Final Terms dated 9 October 2017

BNP PARIBAS

(incorporated in France)
(the Issuer)

Issue of EUR [Aggregate Nominal Amount available after the Offer Period] Index Linked Redemption Notes due November 2023 Series 18387

("Eco-Plus 95% Capital Guaranteed Note 2023")

under the €90,000,000,000

Euro Medium Term Note Programme

(the Programme)

Any person making or intending to make an offer of the Notes may only do so:

- (a) in those Non-exempt Offer Jurisdictions mentioned in Paragraph 72 of Part A below, provided such person is a Dealer or Authorised Offeror (as such term is defined in the Base Prospectus) and that the offer is made during the Offer Period specified in that paragraph and that any conditions relevant to the use of the Base Prospectus are complied with; or
- (b) otherwise in circumstances in which no obligation arises for the Issuer or any Dealer to publish a prospectus pursuant to Article 3 of the Prospectus Directive or to supplement a prospectus pursuant to Article 16 of the Prospectus Directive, in each case, in relation to such offer.

Neither the Issuer nor any Dealer has authorised, nor do they authorise, the making of any offer of Notes in any other circumstances.

Investors should note that if a supplement to or an updated version of the Base Prospectus referred to below is published at any time during the Offer Period (as defined below), such supplement or updated base prospectus as the case may be, will be published and made available in accordance with the arrangements applied to the original publication of these Final Terms. Any investors who have indicated acceptances of the Offer (as defined below) prior to the date of publication of such supplement or updated version of the Base Prospectus, as the case may be (the "**Publication Date**"), have the right within two working days of the Publication Date to withdraw their acceptances.

PART A - CONTRACTUAL TERMS

Terms used herein shall be deemed to be defined as such for the purposes of the Conditions (the "Conditions") set forth under the sections entitled "Terms and Conditions of the English Law Notes", "Annex 1 - Additional Terms and Conditions for Payouts" and "Annex 2 - Additional Terms and Conditions for Index Linked Notes" in the Base Prospectus dated 2 August 2017 which received visa n° 17-415 from the Autorité des marchés financiers ("AMF") on 2 August 2017 which constitutes a base prospectus for the purposes of the Directive 2003/71/EC (the "Prospectus Directive") (the "Base Prospectus"). This document constitutes the Final Terms of the Notes described herein for the purposes of Article 5.4 of the Prospectus Directive, and must be read in conjunction with the Base Prospectus. Full information on the Issuer and the offer of the Notes is only available on the basis of the combination of these Final Terms and the Base Prospectus. The Base Prospectus and these Final Terms (in each case, together with any documents incorporated therein by reference are available for viewing at, and copies may be obtained from, BNP Paribas Securities Services, Luxembourg Branch (in its capacity as Principal Paying Agent), 60, avenue J.F. Kennedy, L-1855 and (save in respect of the Final Terms) on the Issuer's website Luxembourg (www.invest.bnpparibas.com). The Base Prospectus and these Final Terms will also be available on the AMF website (www.amf-france.org). A copy of these Final Terms and the Base Prospectus will be sent free of charge by the Issuer to any investor requesting such documents. A summary of the Notes (which comprises the Summary in the Base Prospectus as amended to reflect the provisions of these Final Terms) is annexed to these Final Terms.

1. Issuer: BNP Paribas

2. (i) Series Number: 18387

(ii) Tranche Number: 1

3. Specified Currency: EUR as defined in the definition of "Relevant

Currency" in Condition 4 (Payments, Physical Delivery

and Exchange of Talons)

4. Aggregate Nominal Amount:

(i) Series: EUR [Aggregate Nominal Amount available after the

Offer Period

(ii) Tranche: EUR [Aggregate Nominal Amount available after the

Offer Period]

5. Issue Price of Tranche: Expected to be between 100 and 101% of the

Aggregate Nominal Amount, as determined by the

Issuer after the Offer Period

6. Minimum Trading Size: EUR 1,000

7. (i) Specified Denomination: EUR 1,000

(ii) Calculation Amount: EUR 1,000

8. (i) Issue Date and Interest 3 November 2017

Commencement Date:

(ii) Interest Commencement Not applicable

Date (if different from the

Issue Date):

9. (i) Maturity Date: 3 November 2023

(ii) Business Day Convention Following

for Maturity Date:

10. Form of Notes: Bearer

11. Interest Basis: Non-interest bearing

12. Coupon Switch: Not applicable

13. Redemption/Payment Basis: Index Linked Redemption

(See paragraph 45 below)

Payout Switch: Not applicable

14. Change of Interest Basis or Not applicable

Redemption/Payment Basis:

15. Put/Call Options: Not applicable16. Exchange Rate: Not applicable

17. Status of the Notes: Senior Preferred Notes

Knock-in Event: Not applicable
 Knock-out Event: Not applicable
 Method of distribution: Non-syndicated
 Hybrid Securities: Not applicable

22. Tax Gross-Up: Condition 6(d) (No Gross-Up) of the Terms and

Conditions of the English Law Notes not applicable

PROVISIONS RELATING TO INTEREST (IF ANY) PAYABLE

23. Interest: Not applicable
24. Fixed Rate Provisions: Not applicable
25. Floating Rate Provisions: Not applicable

26. Screen Rate Determination: Not applicable

27. ISDA Determination: Not applicable

28. FBF Determination: Not applicable

29. Zero Coupon Provisions: Not applicable

30. Index Linked Interest Provisions: Not applicable

31. Share Linked Interest Provisions: Not applicable

32. Inflation Linked Interest Provisions: Not applicable33. Commodity Linked Interest Not applicable

33. Commodity Linked Interest Not applicable Provisions:

34. Fund Linked Interest Provisions: Not applicable

35. ETI Linked Interest Provisions: Not applicable

36. Foreign Exchange (FX) Rate Linked Not applicable Interest Provisions:

37. Underlying Interest Rate Linked Not applicable Interest Provisions:

38. Additional Business Centre(s) Not applicable

(Condition 3(e) of the Terms and Conditions of the English Law Notes or Condition 3(e) of the Terms and Conditions of the French Law Notes, as the case may be):

PROVISIONS RELATING TO REDEMPTION

39. Final Redemption:

Final Payout

40. Final Payout:

Vanilla Call Notes:

Calculation Amount multiplied by:

Constant Percentage 1 + Gearing * Max (Final Redemption Value - Strike Percentage, Floor Percentage)

Where

"Constant Percentage 1" means 95%

"Gearing" means 125%

"Final Redemption Value" means Average Underlying Reference Value

"Strike Percentage" means 95%

"Floor Percentage" means 0%

with

"Average Underlying Reference Value" means, in respect of an Underlying Reference and a SPS Valuation Period, the arithmetic average of the Underlying Reference Value for such Underlying Reference for all the SPS Valuation Dates in such SPS Valuation Period.

"Closing Level" means, in respect of the Underlying Reference and a Scheduled Trading Day, the official closing level of such Underlying Reference on such day as determined by the Calculation Agent, subject as provided in Index Linked Notes Condition 2 (Adjustments to an Index).

"SPS Redemption Valuation Date" means Averaging Date

"SPS Redemption Valuation Period" means the period from and including 28 November 2022 to and including 27 October 2023

"SPS Valuation Date" means the SPS Redemption Valuation Date

"SPS Valuation Period" means the SPS

Redemption Valuation Period

Strike Price Closing Value: applicable

"Underlying Reference" means the Index as set out in sub-paragraph 45(i) below

"Underlying Reference Closing Price Value" means, in respect of a SPS Valuation Date, the Closing Level in respect of such day.

"Underlying Reference Strike Price" means, in respect of an Underlying Reference, the Underlying Reference Closing Price Value for such Underlying Reference on the Strike Date.

"Underlying Reference Value" means, in respect of an Underlying Reference and a SPS Valuation Date, (i) the Underlying Reference Closing Price Value for such Underlying Reference in respect of such SPS Valuation Date (ii) divided by the relevant Underlying Reference Strike Price.

41. Automatic Early Redemption: Not applicable
42. Issuer Call Option: Not applicable
43. Noteholder Put Option: Not applicable
44. Aggregation: Not applicable

45. Index Linked Redemption Amount: Applicable

(i) Index/Basket of Indices: Solactive Sustainable Development Goals World RC 8 EUR Index (the "Index" or the "Underlying")

or maex (the maex of the

Reference")

The Index is a Component Security Index.

(ii) Index Currency: EUR

(iii) Screen Page: Bloomberg Code: SOGOALEU Index

(iv) Specified Maximum Days of Three (3) Scheduled Trading Days Disruption:

(v) Strike Date: 27 October 2017

(vi) Averaging: Averaging applies to the Notes.

The Averaging Dates are:

1) 28 November 2022

2) 28 December 2022

3) 27 January 2023

4) 27 February 2023

5) 27 March 2023

6) 27 April 2023

- 7) 30 May 2023
- 8) 27 June 2023
- 9) 27 July 2023
- 10) 29 August 2023
- 11) 27 September 2023
- 12) 27 October 2023.

In the event that an Averaging Date is a Disrupted Day, Postponement will apply.

| (vii) | Redemption Valuation Date: | 27 Oc | tober 2023 |
|---------|---|---------|--|
| (viii) | Observation Date(s): | Not ap | pplicable |
| (ix) | Observation Period: | Not ap | pplicable |
| (x) | Exchange Business Day: | (Single | e Index Basis) |
| (xi) | Scheduled Trading Day: | (Single | e Index Basis) |
| (xii) | Exchange(s) and Index Sponsor: | (a) | the relevant Exchange is as set out in the Conditions; and |
| | | (b) | the relevant Index Sponsor is Solactive AG. |
| (xiii) | Related Exchange: | All Ex | changes |
| (xiv) | Weighting: | Not ap | pplicable |
| (xv) | Valuation Time: | Sched | luled Closing Time |
| (xvi) | Index Correction Period: | As pe | Conditions |
| (xvii) | Optional Additional Disruption Events: | | ollowing Optional Additional Disruption Events to the Notes: |
| | | | -Increased Cost of Hedging |
| | Trade Date: | 27 Oc | tober 2017 |
| (xviii) | (xviii) Delayed Redemption on the Occurrence of Index Adjustment Event: | | pplicable |
| (xix) | (xix) Additional provisions applicable to Custom Indices: | | pplicable |
| Share | Linked Redemption Amount: | Not ap | pplicable |
| | Inflation Linked Redemption Amount: | | pplicable |
| | Commodity Linked Redemption Amount: | | pplicable |
| Fund L | Fund Linked Redemption Amount: | | pplicable |
| Credit | Credit Linked Notes: | | pplicable |

Not applicable

46. 47.

48.

49.

50.

51.

ETI Linked Redemption Amount:

52. Foreign Exchange (FX) Rate Linked

Redemption Amount:

Not applicable

Underlying Interest Rate Linked 53.

Redemption Amount:

Not applicable

for 54. Events of Default Senior

Preferred Notes:

Non-payment: Applicable

Breach of other obligations: Applicable

Insolvency (or other similar proceeding): Applicable

55. Early Redemption Amount(s): Market Value less Costs

56. Provisions applicable to Physical

Delivery:

Not applicable

57. Variation of Settlement:

> Issuer's option to vary (i)

settlement:

The Issuer does not have the option to vary settlement

in respect of the Notes.

(ii) Variation of Settlement of Physical Delivery Notes:

Not applicable

58. **CNY Payment Disruption Event:** Not applicable

GENERAL PROVISIONS APPLICABLE TO THE NOTES

59. Form of Notes: Bearer Notes:

> New Global Note: No

> > Temporary Bearer Global Note exchangeable for a Permanent Bearer Global Note which is exchangeable for definitive Bearer Notes only upon an Exchange

Event.

60. Financial Centre(s) or other special provisions relating to Payment Days

for the purposes of Condition 4(a):

Not applicable

61. Identification information of Holders: Not applicable

62. Talons for future Coupons or Receipts to be attached to definitive

Notes (and dates on which such

Talons mature):

No

63. Details relating to Partly Paid Notes:

amount of each payment comprising the Issue Price and date on which each payment is to be made and, if different from those specified in the Temporary Bearer Global Note or Permanent Bearer Global Note, consequences of failure to pay, including any right of the Issuer to forfeit the Notes and interest due on late payment:

Not applicable

64. Details relating to Notes redeemable in instalments: amount of each instalment, date on which each payment is to be made:

Not applicable

Not applicable

65. Redenomination, renominalisation

Not applicable

and reconventioning provisions:

66. Masse (Condition 12 of the Terms and Conditions of the French Law Notes):

Not applicable

67. Governing law:

English law

68. Calculation Agent:

BNP Paribas Arbitrage SNC

DISTRIBUTION

69. (i) If syndicated, names of

Managers (specifying Lead

Manager):

Not applicable

Not applicable

(ii) Date of Subscription

Agreement:

(iii) Stabilisation Manager (if

any):

Not applicable

(iv) If non-syndicated, name of

relevant Dealer:

BNP Paribas

70. Total commission and concession:

Not applicable

71. U.S. Selling Restrictions:

Reg. S Compliance Category 2; TEFRA D

72. Non exempt Offer:

Applicable

(i) Non-exempt Offer

Jurisdictions:

An offer of the Notes may be made by the Dealer (the "Initial Authorised Offeror") and any additional financial intermediaries who have or obtained the Issuer's consent to use the Base Prospectus in connection with the Non-exempt Offer and who are identified on the Issuer's website at (https://ratesglobalmarkets.

bnpparibas.com/gm/Public/LegalDocs.aspx) as an Authorised Offeror together with any financial intermediaries granted General Consent, being persons to whom the issuer has given consent, (the "Authorised Offerors") other than pursuant to Article 3(2) of the Prospectus Directive in The Netherlands (the "Public Offer Jurisdiction") during the Offer Period.

See further Paragraph 7 of PART B below

(ii) Offer Period:

From and including 9 October 2017 to and including 27 October 2017 (or such other date the Issuer may

determined on or about such date)

(iii) Financial intermediaries granted specific consent to use the Base Prospectus in accordance with the Conditions in it:

Not applicable

(iv) General Consent:

Applicable

(v) Other Authorised Offeror

Not applicable

Terms:

(vi) Prohibition of Sales to EEA N

Retail Investors:

Not applicable

73. United States Tax Considerations

The Notes are not Specified Securities for the purpose of Section 871(m) of the U.S. Internal Revenue Code of 1986

RESPONSIBILITY

The Issuer accepts responsibility for the information contained in these Final Terms. Signed on behalf of the Issuer:

PART B – OTHER INFORMATION

1. Listing and Admission to trading

(i) Listing and admission to trading:

Not applicable

(ii) Estimate of total expenses related to admission to trading:

Not applicable

2. Ratings

Ratings: The Notes to be issued have not been rated.

3. Interests of Natural and Legal Persons Involved in the Offer

Save for any fees payable to the Dealers, so far as the Issuer is aware, no person involved in the offer of the Notes has an interest material to the offer.

4. Reasons for the Offer, Estimated Net Proceeds and Total Expenses

Reasons for the offer: See "Use of Proceeds" wording in Base Prospectus

(ii) Estimated net proceeds: Issue Price of the Aggregate Nominal Amount

(iii) Estimated total expenses: Not applicable

5. Performance of Index/ Share/ Commodity/ Inflation/ Foreign Exchange Rate/ Fund/ Reference Entity/ Entities/ ETI Interest/ Underlying Interest Rate and Other Information

concerning the Underlying Reference

| Index | Website | Screen Page |
|--|-------------------|--------------------------------------|
| Solactive Sustainable Development Goals World RC 8 EUR Index | www.solactive.com | Bloomberg Code: SOGOALEU Index |

INDEX DISCLAIMER

Solactive Sustainable Development Goals World RC 8 EUR Index

The financial instrument is not sponsored, promoted, sold or supported in any other manner by Solactive AG nor does Solactive AG offer any express or implicit guarantee or assurance either with regard to the results of using the Index and/or Index trade mark or the Index Price at any time or in any other respect. The Index is calculated and published by Solactive AG. Solactive AG uses its best efforts to ensure that the Index is calculated correctly. Irrespective of its obligations towards the Issuer, Solactive AG has no obligation to point out errors in the Index to third parties including but not limited to investors and/or financial intermediaries of the financial instrument. Neither publication of the Index by Solactive AG nor the licensing of the Index or Index trade mark for the purpose of use in connection with the financial instrument constitutes a recommendation by Solactive AG to invest capital in said financial instrument nor does it in any way represent an assurance or opinion of Solactive AG with regard to any investment in this financial instrument.

General disclaimer

Neither the Issuer nor the Guarantor shall have any liability for any act or failure to act by an Index Sponsor in connection with the calculation, adjustment or maintenance of an Index. Except as disclosed prior to the Issue Date, neither the Issuer, the Guarantor nor their affiliates has any affiliation with or control over the computation, composition or dissemination of an Index. Although the Calculation Agent will obtain information concerning an Index from publicly available sources it believes reliable, it will not independently verify this information. Accordingly, no representation, warranty or undertaking (express or implied) is made and no responsibility is accepted by the Issuer, the Guarantor, their affiliates or the Calculation Agent as to the accuracy, completeness and timeliness of information concerning an Index.

6. **Operational Information**

(i) ISIN: XS1694223543 (ii) Common Code: 169422354 (iii) Any clearing system(s) other Not applicable

than Euroclear and Clearstream, Luxembourg approved by the Issuer and the Principal Paying Agent and the relevant identification number(s):

(iv) Delivery: Delivery against payment

(v) Additional Paying Agent(s)
 (if any):

Not applicable

(vi) Intended to be held in a manner which would allow Eurosystem eligibility:

No.

Whilst the designation is specified as "no" at the date of these Final Terms, should the Eurosystem eligibility criteria be amended in the future such that the Notes are capable of meeting them the Notes may then be deposited with one of the ICSDs as common safe-keeper. Note that this does not necessarily mean that the Notes will then be recognised as eligible collateral for Eurosystem monetary policy and intra day credit operations by the Eurosystem at any time during their life. Such recognition will depend upon the ECB being satisfied that Eurosystem eligibility criteria have been met.

(vii) Name and address of Registration Agent:

Not applicable

7. Public Offers

Offer Price:

Issue Price

Conditions to which the offer is subject:

Offers of the Notes are conditional on their issue and on any additional conditions set out in the standard terms of business of the Authorised Offerors, notified to investors by such relevant Authorised Offerors.

The Issuer reserves the right to withdraw the offer and cancel the issuance of the Notes for any reason, in accordance with the Authorised Offerors at any time on or prior to the Issue Date. For the avoidance of doubt, if any application has been made by a potential investor and the Issuer exercises such a right, each such potential investor shall not be entitled to subscribe or otherwise acquire the Notes.

Description of the application process:

Application to subscribe for the Notes can be made in The Netherlands at the offices of the relevant Authorised Offeror. The distribution of the Notes will be carried out in accordance with Authorised Offeror's usual procedures notified to investors by such Authorised Offeror.

Prospective investors will not be required to enter into any contractual arrangements directly with the Issuer in relation to the subscription for the Notes.

Details of the minimum and/or maximum amount of application:

The minimum amount of application per investor is:

EUR 1,000

Description of possibility to reduce subscriptions and manner for refunding excess amount paid by applicants: Not applicable

Details of the method and time limits for paying up and delivering the Notes:

The Notes will be issued on the Issue Date against payment to the Issuer of the net subscription moneys. Investors will be notified by the relevant Authorised Offerors of their allocations of Notes and the settlement arrangements in respect thereof.

Manner and date in which results of the offers are to be made public: The results of the offer of the Notes will be published as soon as possible via Euroclear and Clearstream, Luxembourg.

Procedure for exercise of any right of pre-emption, negotiability of subscription rights and treatment of subscription rights not exercised:

Not applicable

Process for notification to applicants of the amount allotted and the indication whether dealing may begin before notification is made:

Not applicable

Amount of any expenses and taxes specifically charged to the subscriber or purchaser:

There are no expenses or taxes charged to the subscriber or purchaser that the Issuer is aware of.

8. Placing and Underwriting

Name and address of the co-ordinator(s) of the global offer and of single parts of the offer and to the extent known to the Issuer, of the placers in the various countries where the offer takes place:

The Authorised Offerors are available from the manager upon request.

Name and address of any paying agents and depository agents in each country (in addition to the Principal Paying Agent):

Not applicable

Entities agreeing to underwrite the issue on a firm commitment basis, and entities agreeing to place the issue without a firm commitment or under "best efforts" arrangements:

No underwriting commitment is undertaken by the Authorised Offerors

When the underwriting agreement has been or will be reached:

Not applicable

ANNEX Summary of the Notes

ISSUE SPECIFIC SUMMARY OF THE NOTES

Summaries are made up of disclosure requirements known as "Elements". These Elements are numbered in Sections A - E (A.1 - E.7). This Summary contains all the Elements required to be included in a summary for this type of Notes and Issuer. Because some Elements are not required to be addressed, there may be gaps in the numbering sequence of the Elements. Even though an Element may be required to be inserted in the summary because of the type of Notes, Issuer, it is possible that no relevant information can be given regarding the Element. In this case a short description of the Element should be included in the summary explaining why it is not applicable.

Section A - Introduction and warnings

| Element | Title | |
|---------|---|--|
| A.1 | Warning that the summary should be read as an introduction and provision as to claims | This summary should be read as an introduction to the Base Prospectus and the applicable Final Terms. In this summary, unless otherwise specified and except as used in the first paragraph of Element D.3, "Base Prospectus" means the Base Prospectus of BNPP dated 2 August 2017 as supplemented from time to time. In the first paragraph of Element D.3, "Base Prospectus" means the Base Prospectus of BNPP dated 2 August 2017. |
| | | Any decision to invest in any Notes should be based on a consideration of the Base Prospectus as a whole, including any documents incorporated by reference and the applicable Final Terms. |
| | | Where a claim relating to information contained in the Base Prospectus and the applicable Final Terms is brought before a court in a Member State of the European Economic Area, the plaintiff may, under the national legislation of the Member State where the claim is brought, be required to bear the costs of translating the Base Prospectus and the applicable Final Terms before the legal proceedings are initiated. |
| | | No civil liability will attach to the Issuer in any such Member State solely on the basis of this summary, including any translation hereof, unless it is misleading, inaccurate or inconsistent when read together with the other parts of the Base Prospectus and the applicable Final Terms or it does not provide, when read together with the other parts of the Base Prospectus and the applicable Final Terms, key information (as defined in Article 2.1(s) of the Prospectus Directive) in order to aid investors when considering whether to invest in the Notes. |
| A.2 | Consent as to use the Base Prospectus, period of validity and other conditions attached | Consent: Subject to the conditions set out below, the Issuer consents to the use of the Base Prospectus in connection with a Non-exempt Offer of Notes by the Dealers and each financial intermediary whose name is published on the Issuer's website (https://rates-globalmarkets.bnpparibas.com/gm/Public/LegalDocs.aspx) and identified as an Authorised Offeror in respect of the relevant Non-exempt Offer and any financial intermediary which is authorised to make such offers under applicable legislation implementing the Markets in Financial Instruments Directive (Directive 2004/39/EC) and |

publishes on its website the following statement (with the information in square brackets being duly completed with the relevant information):

"We, [insert legal name of financial intermediary], refer to the offer of BNP PARIBAS Index Linked Redemption Notes due November 2021, "Eco-Plus 95% Capital Guaranteed Note 2023", ISIN XS1694223543, Series 18387 (the "Notes") described in the Final Terms dated 9 October 2017 (the "Final Terms") published by BNP Paribas (the "Issuer"). In consideration of the Issuer offering to grant its consent to our use of the Base Prospectus (as defined in the Final Terms) in connection with the offer of the Notes in The Netherlands during the Offer Period and subject to the other conditions to such consent, each as specified in the Base Prospectus we hereby accept the offer by the Issuer in accordance with the Authorised Offeror Terms (as specified in the Base Prospectus), and confirm that we are using the Base Prospectus accordingly."

Offer period: The Issuer's consent referred to above is given for Non-exempt Offers of Notes during the period from and including 9 October 2017 to and including 27 October 2017 (the "Offer Period").

Conditions to consent: The conditions to the Issuer's consent are that such consent (a) is only valid during the Offer Period; and (b) only extends to the use of the Base Prospectus to make Non-exempt Offers of the relevant Tranche of Notes in **The Netherlands**.

AN INVESTOR INTENDING TO PURCHASE OR PURCHASING ANY NOTES IN A NON-EXEMPT OFFER FROM AN AUTHORISED OFFEROR WILL DO SO, AND OFFERS AND SALES OF SUCH NOTES TO AN INVESTOR BY SUCH AUTHORISED OFFEROR WILL BE MADE, IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE OFFER IN PLACE BETWEEN SUCH AUTHORISED OFFEROR AND SUCH INVESTOR INCLUDING ARRANGEMENTS IN RELATION TO PRICE, ALLOCATIONS, EXPENSES AND SETTLEMENT. THE RELEVANT INFORMATION WILL BE PROVIDED BY THE AUTHORISED OFFEROR AT THE TIME OF SUCH OFFER.

Section B - Issuer

| Element | Title | |
|---------|---|--|
| B.1 | Legal and commercial name of the Issuer | BNP Paribas ("BNPP" or the "Bank" or the "Issuer"). |
| B.2 | Domicile/ legal form/ legislation/ country of incorporation | The Issuer was incorporated in France as a société anonyme under French law and licensed as a bank, having its head office at 16, boulevard des Italiens – 75009 Paris, France. |
| B.4b | Trend | Macroeconomic environment. |
| | information | Macroeconomic and market conditions affect the Bank's results. The nature of the Bank's business makes it particularly sensitive to macroeconomic and market conditions in Europe, which have been at times challenging and volatile in recent years. |
| | | In 2016, global growth stabilised slightly above 3%, despite a much lower growth in the advanced economies. Three major transitions continue to affect the global outlook: declining economic growth in China, fluctuating energy prices that rose in 2016, and a second tightening of monetary policy in the United States in the context of a resilient domestic recovery. It should be noted that the central banks of several large developed countries continue to maintain accommodative monetary policies. IMF economic forecasts for 2017 point to a recovery in global activity, no significant improvement in growth in the euro zone and Japan, and a slowdown in the United Kingdom. |
| | | In that context, two risks can be identified: |
| | | Financial instability due to the vulnerability of emerging countries |
| | | While the exposure of the BNP Paribas Group to emerging countries is limited, the vulnerability of these economies may generate disruptions in the global financial system that could affect the BNP Paribas Group and potentially alter its results. |
| | | A broad increase in the foreign exchange liabilities of the economies of many emerging market economies was observed in 2016, at a time when debt levels (in both foreign and local currency) were already high. The private sector was the main source of the increase in this debt. Furthermore, the prospect of a gradual increase in US key rates (the Federal Reserve Bank made its first increase in December 2015, and a second in December 2016) and increased financial volatility stemming from concerns about growth and mounting geopolitical risk in emerging markets have contributed to a tightening of external financial conditions, increased capital outflows, further currency depreciations in many emerging markets and heightened risks for banks. These factors could result in further downgrades of sovereign ratings. |
| | | There is still a risk of disturbances in global markets (rising risk premiums, erosion of confidence, declining growth, deferral or slower pace of normalisation of monetary policies, declining liquidity in markets, asset valuation problems, decline in credit supply and disorderly deleveraging) that could affect all banking institutions. |
| | | Systemic risks related to increased debt and market liquidity |

Despite the upturn since mid-2016, interest rates remain low, which may continue to encourage excessive risk-taking among some players in the financial system: increased maturities of financing and assets held, less stringent policy for granting loans, increase in leveraged financing.

Some players (insurance companies, pension funds, asset managers, etc.) entail an increasingly systemic dimension and in the event of market turbulence (linked for instance to a sudden rise in interest rates and/or a sharp price correction) they may decide to unwind large positions in an environment of relatively weak market liquidity.

Recent years have also seen an increase in debt (public and private, in both developed and emerging countries). The resulting risk could materialise either in the event of a spike in interest rates or a further negative growth shock.

Laws and regulations applicable to financial institutions.

Recent and future changes in the laws and regulations applicable to financial institutions may have a significant impact on the Bank. Measures that were recently adopted or which are (or whose application measures are) still in draft format, that have or are likely to have an impact on the Bank notably include:

- the structural reforms comprising the French banking law of 26 July 2013 requiring that banks create subsidiaries for or segregate "speculative" proprietary operations from their traditional retail banking activities, the "Volcker rule" in the US which restricts proprietary transactions, sponsorship and investment in private equity funds and hedge funds by US and foreign banks, and upcoming potential changes in Europe;
- regulations governing capital: the Capital Requirements
 Directive IV ("CRD 4")/the Capital Requirements Regulation
 ("CRR"), the international standard for total-loss absorbing
 capacity ("TLAC") and the Bank's designation as a financial
 institution that is of systemic importance by the Financial
 Stability Board;
- the European Single Supervisory Mechanism and the ordinance of 6 November 2014;
- the Directive of 16 April 2014 related to deposit guarantee systems and its delegation and implementing decrees, the Directive of 15 May 2014 establishing a Bank Recovery and Resolution framework, the Single Resolution Mechanism establishing the Single Resolution Council and the Single Resolution Fund
- the Final Rule by the US Federal Reserve imposing tighter prudential rules on the US transactions of large foreign banks, notably the obligation to create a separate intermediary holding company in the US (capitalised and subject to regulation) to house their US subsidiaries;
- the new rules for the regulation of over-the-counter derivative activities pursuant to Title VII of the Dodd-Frank Wall Street Reform and Consumer Protection Act, notably margin requirements for uncleared derivative products and the derivatives of securities traded by swap dealers, major swap participants, security-based swap dealers and major security-

| | | and has more the Europe. BNPP | an 190,000 employees, incluing the parent company of | is present in 74 countries uding more than 145,000 in the BNP Paribas Group |
|-----|----------------|--|---|---|
| | the Group | BNPP is a European leading provider of banking and financial services and has four domestic retail banking markets in Europe, namely in Belgium, France, Italy and Luxembourg. It is present in 74 countries and has more than 190,000 employees, including more than 145,000 in Europe. BNPP is the parent company of the BNP Paribas Group (together the "BNPP Group" or the "Group"). | | |
| B.5 | Description of | In recent years, of cyber incider which compromis today and the implement syste damage data an its operations. M taking initiatives security and cytechnological intafter a cyber incider | | e-scale alterations of data ormation. This risk remains has taken measures to acks that could destroy or per the smooth running of supervisory authorities are e of information on cyber improve the security of effective recovery plans |
| | | compliance with relating to the prince for the bank and fines. In accovers this type and more broadly new Code of columns and the code of columns are compliance. | day's tougher regulatory existing laws and regulatory of the interests of sing industry, potentially residuition to its compliance of risk, the Group places they that of its stakeholders, at induct adopted by the Group of conduct in this area. | ations, in particular those customers, is a significant sulting in significant losses system, which specifically e interest of its customers, the heart of its values. The |
| | | and Mai and Eur over-the- counterp | Markets in Financial Instructivets in Financial Instruments opean regulations governing counter derivative properties and the disclosure ons to centralised bodies. | ents Regulation (" MiFIR "), ng the clearing of certain oducts by centralised |
| | | and Exc banks a | wap participants, and the mange Commission which and major swap participal as well as transparency a ons; | require the registration of nts active on derivatives |

| | | | 31/12/2016 | 31/12/2015 | |
|------|--|---|---|---|--|
| | Common equity Tier 1 Ratio (Basel 3 fully loaded, CRD 4) | | 11.5% | 10.9% | |
| | | | 31/12/2016 | 31/12/2015 | |
| | | | (audited) | (audited) | |
| | Total consolidated | l balance sheet | 2,076,959 | 1,994,193 | |
| | Consolidated loans and receivables due from customers | | 712,233 | 682,497 | |
| | Consolidated items due to customers | | 765,953 | 700,309 | |
| | Shareholders' equ share) | uity (Group | 100,665 | 96,269 | |
| | Comparative Inte | | ta for the six-month perio | d ended 30 June 2017 - | |
| | | | 1H17 | 1H16 | |
| | | | (unaudited) | (unaudited) | |
| | Revenues | | 22,235 | 22,166 | |
| | Cost of risk Net income, Group Share Common equity Tier 1 ratio (Basel 3 fully loaded, CRD4) | | (1,254) | (1,548) | |
| | | | 4,290 | 4,374 | |
| | | | 30/06/2017 | 31/12/2016 | |
| | | | 11.7% | 11.5% | |
| | | | 30/06/2017 | 31/12/2016 | |
| | | | (unaudited) | (audited) | |
| | Total consolidated balance sheet | | 2,142,961 | 2,076,959 | |
| | Consolidated loans and receivables due from customers Consolidated items due to customers Shareholders' equity (Group Share) | | 715,466 | 712,233 | |
| | | | 793,384 | 765,953 | |
| | | | 99,318 | 100,665 | |
| | Statements of no significant or material adverse change | | | | |
| | Group since 30 d financial statemen the prospects of E | lune 2017 (being its have been pub BNPP or the BNPP | ange in the financial or tractine end of the last financialished). There has been no of Group since 31 December d financial statements have | al period for which interim material adverse change in 2016 (being the end of the | |
| B.13 | Events impacting the Issuer's solvency | Not applicable, a | as at 2 August 2017 and te have not been any recelevant to the evaluation of | to the best of the Issuer's ent events which are to a | |

| B.14 | Dependence upon other | Subject to the following paragraph, BNPP is not dependent upon other members of the BNPP Group. | | |
|------|-----------------------|--|--|--|
| | group entities | In April 2004, BNP Paribas SA began outsourcing IT Infrastructure Management Services to the BNP Paribas Partners for Innovation (BP²I) joint venture set up with IBM France at the end of 2003. BP²I provides IT Infrastructure Management Services for BNP Paribas SA and several BNP Paribas subsidiaries in France (including BNP Paribas Personal Finance, BP2S, and BNP Paribas Cardif), Switzerland, and Italy. In mid-December 2011 BNP Paribas renewed its agreement with IBM France for a period lasting until end-2017. At the end of 2012, the parties entered into an agreement to gradually extend this arrangement to BNP Paribas Fortis as from 2013. The Swiss subsidiary was closed on 31 December 2016. | | |
| | | BP²l is under the operational control of IBM France. BNP Paribas has a strong influence over this entity, which is 50/50 owned with IBM France. The BNP Paribas staff made available to BP²l make up half of that entity's permanent staff, its buildings and processing centres are the property of the Group, and the governance in place provides BNP Paribas with the contractual right to monitor the entity and bring it back into the Group if necessary. | | |
| | | ISFS is a fully-owned IBM subsidiary, which has changed its name to IBM Luxembourg, and handles IT Infrastructure Management for part of BNP Paribas Luxembourg's entities. | | |
| | | BancWest's data processing operations are outsourced to Fidelity Information Services ("FIS") for its core banking. The hosting and production operations are also located at FIS in Honolulu. | | |
| | | Cofinoga France's data processing is outsourced to SDDC, a fully-owned IBM subsidiary. | | |
| | | See also Element B.5 above. | | |
| B.15 | Principal | BNP Paribas holds key positions in its two main businesses: | | |
| | activities | Retail Banking and Services, which includes: | | |
| | | Domestic Markets, comprising: | | |
| | | French Retail Banking (FRB), | | |
| | | BNL banca commerciale (BNL bc), Italian retail banking, | | |
| | | Belgian Retail Banking (BRB), | | |
| | | Other Domestic Markets activities, including Luxembourg Retail Banking (LRB); | | |
| | | International Financial Services, comprising: | | |
| | | Europe-Mediterranean, | | |
| | | BancWest; | | |
| | | Personal Finance; | | |
| | | Insurance | | |
| | | Wealth and Asset Management | | |
| | | Corporate and Institutional Banking (CIB), which includes: | | |
| | | Corporate Banking, | | |

| | | Global Markets, |
|------|-----------------------------|---|
| | | Securities Services. |
| B.16 | Controlling Shareholders | None of the existing shareholders controls, either directly or indirectly, BNPP. As at 30 June 2017, the main shareholders were Société Fédérale de Participations et d'Investissement ("SFPI") a public-interest société anonyme (public limited company) acting on behalf of the Belgian government holding 7.7% of the share capital, BlackRock Inc holding 5.1% of the share capital and Grand Duchy of Luxembourg holding 1.0% of the share capital. To BNPP's knowledge, no shareholder other than SFPI and BlackRock Inc. owns more than 5% of its capital or voting rights. |
| B.17 | Solicited credit ratings | BNPP's long-term credit ratings are A with a stable outlook (Standard & Poor's Credit Market Services France SAS), Aa3 with a stable outlook (Moody's Investors Service Ltd.), A+ with a stable outlook (Fitch France S.A.S.) and AA (low) with a stable outlook (DBRS Limited) and BNPP's short-term credit ratings are A-1 (Standard & Poor's Credit Market Services France SAS), P-1 (Moody's Investors Service Ltd.), F1 (Fitch France S.A.S.) and R-1 (middle) (DBRS Limited). The Notes have not been rated. A security rating is not a recommendation to buy, sell or hold securities and may be subject to suspension, reduction or withdrawal at any time. |

Section C - Notes

| Element | Title | | |
|---------|--------------------------------------|--|--|
| C.1 | Type and class of Notes/ISIN | The Notes are issued in Series. The Series Number of the Notes is 18387. The Tranche number is 1. | |
| | | The ISIN is: XS1694223543. | |
| | | The Common Code is: 169422354. | |
| | | The Notes are cash settled Notes. | |
| C.2 | Currency | The currency of this Series of Notes is euro (EUR). | |
| C.5 | Restrictions on free transferability | The Notes will be freely transferable, subject to the offering and selling restrictions in <i>Subscription and Sale</i> and under the Prospectus Directive and the laws of any jurisdiction in which the relevant Notes are offered or sold. | |
| C.8 | Rights attaching to the Notes | Notes issued under the Programme will have terms and conditions relating to, among other matters: | |
| | | Status and Subordination (Ranking) | |
| | | The Notes are Senior Preferred Notes . | |
| | | | |
| | | Negative pledge | |
| | | The terms of the Notes will not contain a negative pledge provision. | |
| | | | |

Events of Default

The terms of the Senior Preferred Notes will contain events of default including non-payment, non-performance or non-observance of the Issuer's obligations in respect of the Notes and the insolvency or winding up of the Issuer.

Enforcement

The terms of the Senior Non Preferred Notes will not contain any events of default. However, the Noteholder may, upon written notice to the Principal Paying Agent, cause such Note to become due and payable, together with accrued interest thereon, if any, as of the date on which such notice is received by the Principal Paying Agent, in the event that an order is made or an effective resolution is passed for the liquidation (*liquidation judiciaire or liquidation amiable*) of the Issuer.

Meetings

The terms of the Notes will contain provisions for calling meetings of holders of such Notes to consider matters affecting their interests generally. These provisions permit defined majorities to bind all holders, including holders who did not attend and vote at the relevant meeting and holders who voted in a manner contrary to the majority.

Taxation

All payments in respect of Notes will be made without deduction for or on account of withholding taxes imposed by France or any political subdivision or any authority thereof or therein having power to tax unless such deduction or withholding is required by law. In the event that any such deduction is made, the Issuer will, save in certain limited circumstances, be required to pay additional amounts to cover the amounts so deducted.

Payments will be subject in all cases to (i) any fiscal or other laws and regulations applicable thereto in the place of payment, but without prejudice to the provisions of Condition 6 of the Terms and Conditions of the English Law Notes and Condition 6 of the Terms and Conditions of the French Law Notes, as the case may be, (ii) any withholding or deduction required pursuant to an agreement described in Section 1471(b) of the U.S. Internal Revenue Code of 1986 (the "Code") or otherwise imposed pursuant to Sections 1471 through 1474 of the Code, any regulations or agreements thereunder, any official interpretations thereof, or (without prejudice to the provisions of Condition 6 of the Terms and Conditions of the English Law Notes and Condition 6 of the Terms and Conditions of the French Law Notes, as the case may be) any law implementing an intergovernmental approach thereto, and (iii) any withholding or deduction required pursuant to Section 871(m) of the Code.

In addition, in determining the amount of withholding or deduction required pursuant to Section 871(m) of the Code imposed with respect to any amounts to be paid on the Notes, the Issuer shall be entitled to withhold on any "dividend equivalent" payment (as defined for purposes of Section 871(m) of the Code) at a rate of 30 per cent.

| | | Governing law |
|-----------------------------------|---|--|
| | | This Series of Notes is governed by English law. |
| C.9 | Interest/Redemp tion | |
| | | Redemption |
| | | Unless previously redeemed, each Note will be redeemed on the Maturity Date as set out in Element C.18. |
| | | |
| | | The Notes may be redeemed early for tax reasons at the Early Redemption Amount calculated in accordance with the Conditions. |
| | | Representative of Noteholders |
| | | No representative of the Noteholders has been appointed by the Issuer. |
| | | Please also refer to item C.8 above for rights attaching to the Notes. |
| C.10 | Derivative | Not Applicable |
| component in the interest payment | | Please also refer to Elements C.9 above and C.18 below. |
| C.11 | Admission to Trading | |
| | | The Notes are not intended to be admitted to trading on any market. |
| C.15 | How the value of the | The amount payable on redemption are calculated by reference to an Underlying Reference: |
| | investment in derivative securities is affected by the value of the underlying assets | Solactive Sustainable Development Goals World RC 8 EUR Index (Bloomberg Code: SOGOALEU Index) |
| | | (the "Index" or the "Underlying Reference") |
| | | See item C.9 above and C.18 below. |
| C.16 | Maturity | The Maturity Date of the Notes is 3 November 2023. |
| C.17 | Settlement | This Series of Notes is cash settled. |
| | Procedure | The Issuer does not have the option to vary settlement. |
| C.18 | Return on derivative securities | See Element C.8 above for the rights attaching to the Notes. |
| | | Final Redemption |
| | | Unless previously redeemed or purchased and cancelled, each Note will be redeemed by the Issuer on the Maturity Date at the Final Redemption Amount equal to the Final Payout. |
| | | |

Final Payout

Vanilla Notes: fixed term notes which have a return linked to the performance of the Underlying Reference. The return calculation can be based on various mechanisms.

There is partial protection.

Vanilla Call Notes

Calculation Amount multiplied by:

Constant Percentage 1 + Gearing * Max (Final Redemption Value – Strike Percentage, Floor Percentage)

Where

"Constant Percentage 1" means 95%

"Gearing" means 125%

"Final Redemption Value" means Average Underlying Reference Value

"Strike Percentage" means 95%

"Floor Percentage" means 0%

with

"Average Underlying Reference Value" means, in respect of an Underlying Reference and a SPS Valuation Period, the arithmetic average of the Underlying Reference Value for such Underlying Reference for all the SPS Valuation Dates in such SPS Valuation Period.

"Averaging Date" means

- 1) 28 November 2022
- 2) 28 December 2022
- 3) 27 January 2023
- 4) 27 February 2023
- 5) 27 March 2023
- 6) 27 April 2023
- 7) 30 May 2023
- 8) 27 June 2023
- 9) 27 July 2023
- 10) 29 August 2023
- 11) 27 September 2023
- 12) 27 October 2023.

"Calculation Agent" means BNP Paribas
Arbitrage SNC

"Closing Level" means, in respect of the Underlying Reference and a Scheduled Trading Day, the official closing level of such Underlying Reference on such day as determined by the Calculation Agent, subject as provided in Index Linked Notes Condition 2 (Adjustments to an Index).

"Index Sponsor" means Solactive AG

"Scheduled Trading Day" means any day on which the relevant Index Sponsor is scheduled to publish the level of the Index and each exchange or quotation system where trading has a material effect on the overall market for futures or options contracts relating to such Index are scheduled to be open for trading during their respective regular trading session(s).

"SPS Redemption Valuation Date" means Averaging Date

"SPS Redemption Valuation Period" means the period from and including 28 November 2022 to and including 27 October 2023

"SPS Valuation Date" means the SPS Redemption Valuation Date

"SPS Valuation Period" means the SPS Redemption Valuation Period

"Strike Date" means 27 October 2017

Strike Price Closing Value: applicable

"Underlying Reference" means the Index as set out in C.15 above

"Underlying Reference Closing Price Value" means, in respect of a SPS Valuation Date, the Closing Level in respect of such day.

"Underlying Reference Strike Price" means, in respect of an Underlying Reference, the Underlying Reference Closing Price Value for such Underlying Reference on the Strike Date.

"Underlying Reference Value" means, in respect of an Underlying Reference and a SPS Valuation Date, (i) the Underlying Reference Closing Price Value for such Underlying Reference in respect of such

| | | SPS Valuation Date (ii) divided by the relevant Underlying Reference Strike Price. |
|------|---|--|
| | | The above provisions are subject to adjustment as provided in the conditions of the Notes to take into account events in relation to the Underlying Reference or the Notes. This may lead to adjustments being made to the Notes or, in some cases, the Notes being terminated early at an early redemption amount (see item C.9). |
| C.19 | Final reference price of the Underlying | The final reference price of the underlying will be determined in accordance with the valuation mechanics set out in Element C.18 above. |
| C.20 | Underlying Reference | The Underlying Reference specified in Element C.15 and Element C.18 above. Information on the Underlying Reference can be obtained from Screen Page Bloomberg Code: SOGOALEU Index. |

Section D- Risks

| Element | Title | | |
|---------|--------------------------------------|--|---|
| D.2 | Key risks regarding the Issuer | capital risks as ability beyond should In parti | al investors should have sufficient knowledge and experience in markets transactions and should be able to correctly assess the sociated with Notes. Certain risk factors may affect the Issuer's to fulfil its obligations under the Notes, some of which are lits control. An investment in Notes presents certain risks that be taken into account before any investment decision is made. cular, the Issuer, together with the BNPP Group is exposed to a associated with its activities, as described below: |
| | | | ned in the 2016 Registration Document and Annual Financial eight main categories of risk are inherent in BNPP's activities: |
| | | (1) | Credit Risk – Credit risk is the consequence resulting from the likelihood that a borrower or counterparty will fail to meet its obligations in accordance with agreed terms. The probability of default and the expected recovery on the loan or receivable in the event of default are key components of the credit quality assessment; |
| | | (2) | Securitisation in the Banking Book – Securitisation means a transaction or scheme, whereby the credit risk associated with an exposure or pool of exposures is tranched, having the following characteristics: |
| | | | payments made in the transaction or scheme are dependent upon the performance of the exposure or pool of exposures; |
| | | | • the subordination of tranches determines the distribution of losses during the life of the risk transfer. |
| | | | Any commitment (including derivatives and liquidity lines) granted to a securitisation operation must be treated as a securitisation exposure. Most of these commitments are held in the prudential banking book; |
| | | (3) | Counterparty Credit Risk - Counterparty credit risk is the translation of the credit risk embedded in financial transactions, investments and/or settlement transactions between counterparties. Those transactions include bilateral contracts such as over-the-counter ("OTC") derivatives contracts as well as contracts settled through clearing houses. The amount of this risk may vary over time in line with changing market parameters which then impacts the replacement value of the relevant transactions. |
| | | | Counterparty risk lies in the event that a counterparty defaults on its obligations to pay the Bank the full present value of the flows relating to a transaction or a portfolio for which the Bank is a net receiver. Counterparty credit risk is also linked to the replacement cost of a derivative or portfolio in the event of counterparty default. Hence, it can be seen as a market risk in case of default or a contingent risk. Counterparty risk arises both from both bilateral activities of BNP Paribas with clients and clearing activities through a clearing house or an external clearer; |
| | | (4) | Market Risk - Market risk is the risk of incurring a loss of value |

due to adverse trends in market prices or parameters, whether directly observable or not.

Observable market parameters include, but are not limited to, exchange rates, prices of securities and commodities (whether listed or obtained by reference to a similar asset), prices of derivatives, and other parameters that can be directly inferred from them, such as interest rates, credit spreads, volatilities and implied correlations or other similar parameters.

Non-observable factors are those based on working assumptions such as parameters contained in models or based on statistical or economic analyses, non-ascertainable in the market.

In fixed income trading books, credit instruments are valued on the basis of bond yields and credit spreads, which represent market parameters in the same way as interest rates or foreign exchange rates. The credit risk arising on the issuer of the debt instrument is therefore a component of market risk known as issuer risk.

Liquidity is an important component of market risk. In times of limited or no liquidity, instruments or goods may not be tradable or may not be tradable at their estimated value. This may arise, for example, due to low transaction volumes, legal restrictions or a strong imbalance between demand and supply for certain assets.

The market risk related to banking activities encompasses the risk of loss on equity holdings on the one hand, and the interest rate and foreign exchange risks stemming from banking intermediation activities on the other hand;

(5) Liquidity Risk - Liquidity risk is the risk that the Bank will not be able to honour its commitments or unwind or settle a position due to the market environment or idiosyncratic factors (i.e. specific to BNP Paribas), within a given timeframe and at a reasonable cost.

Liquidity risk reflects the risk of the Group being unable to fulfil current or future foreseen or unforeseen cash or collateral requirements, across all time horizons, from the short to the long term.

This risk may stem from the reduction in funding sources, draw down of funding commitments, a reduction in the liquidity of certain assets, or an increase in cash or collateral margin calls. It may be related to the bank itself (reputation risk) or to external factors (risks in some markets).

The Group's liquidity risk is managed under a global liquidity policy approved by the Group's ALM Committee. This policy is based on management principles designed to apply both in normal conditions and in a liquidity crisis. The Group's liquidity position is assessed on the basis of internal indicators and regulatory ratios;

(6) Operational Risk – Operational risk is the risk of incurring a loss due to inadequate or failed internal processes, or due to external events, whether deliberate, accidental or natural occurrences. Management of operational risk is based on an analysis of the "cause – event – effect" chain.

Internal processes giving rise to operational risk may involve employees and/or IT systems. External events include, but are not limited to floods, fire, earthquakes and terrorist attacks. Credit or market events such as default or fluctuations in value do not fall within the scope of operational risk.

Operational risk encompasses fraud, human resources risks, legal risks, non-compliance risks, tax risks, information system risks, conduct risks (risks related to the provision of inappropriate financial services), risk related to failures in operating processes, including loan procedures or model risks, as well as any potential financial implications resulting from the management of reputation risks;

(7) Compliance and Reputation Risk - Compliance risk is defined in French regulations as the risk of legal, administrative or disciplinary sanctions, of significant financial loss or reputational damage that a bank may suffer as a result of failure to comply with national or European laws and regulations, codes of conduct and standards of good practice applicable to banking and financial activities, or instructions given by an executive body, particularly in application of guidelines issued by a supervisory body.

By definition, this risk is a sub-category of operational risk. However, as certain implications of compliance risk involve more than a purely financial loss and may actually damage the institution's reputation, the Bank treats compliance risk separately.

Reputation risk is the risk of damaging the trust placed in a corporation by its customers, counterparties, suppliers, employees, shareholders, supervisors and any other stakeholder whose trust is an essential condition for the corporation to carry out its day-to-day operations.

Reputation risk is primarily contingent on all the other risks borne by the Bank;

- (8) Insurance Risks BNP Paribas Cardif is exposed to the following risks:
 - market risk, risk of a financial loss arising from adverse movements of financial markets. These adverse movements are notably reflected in prices (foreign exchange rates, bond prices, equity and commodity prices, derivatives prices, real estate prices...) and derived from fluctuations in interest rates, credit spreads, volatility and correlation;
 - credit risk, risk of loss resulting from fluctuations in the credit standing of issuers of securities, counterparties and any debtors to which insurance and reinsurance undertakings are exposed. Among the debtors, risks related to financial instruments (including the banks in which the Company holds deposits) and risks related to receivables generated by the underwriting activities (premium collection, reinsurance recovering...) are distinguished into two categories: "Asset Credit Risk" and "Liabilities Credit Risk";
 - underwriting risk is the risk of a financial loss caused

- by a sudden, unexpected increase in insurance claims. Depending on the type of insurance business (life, non-life), this risk may be statistical, macroeconomic or behavioural, or may be related to public health issues or disasters;
- operational risk is the risk of loss resulting from the inadequacy or failure of internal processes, IT failures or deliberate external events, whether accidental or natural. The external events mentioned in this definition include those of human or natural origin.
- (a) Difficult market and economic conditions have had and may continue to have a material adverse effect on the operating environment for financial institutions and hence on the Bank's financial condition, results of operations and cost of risk.
- (b) The United Kingdom's referendum to leave the European Union may lead to significant uncertainty, volatility and disruption in European and broader financial and economic markets and hence may adversely affect BNPP's operating environment.
- (c) Due to the geographic scope of its activities, BNPP may be vulnerable to country or regional-specific political, macroeconomic and financial environments or circumstances.
- (d) BNPP's access to and cost of funding could be adversely affected by a resurgence of financial crises, worsening economic conditions, rating downgrades, increases in credit spreads or other factors.
- (e) Significant interest rate changes could adversely affect BNPP's revenues or profitability.
- (f) The prolonged low interest rate environment carries inherent systemic risks, and an exit from such environment also carries risks.
- (g) The soundness and conduct of other financial institutions and market participants could adversely affect BNPP.
- (h) BNPP may incur significant losses on its trading and investment activities due to market fluctuations and volatility.
- BNPP may generate lower revenues from brokerage and other commission and fee-based businesses during market downturns.
- (j) Protracted market declines can reduce liquidity in the markets, making it harder to sell assets and possibly leading to material losses.
- (k) Laws and regulations adopted in recent years, particularly in response to the global financial crisis may materially impact BNPP and the financial and economic environment in which it operates.
- (I) BNPP is subject to extensive and evolving regulatory regimes in the jurisdictions in which it operates.
- (m) BNPP may incur substantial fines and other administrative and criminal penalties for non-compliance with applicable laws and regulations, and may also incur losses in related (or unrelated) litigation with private parties.

(n) There are risks related to the implementation of BNPP's strategic plans. (o) BNPP may experience difficulties integrating acquired companies and may be unable to realize the benefits expected from its acquisitions. (p) Intense competition by banking and non-banking operators could adversely affect BNPP's revenues and profitability. A substantial increase in new provisions or a shortfall in the (q) level of previously recorded provisions could adversely affect BNPP's results of operations and financial condition. (r) BNPP's risk management policies, procedures and methods may leave it exposed to unidentified or unanticipated risks, which could lead to material losses. BNPP's hedging strategies may not prevent losses. (s) (t) Adjustments to the carrying value of BNPP's securities and derivatives portfolios and BNPP's own debt could have an impact on its net income and shareholders' equity. The expected changes in accounting principles relating to (u) financial instruments may have an impact on BNPP's balance sheet and regulatory capital ratios and result in additional costs. BNPP's competitive position could be harmed if its reputation (v) is damaged. An interruption in or a breach of BNPP's information systems (w) may result in material losses of client or customer information. damage to BNPP's reputation and lead to financial losses. (x) Unforeseen external events may disrupt BNPP's operations and cause substantial losses and additional costs. **D.3** Key risks In addition to the risks relating to the Issuer (including the default risk) regarding the that may affect the Issuer's ability to fulfil its obligations under the Notes Notes, there are certain factors which are material for the purposes of assessing the risks associated with Notes issued under the Programme, including: Market Risks the Notes are unsecured obligations; the trading price of the Notes is affected by a number of factors including, but not limited to, (in respect of Notes linked to an Underlying Reference) the price of the relevant Underlying Reference(s) and volatility and such factors mean that the trading price of the Notes may be below the Final Redemption Amount or value of the Entitlement: exposure to the Underlying Reference in many cases will be achieved by the Issuer entering into hedging arrangements and, in respect of Notes linked to an Underlying Reference, potential investors are exposed to the performance of these hedging arrangements and events that may affect the hedging arrangements and consequently the occurrence of any of these events may affect the value of the Notes: Noteholder Risks

the Notes may have a minimum trading amount and if, following the transfer of any Notes, a Noteholder holds fewer Notes than the specified minimum trading amount, such Noteholder will not be permitted to transfer their remaining Notes prior to redemption without first purchasing enough additional Notes in order to hold the minimum trading amount;

the meetings of Noteholders provisions permit defined majorities to bind all Noteholders:

in certain circumstances Noteholders may lose the entire value of their investment:

Issuer Risk

a reduction in the rating, if any, accorded to outstanding debt securities of the Issuer by a credit rating agency could result in a reduction in the trading value of the Notes;

certain conflicts of interest may arise (see Element E.4 below);

Legal Risks

the occurrence of an additional disruption event or optional additional disruption event may lead to an adjustment to the Notes, or early redemption or may result in the amount payable on scheduled redemption being different from the amount expected to be paid at scheduled redemption and consequently the occurrence of an additional disruption event and/or optional additional disruption event may have an adverse effect on the value or liquidity of the Notes;

the Notes may be redeemed in the case of illegality or impracticability and such redemption may result in an investor not realising a return on an investment in the Notes;

any judicial decision or change to an administrative practice or change to English law or French law, as applicable, after the date of the Base Prospectus could materially adversely impact the value of any Notes affected by it;

at the commencement of the offer period, the issue price will not be known but the Final Terms will specify an indicative range. Prospective investors are required to make their decision to purchase the Notes on the basis of that indicative range prior to the actual issue price which will apply to the Notes being notified to them. Notice of the actual rate, level or percentage, as applicable, will be published in the same manner as the publication of the Final Terms;

Secondary Market Risks

an active secondary market may never be established or may be illiquid and that this may adversely affect the value at which an investor may sell its Notes (investors may suffer a partial or total loss of the amount of their investment);

the trading market for Notes may be volatile and may be adversely impacted by many events;

Risks Relating to Underlying Reference Asset(s)

In addition, there are specific risks in relation to Notes which are linked to an Underlying Reference and an investment in such Notes will entail significant risks not associated with an investment in a conventional

| | | debt security. Risk factors in relation to Underlying Reference linked Notes include: |
|-----|--------------|--|
| | | exposure to one or more index, adjustment events and market disruption or failure to open of an exchange which may have an adverse effect on the value and liquidity of the Notes |
| | | Risks Relating to Specific Types of Notes |
| | | The following risks are associated with SPS Notes |
| | | Vanilla Notes |
| | | Investors may be exposed to a partial or total loss of their investment. The return depends on the performance of the Underlying Reference(s). |
| D.6 | Risk warning | In the event of the insolvency of the Issuer or if it is otherwise unable or unwilling to repay the Notes when repayment falls due, an investor may lose all or part of his investment in the Notes. |
| | | In addition, investors may lose all or part of their investment in the Notes as a result of the terms and conditions of the Notes. |

Section E - Offer

| Element | Title | |
|---------|---|--|
| E.2b | Reasons for the offer and use of proceeds | The net proceeds from the issue of the Notes will become part of the general funds of the Issuer. Such proceeds may be used to maintain positions in options or futures contracts or other hedging instruments. |
| E.3 | Terms and conditions of the offer | This issue of Notes is being offered in a Non-Exempt Offer in The Netherlands. The issue price of the Notes is expected to be between 100 and 101 per cent. of their nominal amount, as determined by the Issuer after the Offer Period. |
| E.4 | Interest of natural and legal persons involved in the issue/offer | Any Dealer and its affiliates may also have engaged, and may in the future engage, in investment banking and/or commercial banking transactions with, and may perform other services for, the Issuer and its Affiliates in the ordinary course of business. Other than as mentioned above, so far as the Issuer is aware, no person involved in the issue of the Notes has an interest material to the offer, including conflicting interests. |
| E.7 | Expenses charged to the investor by the Issuer | No expenses are being charged to an investor by the Issuer. |