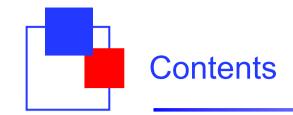


#### **GROUPE BANQUE POPULAIRE**



Banque et populaire à la fois.



**Banque Populaire Group** 

**Banque Populaire Banks** 

**Natexis Banques Populaires** 

Conclusion

### Appendix

Banque Populaire Group's consolidated financial statements to June 30, 2006 and June 30, 2005 are presented in accordance with IFRS and are therefore fully comparable in terms of the accounting standards applied.

"Banques Populaires" as the basis of consolidation consists of: 19 Banque Populaire regional banks, Casden Banque Populaire, Crédit Coopératif, Crédit Maritime Mutuel, BICEC and MA Banque



### **Banque Populaire Group**

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### Group Banque Populaire Group in the first half of 2006 (1/5)

#### First-half highlights:

- Record commercial and financial performance by both the Banque Populaire banks and Natexis Banques Populaires
  - → Net banking income : up 16% to €4,720m
  - → Gross operating income : up 29% to €1,873m

- like-for-like
- → Net income attributable to equity holders of the parent: up 36% to €1,032m
- Major strategic initiative: Natlxis with Caisse d'Epargne Group



### Group Banque Populaire Group in the first half of 2006 (2/5)

- Banque Populaire Banks:
  - Strong revenue and earnings growth
    - → Net banking income: up 8.6% to €2,818m
    - → Net income attributable to equity holders of the parent<sup>\*</sup>: up 23.4% to €587m
  - Very good commercial performance
    - Very high-quality franchise (upper socio-economic personal customers, professionals and SMEs)
    - Steady growth based on
      - ⇒ an ambitious long-term new branch opening strategy
      - ⇒ high customer take-up levels
    - Collective effectiveness enhanced by implementation of the new Strategic Plan and the development of new segmentation tools



### Group Banque Populaire Group in the first half of 2006 (3/5)

Banque Populaire Banks (cont):

- > The cost/income ratio improved very sharply again to 62.2% (-2.8 points)
  - → with no decrease in spending on development
  - with good control of information system costs, the first return on major investment to establish a single IT platform (i-BP)
- Good results enhanced cyclically by low credit provisions and the impact of new accounting standards (NBI before provisions for homebuyers' savings shemes: up 5.8%)



### Group Banque Populaire Group in the first half of 2006 (4/5)

Natexis Banques Populaires:

Growth accelerated while profitability improved still further:

- → Net banking income: up 29% to €1,928M
- → Net income attributable to equity holders of the parent: up 56% to €539m while credit provisions remained low
- Strong sales momentum in all businesses with noteworthy performances by the Corporate and Institutional Banking and Capital Markets core business (NBI: up 43%)
- The cost/income ratio improved very substantially (-5.1 points) to 58.6%, with significant continuing investment in people and systems



### Group Banque Populaire Group in the first half of 2006 (5/5)

Natexis Banques Populaires (cont):

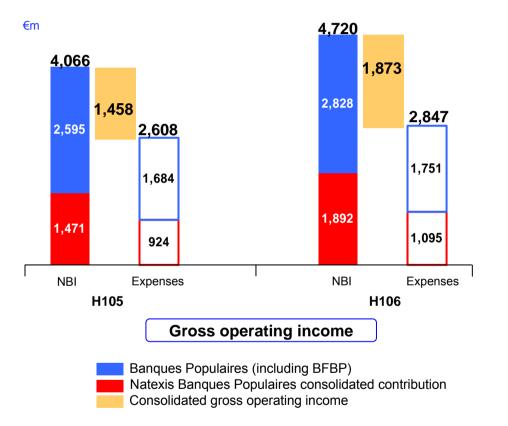
> Performance was ahead of the business plan thanks to:

- Better exploitation of the broad corporate and institutional client base
  - Development of cross-selling
  - ⇒ Enhancement of the product offering
- → Renewed strong growth in high value-added businesses
- → Increased international expansion of all the Bank's businesses
- Very good results recognized by the market (share price, rating agencies)



#### Further improvement in operating efficiency

- Steady rise of net banking income, driven entirely by organic growth
- Costs were kept under control at the same time as major investment was made in growth
- Expenses grew significantly more slowly than revenue





Δ

H105 H106

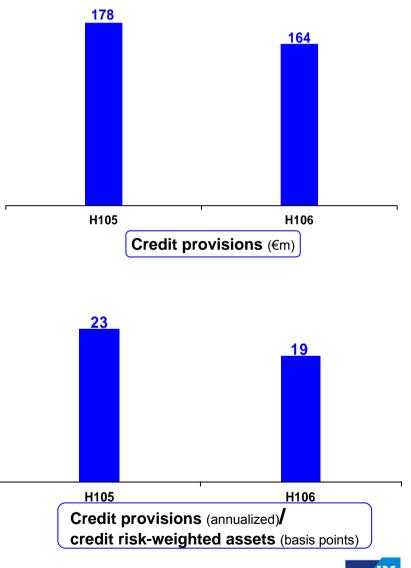
64.2% 60.3% -3.8 pts

**Cost/income ratio** 

Group

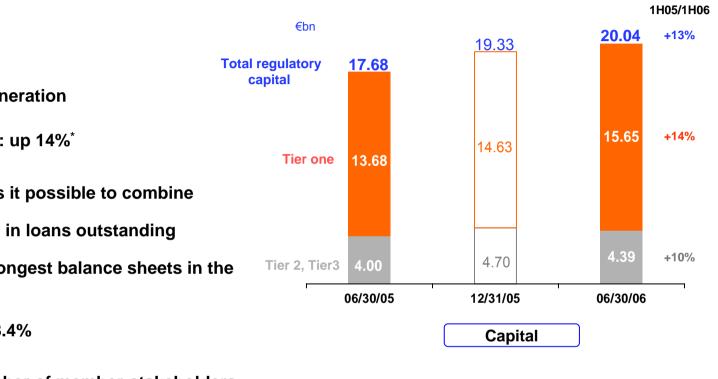
#### Group Impairment charges and other credit provisions

- **The credit risk environment is still very favourable**
- Annualized cost of risk: 19 bp credit risk-weighted assets vs average of 37 bp from 2003 to 2005
- Particularly spectacular decline among corporate clients
- Coverage ratio maintained at high level (80.6%)





#### The balance sheet is still very strong Group



|                              | Tier 1 ratio |
|------------------------------|--------------|
| Banque Populaire Group       | 8.4%         |
| Crédit Agricole Group (Q106) | 8.0%         |
| BNP Paribas                  | 7.6%         |
| Société Générale             | 7.3%         |



Steady Tier 1 capital generation

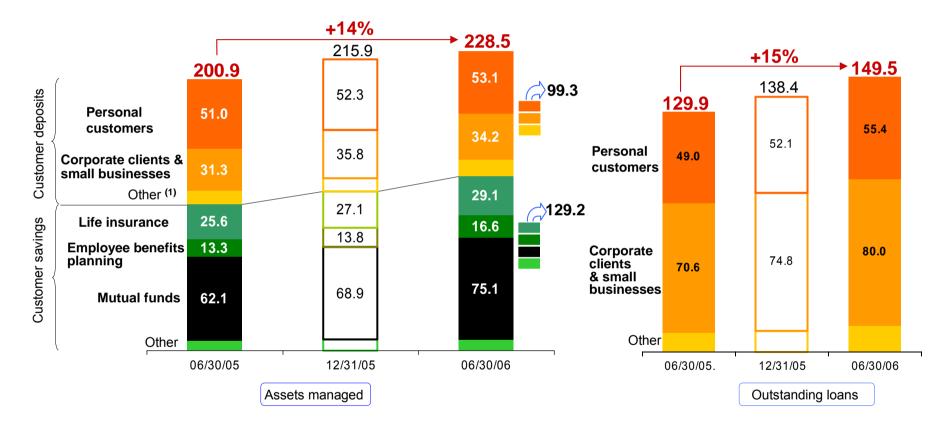
➡ Tier 1 capital: up 14%<sup>\*</sup>

- Growth in capital makes it possible to combine
  - substantial growth in loans outstanding
  - > with one of the strongest balance sheets in the market
    - **♦** Tier 1 ratio: 8.4%
- Further increase in number of member-stakeholders

♦ up 8%<sup>\*</sup> to 3.1 million member-stakeholders

#### Group Balanced deposit and loan growth

€bn





(1) Client certificates of deposit and debt instruments

### Consolidated income statement

Group

| €m                                                                 | H106    | H105    | H106/H105 |
|--------------------------------------------------------------------|---------|---------|-----------|
| Net banking income                                                 | 4,720   | 4,066   | +16%      |
| <ul> <li>Operating expenses</li> </ul>                             | (2,847) | (2,608) |           |
| Gross operating income                                             | 1,873   | 1,458   | +28%      |
| <ul> <li>Impairment charges and other credit provisions</li> </ul> | (164)   | (178)   |           |
| Operating income                                                   | 1,709   | 1,280   | +34%      |
| <ul> <li>Share of income of associates</li> </ul>                  | 11      | 5       |           |
| <ul> <li>Gains or losses on other assets</li> </ul>                | 11      | 7       |           |
| <ul> <li>Change in value of goodwill</li> </ul>                    | -       | -       |           |
| Income taxes                                                       | (568)   | (443)   |           |
| Net income before minority interests                               | 1,163   | 849     | +37%      |
| Minority interests                                                 | (131)   | (92)    |           |
| Net income att. to equity holders of the parent                    | 1,032   | 757     | +36%      |
|                                                                    |         |         |           |
| Annualized ROE                                                     | 15.9%   | 13.5%   | +2.4 pts  |



Banque Populaire Group

### **Banque Populaire Banks**

Natexis Banques Populaires

Conclusion

Appendix

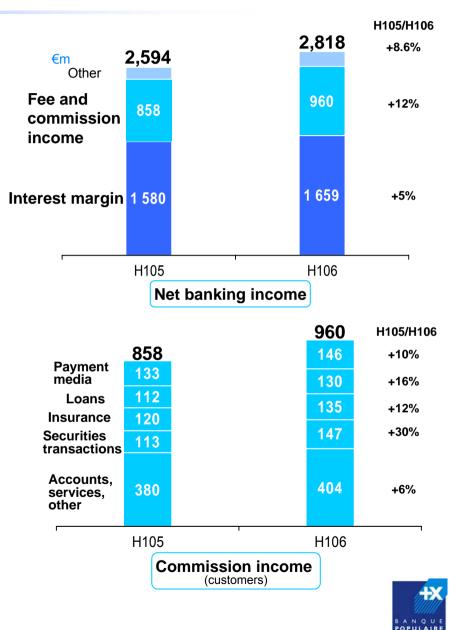


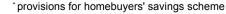
| €m                                                                 | H106    | H105    | H106/H105 |
|--------------------------------------------------------------------|---------|---------|-----------|
| Net banking income                                                 | 2,818   | 2,594   | +8.6%     |
| <ul> <li>Operating expenses</li> </ul>                             | (1,753) | (1,686) |           |
| Gross operating income                                             | 1,065   | 909     | +17.2%    |
| <ul> <li>Impairment charges and other credit provisions</li> </ul> | (166)   | (168)   |           |
| Operating income                                                   | 899     | 740     | +21.4%    |
| <ul> <li>Share of income of associates</li> </ul>                  | 6       | 1       |           |
| <ul> <li>Gains or losses on other assets</li> </ul>                | 2       | 9       |           |
| <ul> <li>Change in value of goodwill</li> </ul>                    | -       | -       |           |
| Income taxes                                                       | (317)   | (262)   |           |
| Net income before minority interests                               | 590     | 489     | +20.7%    |
| Minority interests                                                 | (3)     | (13)    |           |
| Net income att. to equity holders of the parent                    | 587     | 476     | +23.4%    |



#### Banques Populaires Composition of net banking income

- Fee and commission income increased sharply (up 12%), with particularly strong growth in commissions on securities transactions (up 30%)
- Determined strategy to enhance customer take-up
  - **5** 7.6 contracts per customer
  - Intensification of sales activity in customer savings
- Lower contribution from interest margin against a background of interest rate rises and very strong competitive pressure on loans
- Increased volatility in movements due to IFRS (NBI before PEL/CEL provisions\*: up 5.8%)





Even closer to customers

> 63 branches opened during the first half (net: 49)

♦ 2,856 branches at June 30, 2006

Business center expansion: up 18

**4** 150 business centers

> More than 1,000 customer-service employees recruited (6 months)

> 2/3 of employees allocated to network

Closeness enhanced by development of remote channels

> 174 new automatic teller machines

**4,144 ATMs at June 30, 2006** 

> 10 million incoming calls to call centers

>Internet connections up 40%, subscribers up 50%

**55** million internet connections

















#### Banques Populaires Personal customers: successes and initiatives

- **220,000** new clients, of which 39% with 'young' customers
  - **5 6,240,000 personal Banques Populaires customers**
  - Still strong position in upper socio-economic segment
- Pick-up in life insurance growth
  - > Life insurance: significantly better performance than the market
    - Sross new money in unit-linked: up 103% (market: up 75%)
    - Soutstandings: up 13% (market: up 11%) success of Fructi-Pulse and Fructi-Néo policies
  - > Personal risk insurance: good start for 'Autonomis' dependency product
  - Property and casualty insurance: 558,000 (up 12%)
- Increase in new money from customer deposits despite change in homebuyers' savings schemes regulations: #3bn in outstandings (up 4%)
- New loans increased to €7.6bn (up 19%), driven by home loans
  - Soutstanding home loans: €47.1 bn (up 15%)
  - Soutstanding consumer loans: €8.1 bn (up 4%)
- Partnership agreement signed with Mutuelle des Etudiants for loans without parental guarantee
- Sales innovation
  - Starte Football Banque Populaire': first affinity card in French market



#### Banques Populaires Small businesses: enhanced leadership position

- No. 2 in French market
  - b 1 craftsman in 3
  - 🌭 1 tradesman in 4

**Banques Populaires customers** 

- 2,300 dedicated advisers
- Business start-ups: number one ranking confirmed with 30% market share
- Development of 'twin relationships'
- Steady new lending growth: up 6%
- 34 Socama mutual guarantee companies supporting investment
  - → Increase in new business: up 20% (by value)
- Success of Socama loans confirmed in partnership with FEI
  - 'Express Socama' loan: new business up 28%
  - Stransmission Socama' loan: successful launch with more than €72m in new business
- Expansion of electronic banking
  - ♦ 280,000 cards for small businesses
    - **12 million transactions**

♦ 187,000 small retailer contracts

267 million items processed



#### Banques Populaires Corporate clients: a key player

- 1 out of every 2 SMEs has a relationship with the Group
- Leading principal banker to SMEs
- Closer to customers through opening of new business centers
- Enhanced relationships with SMEs through 4 priorities:
  - → Being the leading receivables management bank
    - Accelerated growth in factoring contracts: new contracts up 38%
  - → Capturing transactions, particularly specialised transactions
    - Sestructuring of cash management products with creation of 'Actiflow' product
  - Expanding internationally
    - Increase in international development advice business with Natexis Pramex International: revenues up 8% with more than 200 new contracts signed during first half
  - Expanding employee benefits planning
    - Solid strengths with number 1 position in employee savings and leading role in marketing of CESU benefits



#### Banques Populaires Impetus of strategic plan

Sales performance in line with four major thrusts of the strategic plan

- Pursue strategy of winning new business, particularly in personal customers market (branch opening, customer segmentation, multi-channel operations)
- Enhance customer loyalty and take-up (customer savings and bancassurance)
- Improve collective efficiency, particularly thanks to technological potential of shared information systems platform
- Enhance new business portfolio



**Banque Populaire Group** 

**Banque Populaire Banks** 

### **Natexis Banques Populaires**

Conclusion

Appendix



#### **NBP** Income statement

| €m                                                                 | H106    | H105  | H106/H105 |
|--------------------------------------------------------------------|---------|-------|-----------|
| Net banking income                                                 | 1,928   | 1,491 | +29%      |
| <ul> <li>Operating expenses</li> </ul>                             | (1,131) | (950) |           |
| Gross operating income                                             | 797     | 541   | +47%      |
| <ul> <li>Impairment charges and other credit provisions</li> </ul> | 2       | (10)  |           |
| Operating income                                                   | 799     | 531   | +51%      |
| <ul> <li>Share of income of associates</li> </ul>                  | 5       | 7     |           |
| <ul> <li>Gains or losses on other assets</li> </ul>                | 8       | (3)   |           |
| <ul> <li>Change in value of goodwill</li> </ul>                    | -       | -     |           |
| Income taxes                                                       | (239)   | (174) |           |
| Net income                                                         | 574     | 361   | +59%      |
| Minority interests                                                 | (35)    | (15)  |           |
| Net income att. to equity holders of the parent                    | 539     | 346   | +56%      |
| Annualized ROE                                                     | 20.9%   | 15.8% | +5.1 pts  |

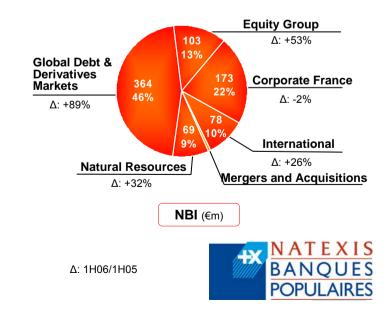


#### **Corporate and Institutional Banking and Markets**

- Strong momentum in all business sectors
  - Continuing expansion of cross-selling
  - High value-added businesses strengthened
- Sharp acceleration of growth in
  - all structured finance and capital markets activities (fixed income and foreign exchange desks)
  - equity brokerage (particularly in the USA) and primary markets in Europe
  - commodities financing thanks to increase in revenue from Energy & Metals businesses
  - international business with growth in NBI from financial institutions and corporate finance
- Very good results
  - Strong revenue growth
  - Sharp improvement in cost/income ratio to 54.4% (-6.4 points), one of the best in investment banking
  - Very substantial growth in profitability



| €m                         | H106  | H105  | $\triangle$ |
|----------------------------|-------|-------|-------------|
| Net banking income         | 798   | 558   | +43%        |
| Operating expenses         | (434) | (339) |             |
| Gross operating income     | 363   | 218   | +66%        |
| Credit provisions          | 11    | (4)   |             |
| Income before income taxes | 374   | 210   | +79%        |



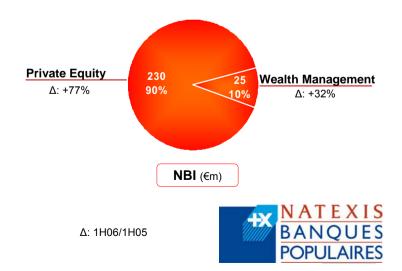
#### Private Equity and Wealth Management

#### Private equity

- Large gains realized in the first half
- Rapid rebuilding of stock of deferred gains
- High pace of investment
- More than half of assets under management are for third parties
- Wealth Management
  - ➢ Outstanding loans: €5.3 bn (up 12%)
  - Net banking income: up 32%
  - Substantial improvement in profitability
  - First results of restructuring in Luxembourg and good progress in Paris



| €m                                     | H106 | H105       | Δ     |
|----------------------------------------|------|------------|-------|
| Net banking income                     | 255  | 149        | +71%  |
| <ul> <li>Operating expenses</li> </ul> | (48) | (45)       |       |
| Gross operating income                 | 207  | 104        | +100% |
| Credit provisions                      | -    | (3)        |       |
| Income before income taxes             | 197  | <b>9</b> 5 | +107% |

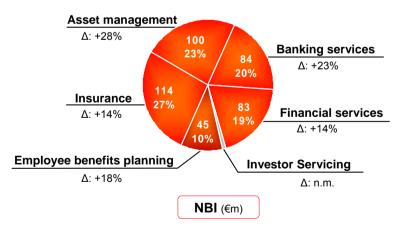




- All businesses performed well
  - Life insurance
    - Strong growth in gross new money: up 65%, driven by the success of Fructi-Pulse and Fructi-Néo
    - → Outstanding unit-linked policies: up 20%
  - Employee benefits planning
    - → Assets under management: up 25% to €16.6bn
    - → New money increased by €1.8bn thanks to expansion of relationships with customers and addition of new customers
  - Asset management: net banking income up 28%
  - Financial services
    - → Strong growth of market orders in France (up 71%)
    - → Managed assets: €447bn
  - Banking services
    - Cards managed: up 5% to 5.7 million with 355 million cardholder transactions (up 9%)
  - ➢ Investor servicing NBI: €3m (x2.5)



| <b>y</b><br>€m                         | H106  | H105  | $\triangle$ |
|----------------------------------------|-------|-------|-------------|
| Net banking income                     | 428   | 358   | +20%        |
| <ul> <li>Operating expenses</li> </ul> | (237) | (216) |             |
| Gross operating income                 | 191   | 141   | +35%        |
| Credit provisions                      | -     | (1)   |             |
| Income before income taxes             | 186   | 138   | +35%        |



Δ: 1H06/1H05



#### Receivables Management

#### Coface

NBP

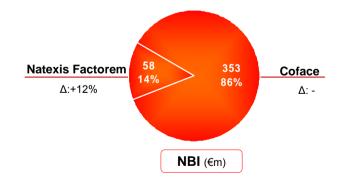
- Good sales momentum
  - ♦ Insurance premiums: up 12%
  - ♦ Services revenue: up 7%
- Slight deterioration in loss ratio, though it remains very low (47%)
- International expansion
  - Continuing growth in Russia with launch of a valuation tool for Russian SMEs

#### Factorem

- ≻18% increase in factored receivables to €6.6bn
- Expansion of VR Factorem (German subsidiary) with factored receivables up 50%

| ) |
|---|
|   |
|   |
|   |

| €m                         | H106  | H105  | $\Delta$ |
|----------------------------|-------|-------|----------|
| Net banking income         | 411   | 405   | +2%      |
| Operating expenses         | (276) | (255) |          |
| Gross operating income     | 135   | 150   | -10%     |
| Credit provisions          | (5)   | (3)   |          |
| Income before income taxes | 130   | 146   | -11%     |





#### **Balance sheet**

- Tier 1 capital: up 7% over 6 months
- Tier 1 ratio satisfactory at 8%

|  | Hedging | rate | raised | to | 91.9% |
|--|---------|------|--------|----|-------|
|--|---------|------|--------|----|-------|

Fall in proportion of non-performing loans (-0.4 point) in customer loans portfolio

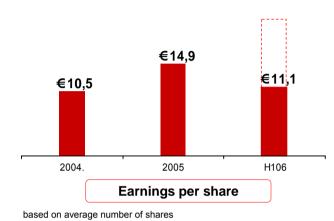
|                          | 06/30/06 | 12/31/05 |
|--------------------------|----------|----------|
| €bn                      | 00/30/00 | 12/31/03 |
| Tier 1 ratio             | 8.0%     | 8.3%     |
| Total regulatory capital | 8.8      | 8.6      |
| Tier 1 capital           | 6.4      | 6.0      |
| Risk-weighted assets     | 80.1     | 71.7     |
|                          |          |          |
| Non-performing loans     | 1.23     | 1.35     |
| ■ NPL share <sup>∗</sup> | 1.7%     | 2.1%     |
| Provisions **            | 1.13     | 1.22     |
| Hedging rate             | 91.9%    | 90.4%    |

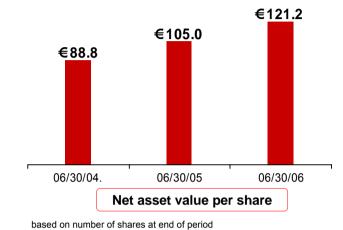
\* based on customer loans

\*\* individually and collectively



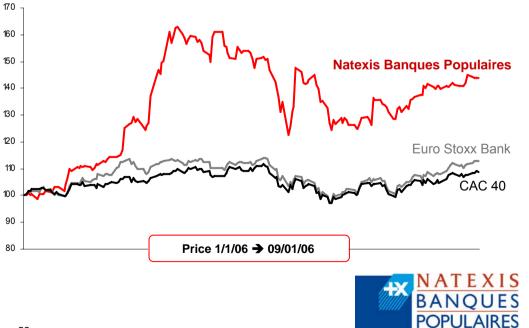
### Natexis Banques Populaires share performance





based on number of shares at end of peno

| Change          | 7/1/99 🗩 09/01/06 | 1/1/06 🖿 09/01/06 |
|-----------------|-------------------|-------------------|
| NBP             | +300%             | +46%              |
| • CAC 40        | +12%              | +9%               |
| Euro Stoxx Bank | +46%              | +13%              |



NBP

**Banque Populaire Group** 

**Banque Populaire Banks** 

Natexis Banques Populaires

### Conclusion

Appendix





This excellent first-half performance reflects:

- > not only a number of favourable cyclical factors (credit provisions, provisions for homebuyers' savings schemes etc.)
- > but also very strong economic and financial fundamentals
- whose value is realized by a balanced long-term strategy
- Banque Populaire Group is entering a decisive stage in its history in excellent shape: the strategic alliance with Caisse d'Epargne Group for the forthcoming transformation of Natexis Banques Populaires into Natlxis will be built on solid foundations.



**Banque Populaire Group** 

**Banque Populaire Banks** 

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### Appendix

#### Banque Populaire Group

#### **Banque Populaire Banks**

Number of employees p.34 Consolidated financial statements: Statement of income p.35 Balance sheet p.36 to p.37 Cash flow statement p.38 to p.39 Weighted risks p.40 Rankings p.41

Map of Banque Populaire regional banks p.42 Customer loans p.43 Assets managed p.44 Personal customers p.45 to p.46 Small businesses and corporate clients p.47 to p.48 Remote banking p.49

# Natexis Banques Populaires

Consolidated financial statements: Statement of income p. 50 Balance sheet p. 51 to p. 52 Cash flow statement p.53 to p.54 Corporate and institutional banking and markets p.55 Private equity and wealth management p. 56 Managed assets p.57 Services p.58 to p.60 Receivables management p.61 Credit risk p. 62 to p.63 Selected deals p.64 to p.65



| Appendix | Number of employees |
|----------|---------------------|
| Group    |                     |

| Banques Populaires                         | 31,151 |
|--------------------------------------------|--------|
| Banques Populaires                         | 28,651 |
| Crédit Maritime Mutuel                     | 932    |
| MA Banque                                  | 144    |
| > BICEC                                    | 581    |
| Processing centers                         | 843    |
| Financing, investment banking and services | 13,749 |
| Natexis Banques Populaires                 | 4,537  |
| Natexis Banques Populaires subsidiaries    | 9,212  |
| o/w: Coface                                | 4,921  |
| Banque Fédérale des Banques Populaires     | 496    |
| Other subsidiaries                         | 435    |
| Total at June 30, 2006                     |        |
| o/w: international                         |        |

Total number of employees expressed as full-time equivalent, excluding maternity, sick and unpaid leave



# Appendix Group

| €m                                                                             | H106    | H105    |
|--------------------------------------------------------------------------------|---------|---------|
| Interest and similar income                                                    | 6,361   | 5,159   |
| Interest and similar expenses                                                  | (4,168) | (3,416) |
| Fee and commission income                                                      | 1,793   | 1,565   |
| Fee and commission expense                                                     | (439)   | (395)   |
| Net gains/losses on financial instruments at fair value through profit or loss | 298     | 366     |
| Net gains or losses on available-for-sale financial assets                     | 173     | 86      |
| Income from other activities                                                   | 3,781   | 3,826   |
| Expenses from other activities                                                 | (3,079) | (3,124) |
| Net banking income                                                             | 4,720   | 4,066   |
| Operating expenses                                                             | (2,684) | (2,463) |
| Amortization, depreciation and impairment                                      | (163)   | (145)   |
| Gross operating income                                                         | 1,873   | 1,458   |
| Impairment charges and other credit provisions                                 | (164)   | (178)   |
| Operating income                                                               | 1,709   | 1,280   |
| Share of income of associates                                                  | 11      | 5       |
| Gains or losses                                                                | 11      | 7       |
| Change in value of goodwill                                                    | -       | -       |
| Income before income taxes                                                     | 1,731   | 1,292   |
| Income taxes                                                                   | (568)   | (443)   |
| Net income                                                                     | 1,163   | 849     |
| Minority interests                                                             | (131)   | (92)    |
| Net income attributable to equity holders of the parent                        | 1,032   | 757     |



### Appendix Consolidated balance sheet assets

Group

| €m                                                          | 06/30/06 | 12/31/05 |
|-------------------------------------------------------------|----------|----------|
| Cash and balances with central banks and post offices       | 2,884    | 3,129    |
| Financial assets meas. at fair value through profit or loss | 42,380   | 33,325   |
| Hedging instruments                                         | 500      | 279      |
| Available-for-sale financial assets                         | 31,898   | 29,920   |
| Loans and advances to banks                                 | 48,337   | 55,744   |
| Loans and advances to customers                             | 158,534  | 146,603  |
| Interest rate hedging reserve                               | 1        | 1        |
| Held-to-maturity financial assets                           | 6,971    | 6,899    |
| Current income tax assets                                   | 109      | -        |
| Deferred income tax assets                                  | 541      | 682      |
| Other assets                                                | 9,868    | 8,153    |
| Non-current assets held for sale                            | 14       | -        |
| Investments in associates                                   | 255      | 248      |
| Investment property                                         | 1,210    | 1,154    |
| Property, plant & equipment                                 | 1,721    | 1,702    |
| Intangible assets                                           | 320      | 286      |
| Goodwill                                                    | 576      | 586      |
| TOTAL ASSETS                                                | 306,119  | 288,711  |



## Appendix Consolidated balance sheet liabilities

Group

| €m                                                           | 06/30/06 | 12/31/05 |
|--------------------------------------------------------------|----------|----------|
| Due to central banks and post offices                        | 972      | 416      |
| Financial liabilities at fair value through profit or loss   | 12,529   | 6,758    |
| Hedging instruments                                          | 518      | 474      |
| Deposits from banks                                          | 59,862   | 61,277   |
| Customer deposits                                            | 97,654   | 104,483  |
| Debt securities in issue                                     | 63,880   | 49,090   |
| Interest rate hedging reserve                                | 1        | -        |
| Current income tax liabilities                               | 263      | 156      |
| Deferred income tax liabilities                              | 449      | 536      |
| Other liabilities                                            | 14,855   | 12,517   |
| Liabilities associated with non-current assets held for sale | -        | -        |
| Insurance companies' technical reserves                      | 31,327   | 29,677   |
| Provisions                                                   | 1,818    | 1,922    |
| Subordinated debt                                            | 5,936    | 6,404    |
| Equity attributable to equity holders of the parent          | 14,642   | 13,699   |
| Share capital and reserves                                   | 8,883    | 8,383    |
| Retained earnings                                            | 4,200    | 3,180    |
| Unrealized or deferred gains or losses                       | 527      | 614      |
| Net income for the period                                    | 1,032    | 1,522    |
| Minority interests                                           | 1,413    | 1,301    |
| TOTAL LIABILITIES AND EQUITY                                 | 306,119  | 288,711  |



| Appendix | Cash flow statement | (1/2) |
|----------|---------------------|-------|
| Group    |                     |       |

| €m                                                                                                  | 06/30/06 | 12/31/05 |
|-----------------------------------------------------------------------------------------------------|----------|----------|
| Earnings before tax                                                                                 | 1,731    | 2,551    |
| +/-Net charge to depreciation and amortization of property, plant & equipment and intangible assets | 162      | 306      |
| +/-Impairment charges of goodwill and other non-current assets                                      | (29)     | (9)      |
| +/-Net charge to other provisions (including insurance reserves)                                    | 2,079    | 2,953    |
| +/-Share of income of associates                                                                    | (11)     | (15)     |
| +/-Net loss/(gain) on investing activities                                                          | (166)    | (414)    |
| +/-Net loss/(gain) on financing activities                                                          | -        | -        |
| +/-Other movements                                                                                  | (203)    | (79)     |
| =Total non-cash items included in income before income taxes and other adjustments                  | 1,832    | 2,743    |
| +/-Decrease/(increase) in interbank and money market items                                          | 5,540    | 1,168    |
| +/-Decrease/(increase) in customer items                                                            | (18,614) | (10,426) |
| +/-Decrease/(increase) in other financial assets or liabilities                                     | 13,413   | 1,340    |
| +/-Decrease/(increase) in non-financial assets or liabilities                                       | 506      | 3,486    |
| -Income taxes paid                                                                                  | (509)    | (868)    |
| =Net decrease/(increase) in operating assets and liabilities                                        | 337      | (5,299)  |
| Total net cash provided/(used) by operating activities (A)                                          | 3,900    | (6)      |
| +/-Decrease/(increase) in financial assets and investments in associates                            | (3,240)  | (1,841)  |
| +/-Decrease/(increase) in investment property                                                       | (85)     | (159)    |
| +/-Decrease/(increase) in property, plant & equipment and intangible assets                         | (217)    | (209)    |
| Total net cash provided/(used) by investing activities (B)                                          | (3,542)  | (2,209)  |

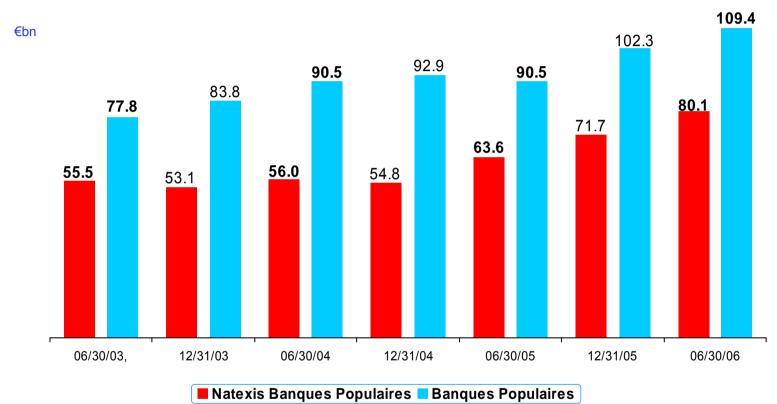




| €m                                                                 | 06/30/06 | 12/31/05 |
|--------------------------------------------------------------------|----------|----------|
| +/-Cash received from/(paid to) shareholders                       | (36)     | 69       |
| +/-Other cash provided/(used) by financing activities              | (602)    | 1,148    |
| Total net cash provided/(used) by financing activities (C)         | (638)    | 1,217    |
| Effect of exchange rate changes on cash and cash equivalents (D)   | (98)     | 117      |
| Net increase/(decrease) in cash & cash equivalents (A + B + C + D) | (378)    | (880)    |
| Net cash provided/(used) by operating activities (A)               | 3,900    | (6)      |
| Net cash provided/(used) by investing activities (B)               | (3,542)  | (2,209)  |
| Net cash provided/(used) by financing activities (C)               | (638)    | 1,217    |
| Effect of exchange rate changes (D)                                | (98)     | 117      |
| Opening cash & cash equivalents                                    | 509      | 1,390    |
| Cash with/due from central banks (assets & liabilities)            | 2,713    | 3,329    |
| Interbank balances                                                 | (2,203)  | (1,939)  |
| Closing cash & cash equivalents                                    | 131      | 509      |
| Cash with/due from central banks (assets & liabilities)            | 1,911    | 2,713    |
| Interbank balances                                                 | (1,780)  | (2,203)  |
| Change in cash & cash equivalents                                  | (378)    | (880)    |







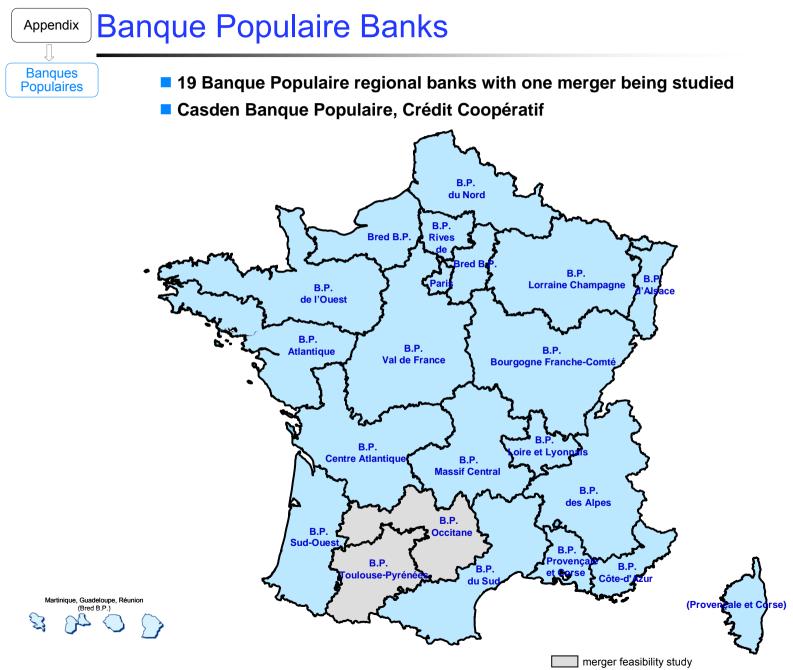




|                                                     | Ranking* |
|-----------------------------------------------------|----------|
| Employee benefits planning                          | 1        |
| Business start-up loans                             | 1        |
| SME principal banker                                | 1        |
| Franchise financing                                 | 1        |
| Solidarity-based savings                            | 1        |
| Microcredit financing                               | 1        |
| Company information                                 | 1        |
| Equity research                                     | 1        |
| French agency bond issues                           | 1        |
| Mutual funds distributor (Natexis Asset Management) | 3        |
| Factoring                                           | 3        |
| LBO financing (number of deals)                     | 3        |
| Credit insurance world ranking                      | 3        |

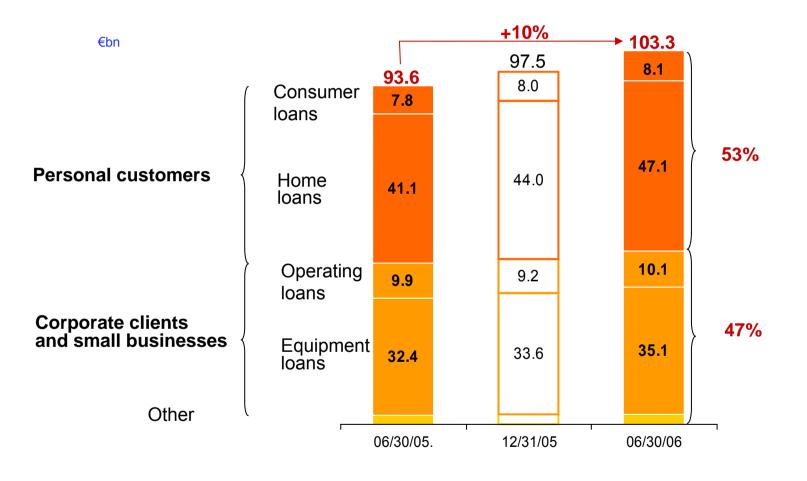
\* Rankings are national except for credit insurance









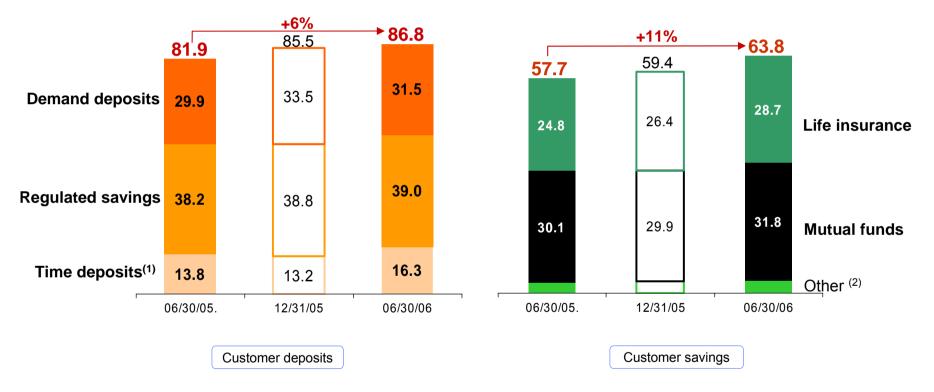


Outstanding loans





€bn

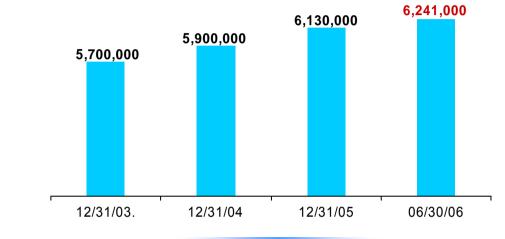


<sup>(1)</sup> including client certificates of deposit and debt instruments

<sup>(2)</sup> employee savings, SCPI shares, equities and bonds under management

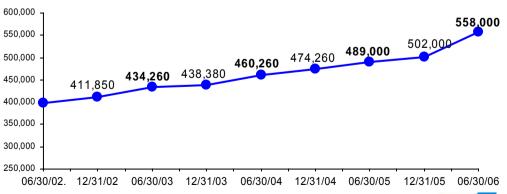






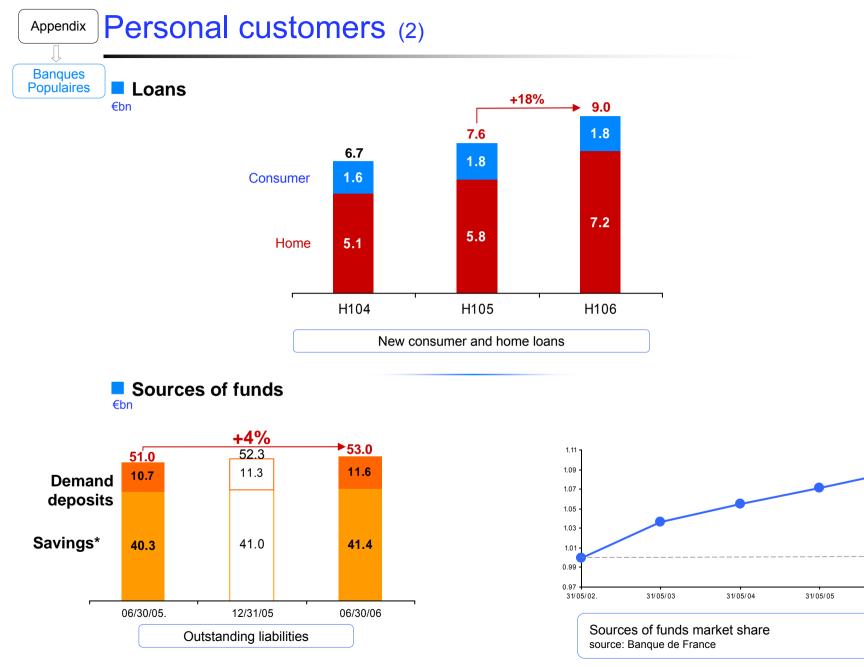
Insurance

|                               | 06/30/06  | 06/30/05  | Δ    |
|-------------------------------|-----------|-----------|------|
| Policies (number)             | 5,075,218 | 4,538,141 | +12% |
| →Non-life<br>(motor and home) | 558,000   | 488,990   | +12% |
| → Personal risk               | 4,517,218 | 4,049,151 | +11% |
| Life insurance<br>(premiums)  | €2,742m   | €1,803m   | +52% |



Number of non-life policies

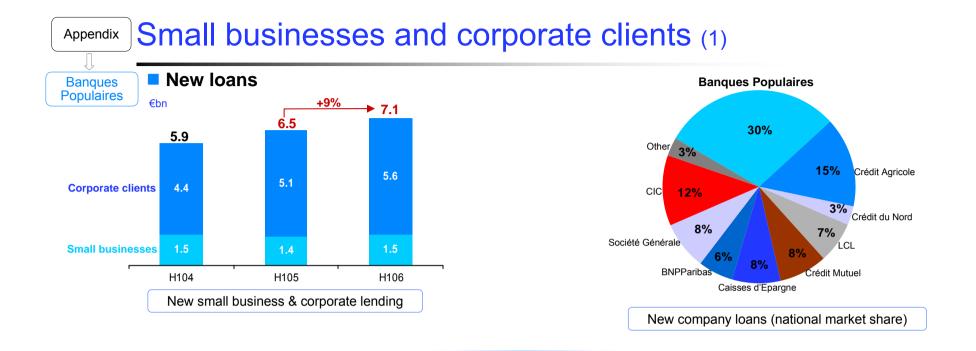




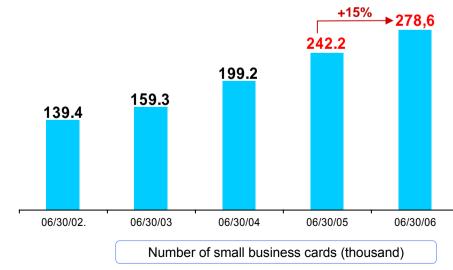
\*EARS savings accounts + time accounts

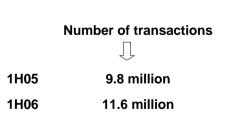
31/05/06

B A N Q U E POPULAIRE



Small business card market



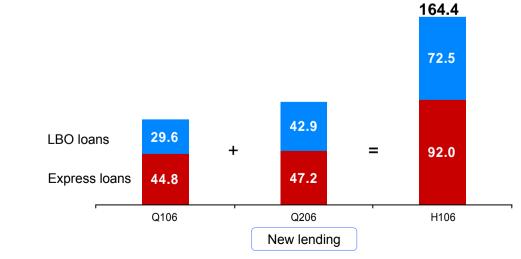




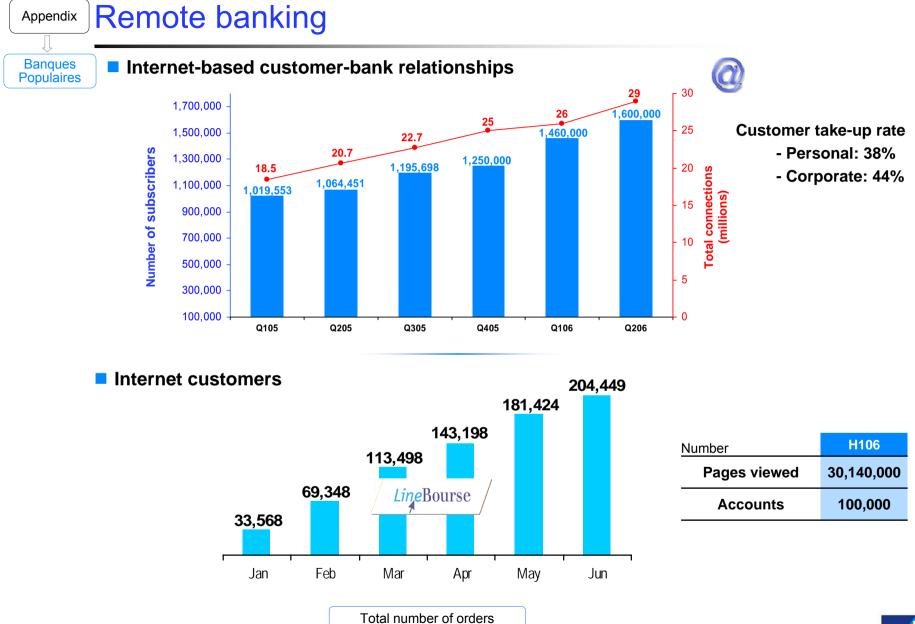


#### 'Prêt' investment loans with FEI guarantee

€m









## Appendix Consolidated income statement

#### NBP

| €m                                                                                 | H106    | H105    |
|------------------------------------------------------------------------------------|---------|---------|
| Interest and similar income                                                        | 3,359   | 2,248   |
| Interest and similar expenses                                                      | (2,723) | (1,958) |
| Fee and commission income                                                          | 743     | 619     |
| Fee and commission expense                                                         | (376)   | (337)   |
| Net gains or losses on financial instruments at fair value through profit and loss | 77      | 228     |
| Net gains or losses on available-for-sale financial assets                         | 131     | 23      |
| Income from other activities                                                       | 3,371   | 3,311   |
| Expenses from other activities                                                     | (2,654) | (2,643) |
| Net banking income                                                                 | 1,928   | 1,491   |
| Operating expenses                                                                 | (1,091) | (910)   |
| Amortization, depreciation and impairment                                          | (40)    | (40)    |
| Gross operating income                                                             | 797     | 541     |
| Impairment charges and other credit provisions                                     | 2       | (10)    |
| Net operating income                                                               | 799     | 531     |
| Share of income of associates                                                      | 5       | 7       |
| Gains or losses                                                                    | 9       | (3)     |
| Change in value of goodwill                                                        | -       | -       |
| Income before income taxes                                                         | 813     | 535     |
| Income taxes                                                                       | (239)   | (174)   |
| Net income                                                                         | 574     | 361     |
| Minority interests                                                                 | (35)    | (15)    |
| Net income attributable to equity holders of the parent                            | 539     | 346     |



## Appendix Consolidated balance sheet assets

NBP

| €m                                                          | 06/30/06 | 12/31/05 |
|-------------------------------------------------------------|----------|----------|
| Cash and balances with central banks and post offices       | 250      | 217      |
| Financial assets meas. at fair value through profit or loss | 34,022   | 26,013   |
| Hedging instruments                                         | 348      | 43       |
| Available-for-sale financial assets                         | 24,583   | 22,240   |
| Loans and advances to banks                                 | 51,020   | 56,099   |
| Loans and advances to customers                             | 55,508   | 49,200   |
| Interest rate hedging reserve                               | -        | -        |
| Held-to-maturity financial assets                           | 7,124    | 7,053    |
| Current income tax assets                                   | 76       | -        |
| Deferred income tax assets                                  | 77       | 248      |
| Other assets                                                | 6,501    | 4,766    |
| Non-current assets held for sale                            | -        | -        |
| Investments in associates                                   | 50       | 50       |
| Investment property                                         | 1,039    | 1,001    |
| Property, plant & equipment                                 | 309      | 314      |
| Intangible assets                                           | 171      | 142      |
| Goodwill                                                    | 736      | 733      |
| TOTAL ASSETS                                                | 181,814  | 168,119  |



## Appendix Consolidated balance sheet liabilities

NBP

| €m                                                           | 06/30/06 | 12/31/05 |
|--------------------------------------------------------------|----------|----------|
| Due to central banks and post offices                        | 967      | 412      |
| Financial liabilities at fair value through profit or loss   | 10,088   | 5,288    |
| Hedging instruments                                          | 394      | 212      |
| Deposits from banks                                          | 53,095   | 54,853   |
| Customer deposits                                            | 17,984   | 23,990   |
| Debt securities in issue                                     | 49,897   | 37,760   |
| Interest rate hedging reserve                                | -        | -        |
| Current income tax liabilities                               | 229      | 120      |
| Deferred income tax liabilities                              | 291      | 414      |
| Other liabilities                                            | 10,142   | 8,490    |
| Liabilities associated with non-current assets held for sale | -        | -        |
| Insurance companies' technical reserves                      | 27,860   | 26,236   |
| Provisions                                                   | 360      | 382      |
| Subordinated debt                                            | 4,290    | 4,293    |
| Equity attributable to equity holders of the parent          | 5,876    | 5,357    |
| Share capital and reserves                                   | 3,552    | 3,224    |
| Retained earnings                                            | 1,563    | 1,232    |
| Unrealized or deferred gains or losses                       | 223      | 206      |
| Net income for the period                                    | 539      | 695      |
| Minority interests                                           | 330      | 312      |
| TOTAL LIABILITIES AND EQUITY                                 | 181,814  | 168,119  |



# Appendix Cash flow statement (1/2)

| €m                                                                                         | 06/30/06 | 12/31/05 |
|--------------------------------------------------------------------------------------------|----------|----------|
| Earnings before tax                                                                        | 813      | 1,067    |
| +/-Net charge depreciation/amortization of property, plant & equipment & intangible assets | 40       | 74       |
| +/-Impairment charges of goodwill and other non-current assets                             | (24)     | (10)     |
| +/-Net charge to other provisions (including insurance reserves)                           | 1,853    | 2,507    |
| +/-Share of income of associates                                                           | (5)      | (14)     |
| +/-Net loss/(gain) on investing activities                                                 | (153)    | (308)    |
| +/-Net loss/(gain) on financing activities                                                 | -        | -        |
| +/-Other movements                                                                         | 36       | (278)    |
| =Total non-cash items included in income before income taxes and other<br>adjustments      | 1,747    | 1,972    |
| +/-Decrease/(increase) in interbank and money market items                                 | 3,378    | 405      |
| +/-Decrease/(increase) in customer items                                                   | (12,324) | (7,274)  |
| +/-Decrease/(increase) in other financial assets or liabilities                            | 10,745   | 454      |
| +/-Decrease/(increase) in non-financial assets or liabilities                              | 43       | 3,196    |
| -Income taxes paid                                                                         | (239)    | (309)    |
| =Net decrease/(increase) in operating assets and liabilities                               | (1,604)  | (3,528)  |
| Total net cash provided/(used) by operating activities (A)                                 | 4,164    | (490)    |
| +/-Decrease/(increase) in financial assets and investments in associates                   | (2,395)  | (2,747)  |
| +/-Decrease/(increase) in investment property                                              | (68)     | (143)    |
| +/-Decrease/(increase) in property, plant & equipment and intangible assets                | (66)     | 105      |
| Total net cash provided/(used) by investing activities (B)                                 | (2,529)  | (2,786)  |

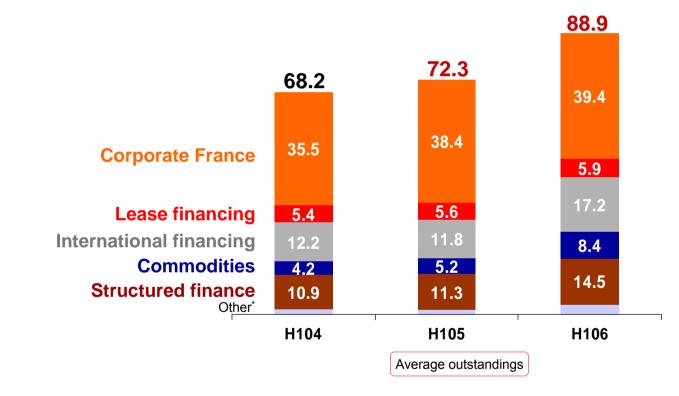


# Appendix Cash flow statement (2/2)

| €m                                                                 | 06/30/06 | 12/31/05 |
|--------------------------------------------------------------------|----------|----------|
| +/-Cash received from/(paid to) shareholders                       | (38)     | (116)    |
| +/-Other cash provided/(used) by financing activities              | (1,096)  | 1 520    |
| Total net cash provided/(used) by financing activities (C)         | (1,134)  | 1,404    |
| Effect of exchange rate changes on cash and cash equivalents (D)   | (86)     | 98       |
| Net increase/(decrease) in cash & cash equivalents (A + B + C + D) | 415      | (1,773)  |
| Net cash provided/(used) by operating activities (A)               | 4,164    | (490)    |
| Net cash provided/(used) by investing activities (B)               | (2,529)  | (2,786)  |
| Net cash provided/(used) by financing activities (C)               | (1,134)  | 1,404    |
| Effect of exchange rate changes on cash and cash equivalents (D)   | (86)     | 98       |
| Opening cash & cash equivalents                                    | (6,508)  | (4,735)  |
| Cash with/due from central banks (assets & liabilities)            | (193)    | 170      |
| Interbank balances                                                 | (6,315)  | (4,906)  |
| Closing cash & cash equivalents                                    | (6,093)  | (6,508)  |
| Cash with/due from central banks (assets & liabilities)            | (717)    | (193)    |
| Interbank balances                                                 | (5,376)  | (6,315)  |
| Change in cash & cash equivalents                                  | 415      | (1,773)  |









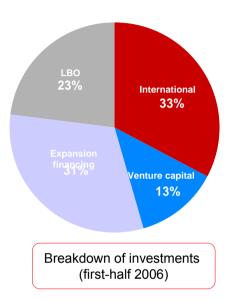
\* Financial engineeringand syndications activities; optimization and placing of credit

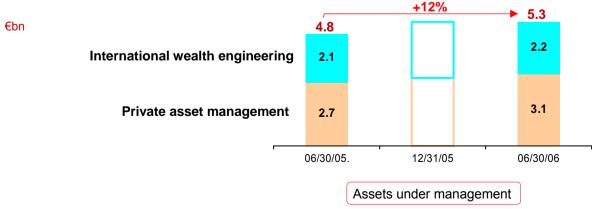
#### **Private Equity and Wealth Management** Appendix

NBP

Private Equity

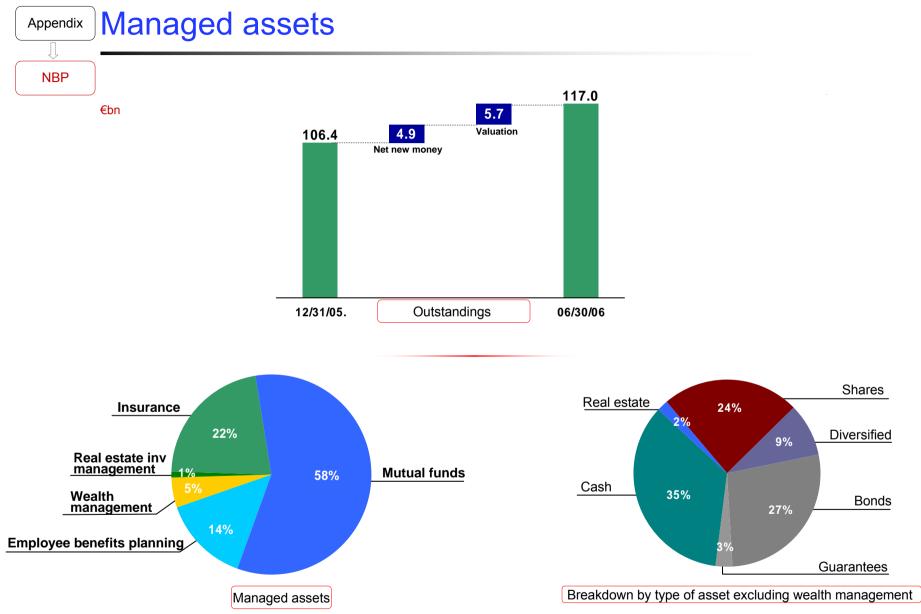
| €m                             | H106  | H105  |
|--------------------------------|-------|-------|
| Proprietary portfolio          |       |       |
| Investments                    | 124   | 101   |
| Divestments (sale price)       | 253   | 69    |
| Own-account managed assets (a) | 1,230 | 1,289 |
| Managed private equity funds   |       |       |
| Investments                    | 112   | 87    |
| Divestments (sale price)       | 134   | 61    |
| Third party managed assets (b) | 1,302 | 1,179 |
| Total managed assets (a)+(b)   | 2,533 | 2,469 |



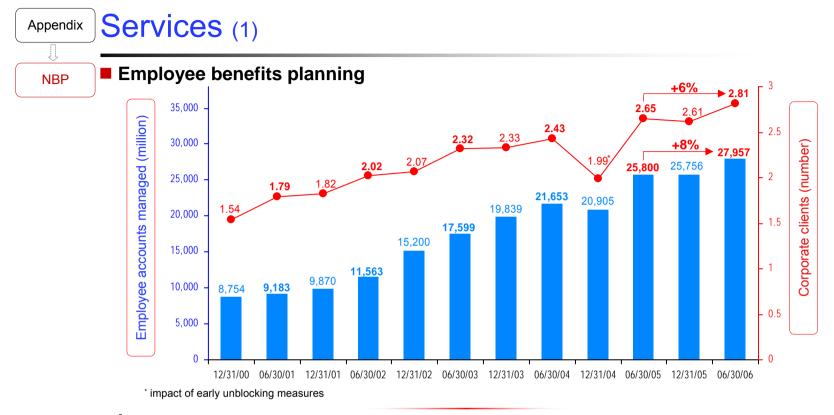




Wealth Management

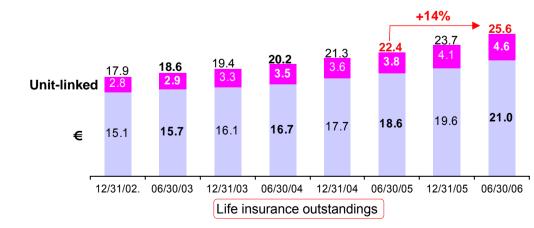




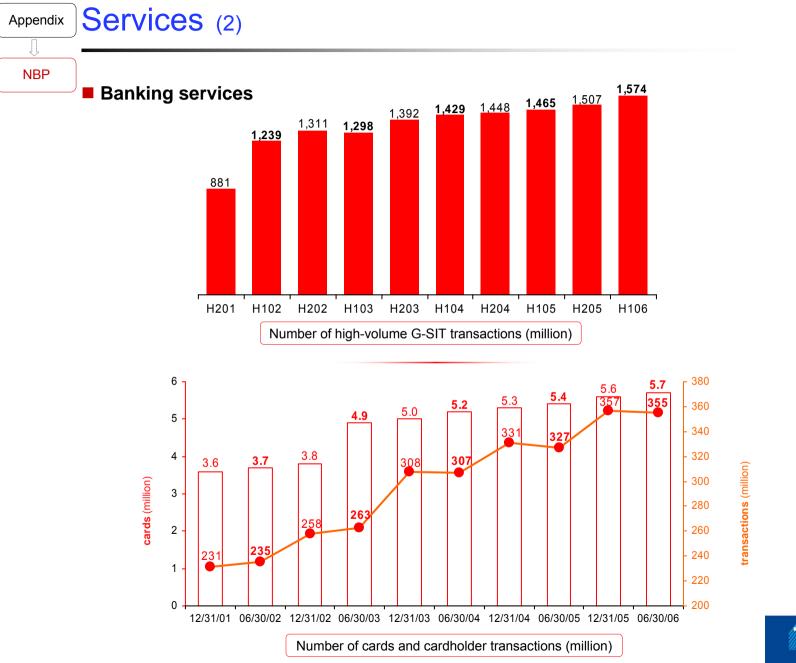




€bn



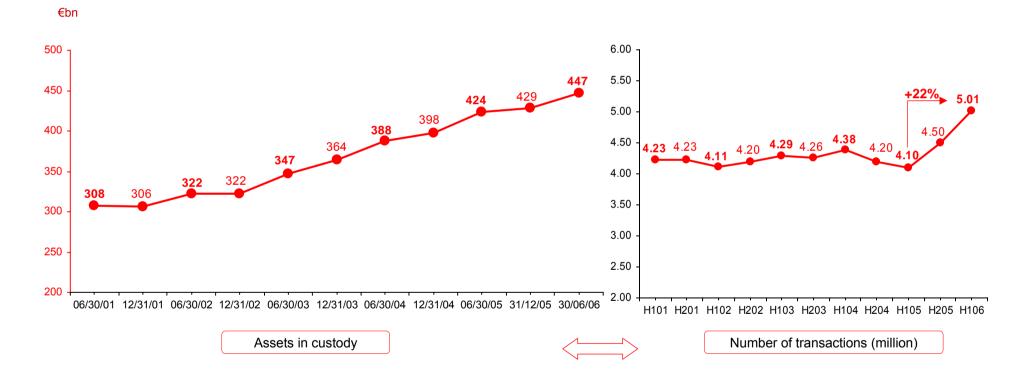




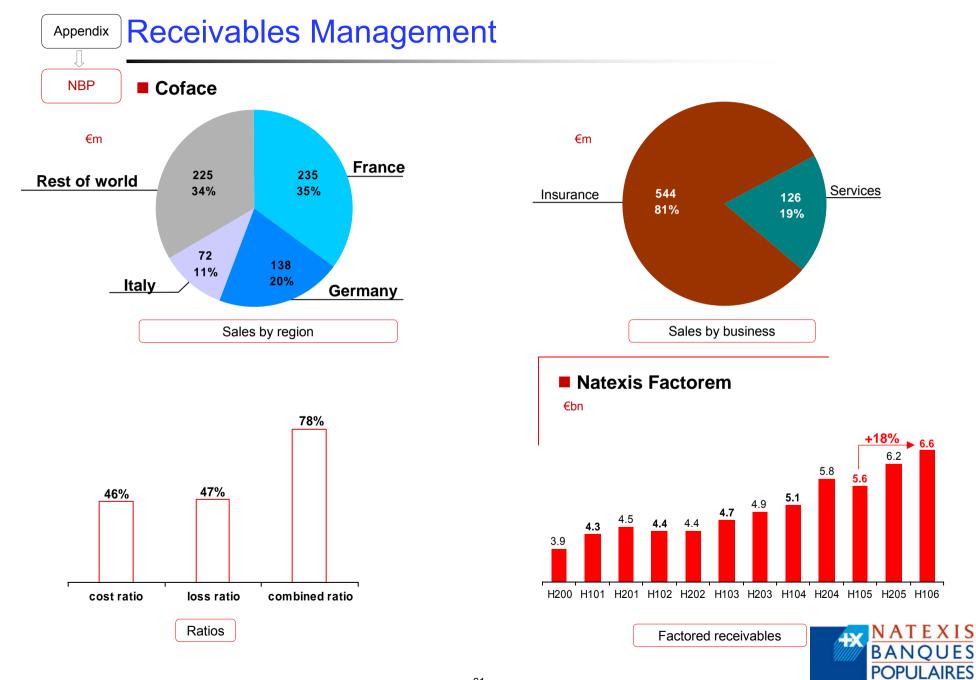




Financial Services

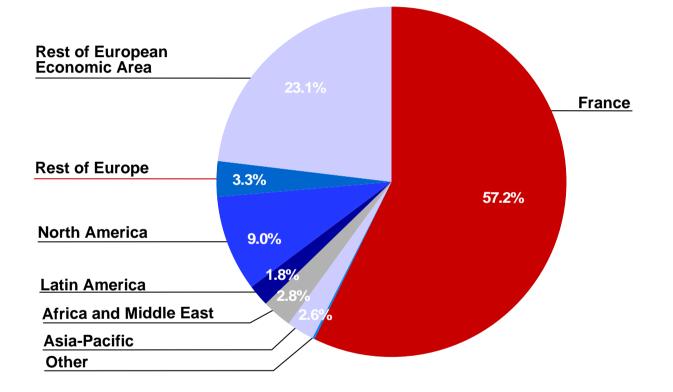






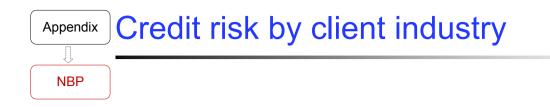
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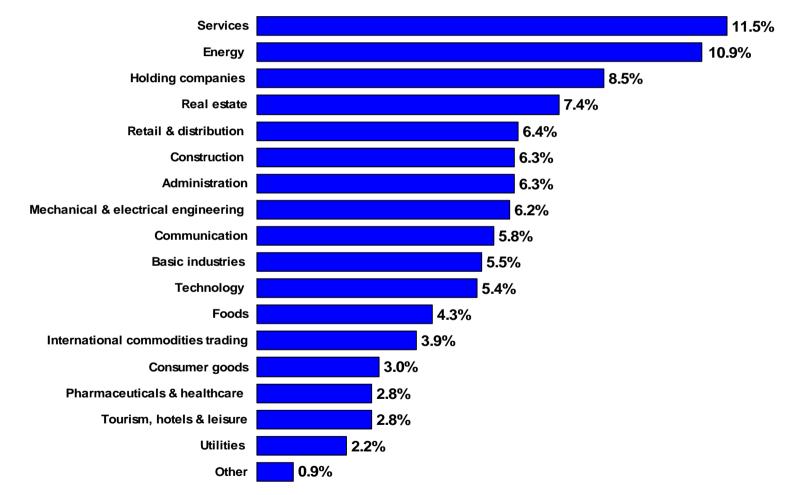




NATEXIS BANQUES POPULAIRES

Total outstanding : €140.3bn







Total outstanding: €80.7bn excluding financial institutions and insurance



### **Corporate lending**







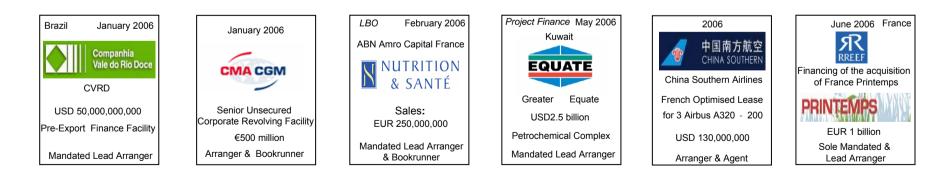




Mandated Lead Arranger Sole Bookrunner Agent



#### **Structured finance**







#### **Bond issues**

|            | MAIRIE DE PARIS 🤣 | WENDELL W        | BOUYGUES                    |                  | sagess           |
|------------|-------------------|------------------|-----------------------------|------------------|------------------|
| €500m      | €200m             | €400m            | €1.750bn<br>€1,150m / €600m | €429m            | €350m            |
| E3M + 20bp | 4.125%            | 4.875%           | 4.5% / 4.75%                | 4.50%            | 4%               |
| May 2009   | May 2016          | May 2016         | May 2013 / May 2016         | March 2018       | October 2016     |
| Co-manager | Joint Bookrunner  | Joint Bookrunner | Joint Bookrunner            | Joint Bookrunner | Joint Bookrunner |
| March 2006 | April 2006        | May 2006         | May 2006                    | June 2006        | June 2006        |

#### Equities





