algeria and Kosovo, as well as its minority stake in Bank of Nanjing in China), BNP Paribas offers its customers a wide range of products and services, including financing and savings solutions.

- **Commercial & Personal Banking in France**
Nearly 8 million customers
- **BNP Paribas Fortis in Belgium**
Nearly 3.4 million customers⁽¹⁾
- **BNL in Italy**
Nearly 2.7 million customers
- **BGL BNP Paribas in Luxembourg**
More than 188,000 customers
- **Europe-Mediterranean in Ukraine, Poland, Türkiye, Morocco, Algeria, Kosovo, and through a minority stake in China**
More than 15 million customers

Our specialised businesses

ARVAL

Arval is a major player in the multi-brand vehicle leasing market in Europe and offers a range of mobility solutions: car-sharing, long-term bicycle leasing and bike-sharing. It offers customers (large international groups, SMEs or mid-caps, freelancers and private individuals) flexible solutions to make their journeys smooth and responsible. Arval’s goal is to lease 350,000 full-electric vehicles by 2025, and to provide sustainable mobility solutions at all its entities around the world. To do so, Arval is positioning itself as a key player in the energy transition and in sustainable mobility.

BNP PARIBAS LEASING SOLUTIONS

BNP Paribas Leasing Solutions provides business clients operating in key sectors with leasing and financing solutions for their equipment, through various commercial channels (industrial partners such as manufacturers, distributors and resellers; direct business customers or companies from the commercial & personal banking network). BNP Paribas Leasing Solutions contributes to its customers’ ecological transition by financing low-carbon equipment and providing services to promote and support the circular economy.

BNP PARIBAS PERSONAL FINANCE

BNP Paribas Personal Finance is a major player in consumer credit in Europe. Its commercial brands offer a full range of consumer loans through a variety of distribution channels. BNP Paribas Personal Finance is developing an active partnership strategy with large retailers, car manufacturers and distributors, e-merchants and other financial institutions. In addition, the company is pursuing

its efforts in sustainable finance in four areas: financial inclusion, the energy transition in housing, sustainable mobility, and the circular economy.

BNP PARIBAS PERSONAL INVESTORS

In addition to its traditional online brokerage business, BNP Paribas Personal Investors offers its individual customers a wide range of banking, credit and savings services, as well as short and long-term investment solutions. This business line also provides innovative digital services to independent financial advisers, asset managers and fintechs. BNP Paribas Personal Investors works in Germany, through three brands, including Consorsbank for individual customers, and in India⁽²⁾.

HELLO BANK!

BNP Paribas’ 100% digital offering provides its individual customers with real-time daily banking services, with credit, savings, investment and insurance solutions adapted to their new uses and ways of working. In France, it also provides a range of services and support to entrepreneurs. Hello bank! operates in France, Belgium and Germany.

NICKEL

Nickel, launched in France in 2014, offers a current account available in five minutes from its partners at tobacconists or Nickel Points (over 10,000 in Europe at the end of 2023). Its customers can pay, and be paid, via a simple and inclusive offer, based on four values: universality, simplicity, usefulness and kindness. On the strength of its digital model and a local distribution network in France, Spain, Belgium and Portugal, Nickel maintained a sustained

rate of customer acquisition throughout the year and launched its business in Germany in September 2023.

FLOA

FLOA, already the leading provider of payment facilities in France, is also present in Spain, Belgium, Italy and Portugal. Pioneer in this field, FLOA offers consumers fractional payments, mini-loans and bank cards. The company is a partner of major e-retailers, key players in travel and fintechs, for which it develops tailor-made services.

Cash Management (#1 in Europe for large corporates), **Trade Finance** (#1 in Europe) and **Factoring** (#1 in Europe), operating in synergy with the Global Banking business line of the Corporate & Institutional Banking division, complete the offering provided to commercial & personal banking corporate clients, based on the **One Bank for Corporates** approach.

For its part, the **Wealth Management** activity is developing its private banking model in commercial & personal banking.

(1) Excluding the 600,000 active customers of bpost bank and Fintro customers. (2) On 13 December 2023, the Group finalised the sale of 100% of its Indian business to Mirae. Closing is subject to obtaining all the necessary regulatory authorisations.

Investment & Protection Services

"In a market context that is normalising but remains affected by the real estate crisis, IPS' diversified model once again demonstrated its agility and resilience. We also continued our digital transformation and stepped up our support for the sustainable economy, which enables us to better meet our clients' expectations."



Renaud Dumora,
Deputy Chief
Operating Officer,
Investment
& Protection
Services

Our Investment & Protection Services (IPS) division brings together our activities dedicated to protection, savings, investment and real estate services. The division designs and rolls out innovative and responsible products to support individuals, professionals, corporate clients and institutional investors in their projects and their transition to a sustainable economy.

As part of our GTS 2025 strategic plan, IPS aims to become a European benchmark in responsible protection, savings and investment. To this end, the division is enhancing its range of services and solutions, expanding its distribution network, and consolidating its leadership in social and environmental responsibility. It also strives to continue the digitisation of its business lines to make them ever more agile, efficient and at the cutting edge of technology.



Leading wealth and asset management business lines

BNP PARIBAS CARDIF

BNP Paribas Cardif is a global leader in bancassurance partnerships. In collaboration with over 500 distribution partners, it designs, develops and markets savings and protection products to insure people and their property. It helps its policyholders to carry out their projects while protecting them against the vagaries of life. As a player committed to its partners, their customers and society, BNP Paribas Cardif's mission is to make insurance more accessible. As an investor, it contributes to giving meaning to the investments of its policyholders and has set itself a target of allocating an average of €1 billion per year by 2025 to positive impact investments.

The insurer has joined the Net-Zero Asset Owner Alliance and has committed to aligning its portfolios with a carbon neutrality trajectory by 2050.

BNP PARIBAS WEALTH MANAGEMENT

BNP Paribas Wealth Management supports its client base of entrepreneurs, family offices and high-net-worth individuals in their wealth management and financing projects. In Europe, it is developing with the backing of BNP Paribas' commercial & personal banking. In all regions, notably in Asia, it also relies on the Corporate & Institutional Banking business lines to meet the most sophisticated needs of its Entrepreneur clients. As part of its ongoing drive for innovation, BNP Paribas Wealth Management continues to enhance its range of digital solutions to provide a customised client experience. It also ensures that it creates the right ecosystems to help clients reach their goals on sustainability.

BNP PARIBAS ASSET MANAGEMENT

BNP Paribas Asset Management provides investment solutions integrating a sustainability approach to individual savers, corporate clients and institutional investors. It offers a range of specific expertise: high-conviction active strategies, liquidity solutions, emerging markets, multi-asset investments, systematic, quantitative & index, and private assets. In 2023, BNP Paribas Asset Management completed the acquisition of a majority stake in leading Danish natural resources specialist International Woodland Company, thus completing its natural capital offering.

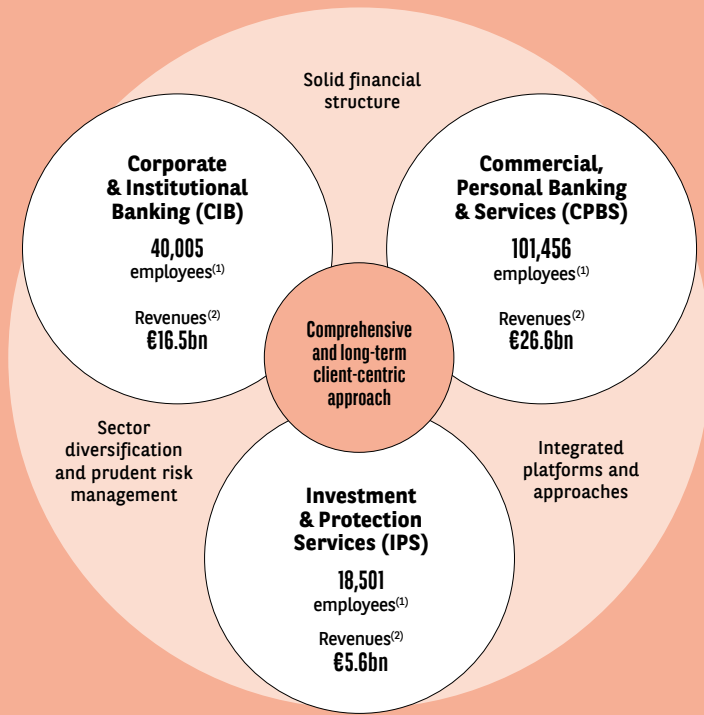
It also integrated the private asset management expertise of the IPS division into a dedicated business unit, Private Assets.

BNP PARIBAS REAL ESTATE

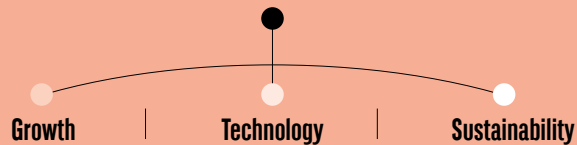
BNP Paribas Real Estate provides support for its clients – investors, institutions, owners, corporate clients, local authorities, individuals, etc. – at all stages of the real estate asset life cycle: property development, transactions, consulting, valuation, investment management and property management. It operates in all asset classes, from offices to housing, including industrial premises, logistics, hotels and retail spaces. Committed to a sustainable and long-term approach, BNP Paribas Real Estate is recognised as a leading player in terms of social and environmental responsibility.

A diversified and integrated model to create value

► OUR DIVERSIFIED AND INTEGRATED MODEL



OUR GTS 2025 STRATEGIC PLAN



(1) Figures at end of 2023. The number of employees is reported in Full-Time Equivalents (headcount in proportion to their working time) on permanent or temporary contracts, excluding employees on unpaid leave. (2) For CPBS, revenues include 100% of Private Banking in commercial & personal banking (excluding PEL/CCL effects).

Thanks to the solidity of our Group and the strength of our diversified and integrated model, we support our customers and society in general by drawing on our teams, our resources and our expertise. Our commitment to them extends over the long term and in all phases of the economic cycle. By leveraging our leading business platforms and our unique position as a European leader, we create value and support the development of a sustainable economy.

► OUR SOLUTIONS

► OUR VALUE CREATION

- Everyday banking
-
- Payments
-
- Advisory
-
- Financing
-
- Investments
-
- Savings
-
- Protection

For all our stakeholders: customers, shareholders and investors, employees, partners and suppliers, local authorities and civil society.

Promoting useful innovation for our customers

(individuals, entrepreneurs, SMEs and mid-caps, large companies, institutional clients, community organisations)

Encouraging sustainable growth for the economy

Developing our contribution to society

Our financial indicators

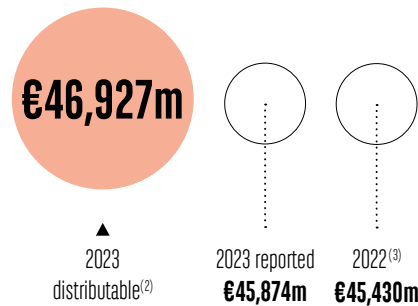
Thanks to its financial solidity combined with the power of its diversified and integrated model, BNP Paribas achieved a very good performance in 2023, confirming the relevance of its GTS 2025 strategic plan. The ability to support our customers and the economy globally by mobilising our teams, resources and expertise continues to underpin the strong growth in business and results.

All three of our operating divisions contributed to the increase in our revenues, up by 3.3% compared to 2022. We also recorded a strong 10.2% increase in distributable income compared to results reported in 2022⁽³⁾. The strength of our balance sheet is reflected in our CET1 ratio of 13.2%. We apply a payout ratio of 60%, with net earnings per share of €9.21 and a net dividend per share of €4.60. These last two indicators were up on 2022.

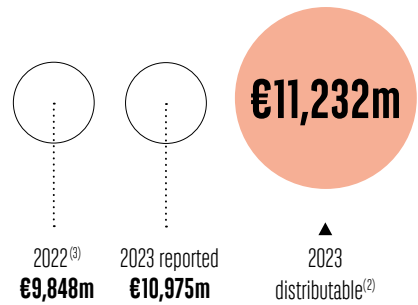


For more information on all of our financial indicators, see the 2023 Universal Registration Document, on invest.bnpparibas

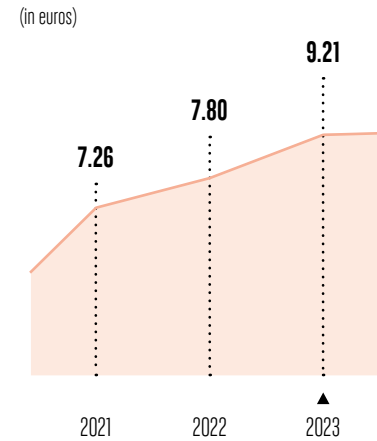
Group revenues



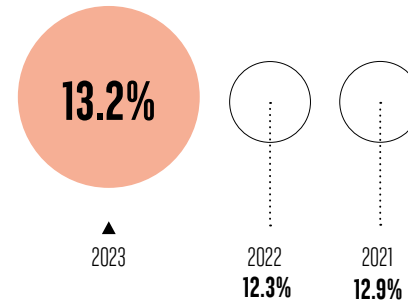
Net income, Group share



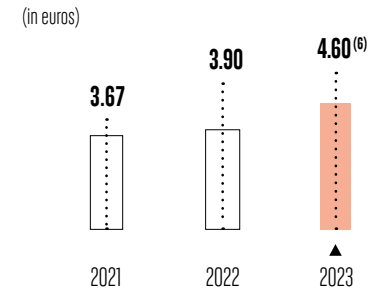
Net earnings per share⁽⁴⁾



Common Equity Tier 1⁽⁵⁾ (CET1) ratio



Net dividend per share



Short-term / long-term ratings

Standard & Poor's Stable outlook 24 April 2023	A-1 / A+
Fitch Stable outlook 3 July 2023	F1+ / AA-
Moody's Stable outlook 15 February 2024	P-1 / Aa3
DBRS Stable outlook 21 June 2023	R-1 (Middle) / AA (Low)

(1) €10,196m, inc. Bank of the West. (2) Based on the distributable income used as the basis for the calculation of the 2023 distribution and reflecting the Group's intrinsic performance after the impact of the disposal of Bank of the West and after the contribution to the creation of the Single Resolution Fund (SRF) excluding extraordinary items - Changes calculated on this basis. (3) Including IFRS 17 and 9 impacts. (4) Earnings per share for 2023, calculated on the basis of 2023 distributable income and the number of shares outstanding at the end of the period (€8.79 based on the average number of shares). (5) Common Equity Tier 1 (CET1), fully loaded Basel 3. Solvency ratio. Capital Requirements Directive (CRD 5), including IFRS 9 transitional arrangements. (6) Subject to the approval of the Annual General Meeting of 14 May 2024 (for the dividend) and not taking the €1.055bn share buyback programme, launched on 4 March 2024, into account.

Our extra-financial indicators

BNP Paribas set up a CSR dashboard with 10 indicators to help guide its strategy in this area. This CSR dashboard is monitored on an annual basis by the Group's Executive Committee and Board of Directors. In 2023, BNP Paribas was generally well positioned to achieve the 2025 targets set in its GTS 2025 strategic plan.

In addition, in 2023, BNP Paribas once again set itself apart with a remarkable performance in the assessments conducted by the main extra-financial rating agencies. These results reflect the Group's commitments in terms of CSR and responsible practices as well as its strict application of environmental, social and governance criteria in its activities.



For more information on all of our extra-financial indicators, see the 2023 Universal Registration Document, on invest.bnpparibas

CSR policy management dashboard⁽¹⁾

	2023	2025 objectives
Our economic responsibility		
Amount of sustainable loans	€117bn	€150bn
Amount of sustainable bonds	€67bn	€200bn
Amount of assets under management of open-ended funds, distributed in Europe and classified article 8 or 9 according to the SFDR	€254bn	€300bn
Our social responsibility		
Percentage of women in the SMP (Senior Management Position) population	37.1%	40%
Number of solidarity hours performed by employees over 2 rolling years (#1MillionHours2Help)	1,268,515 (in 2022 and 2023)	1 million (over 2 rolling years)
Percentage of employees who completed at least four training courses during the year	98.2%	90%
Our civic responsibility		
Number of beneficiaries of products and services supporting financial inclusion	3.9 million	6 million
Our environmental responsibility		
Amount of support enabling our clients to transition to a low-carbon economy	€104bn	€200bn
Amount of financing to companies contributing to protect terrestrial and marine biodiversity	€4.3bn	€4bn
Greenhouse gas emissions in tonnes of CO ₂ equivalent (CO ₂ e) per Full-Time Equivalent (FTE)	1.56t CO ₂ e/FTE	1.85t CO ₂ e/FTE

Extra-financial ratings and distinctions

Extra-financial ratings

- In 2023, BNP Paribas was awarded a score of **4.4/5** by **FTSE Russell**. This rating places BNP Paribas among the **11% of the best companies in the banking sector**.
- In 2023, BNP Paribas was awarded a score of **73/100** in the **S&P Global Corporate Sustainability Assessment**, placing the Group in the 4% of the best-ranked players in the banking sector.
- Moody's ESG Solutions** awarded the Group a score of **70/100** in 2023, which again places it above the sector average, and **#2 in the "Diversified Banks" category**.

Inclusion in sustainability indexes

- BNP Paribas is listed in the **DISI World and Europe indices⁽²⁾**, as well as in the **Euronext-Vigeo Eiris World 120, Europe 120, Euro 120 and France 20** indices and in the **FTSE4Good Global Index Series**.

Other CSR distinctions

- For the **3rd consecutive year**, BNP Paribas was named **"World's Best Bank for Sustainable Finance"** at **EuroMoney's⁽³⁾ Awards for Excellence 2023**.
- BNP Paribas is the **only French bank** in the 2024 ranking of the **"100 most sustainable companies in the world"** published by the Canadian magazine **Corporate Knights⁽⁴⁾**, where it features for the **10th consecutive year**.
- BNP Paribas is the **top French bank in Equileap's international gender-equality ranking**.
- BNP Paribas was recognised for its commitment to combatting deforestation by the **NGO Global Canopy**, which placed the Group among the leaders of the 150 financial institutions assessed in its **Forest500** ranking for 2023⁽⁵⁾.

(1) The definitions of the indicators are available on page 639 of the 2023 Universal Registration Document.
 (2) Dow Jones Sustainability Index. (3) <https://www.euromoney.com/article/2bwybaylueyxw43kt143k/awards-for-excellence/euromoney-names-the-worlds-best-banks-in-its-awards-for-excellence-2023>
 (4) <https://www.corporateknights.com/rankings/global-100-rankings/2024-global-100-rankings/the-20th-annual-global-100>. Corporate Knights is a leading Canadian trade magazine, as well as an independent investment research and advisory firm. (5) https://forest500.org/sites/default/files/forest_500-2023_annual_report.pdf

Our philanthropy and sponsorship commitments

Global-scale philanthropy

In all countries in which we operate, the Group manages its philanthropic initiatives around three fields of action: solidarity, environment and culture. Through its philanthropic activities and its various foundations, BNP Paribas promotes equal opportunities, fights job insecurity among young people and women, and helps integrate refugees in Europe. Through the BNP Paribas Foundation in France, it also supports scientific research on interactions

between climate and biodiversity. Finally, it supports artistic creation and access to culture for the widest possible audience.

12 FOUNDATIONS AND ENDOWMENT FUNDS SERVING GENERAL INTEREST

As a major player in corporate philanthropy for 40 years, the BNP Paribas Foundation in France has supported 2 million people through more than 4,200 projects. By giving power to those who act, it facilitates and coordinates the development of the Group's philanthropy efforts wherever the Bank operates, in particular through the Rescue & Recover Fund and the BNP Paribas foundations in France and abroad: BNP Paribas Stiftung (Germany), BNP Paribas India Foundation (India), BNP Paribas Foundation (Switzerland), BNP Paribas Fortis Foundation (Belgium), Fondazione BNL (Italy), Cetelem Foundation (France), Alphonse Weicker Foundation (Luxembourg), BMCI Foundation (Morocco), Fundacja BNP Paribas (Poland) and BNP Paribas Nordic Foundation (Sweden). The Rescue & Recover Fund helps provide a rapid response to humanitarian or environmental disasters worldwide. The fund collects donations from BNP Paribas employees, customers of Commercial & Personal Banking in France, and the Group's retired employees.

An unprecedented mobilisation in 2023

€111.6bn

2023 BNP Paribas' Philanthropy budget (18.3% vs 2022), including €35 million in exceptional support (€15 million in response to the earthquakes in Türkiye/Syria and Morocco, and €20 million from the Group's share buyback programme), and more than €20 million dedicated to skills sponsorship in France.



commitment and performance of this sport, we are working to make tennis more accessible and inclusive. As enthusiasts, we aim to continue to develop and share tomorrow's tennis with the greatest number of people, by:

- supporting the new generation of players and future champions;
- enabling fans to experience their passion more intensely, thanks to the "We Are Tennis" community;
- offering new experiences to spectators, through innovative and entertaining formats.

CINEMA

For more than 100 years, BNP Paribas has been a committed player and passionate partner in French and international cinema. By being present alongside cinema professionals and the general public, the Group supports the seventh art in all its forms, via:

- financing cinematographic and audiovisual productions: one film out of two produced in France is financed by BNP Paribas;
- partnerships with more than 40 film festivals worldwide;
- "We Love Cinema", its platform dedicated to cinema enthusiasts, inviting more than 70,000 fans each year to experience the emotions of cinema in theatres;
- supporting the next generation of filmmakers and promoting movie projects linked to our areas of commitment, such as diversity, inclusion and youth.

BNP Paribas matches their donations to back the actions of its four partner NGOs: Doctors without Borders (MSF - Médecins Sans Frontières), CARE, the French Red Cross and IFAW.

Partnerships over time

Through its sponsorship activities, BNP Paribas remains faithful to the historical partnerships that link it to the world of tennis and cinema.

TENNIS

For more than 50 years, BNP Paribas has been driven by one conviction: tennis has the capacity to mobilise and have an impact beyond the courts. The Group is now a major global partner in tennis, through a unique and historic commitment that has lasted since 1973 and applies to all levels of its practice worldwide. Because we share the values of fair play,

For more information

See the 2023
Integrated Report



Discover
the BNP Paribas group



Follow us
on our social
networks



Our eco-design approach

We have applied the principles of eco-design to our 2024 At a Glance brochure. Throughout the development of this document, from its conception to its production, we have been guided by the important objective of reducing its environmental footprint. This proactive approach has led to a demand for concrete results. For example, to reduce the inking rate, we favoured wireframe typography and soft colours, while limiting the use of photographs. To reduce our paper consumption, we adjusted printing volumes as closely as possible to our needs, amplifying the trajectory initiated in 2019, and achieving an overall 65% reduction in printing. We also selected our raw materials to meet the highest environmental standards and worked with local service providers to reduce transport-related CO₂ emissions.

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BNP PARIBAS

The bank
for a changing
world