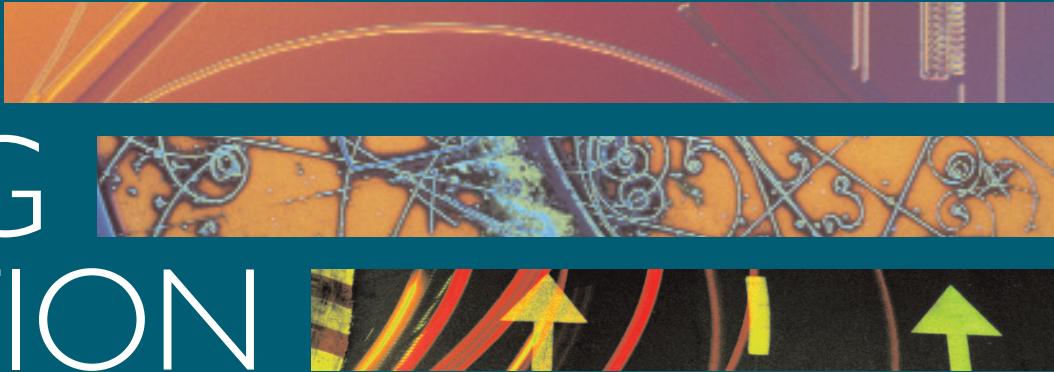


FRENCH BANKING FEDERATION



THE FBF's ROLE AND TASKS

The French Banking Federation (FBF) is the professional body that represents all banks operating in France. This includes almost 500 French and foreign, commercial, cooperative and mutual banks.

The FBF has three core tasks which are reflected in its organisation:

BANKING BUSINESS AND RESEARCH

This department provides a full spectrum of banking expertise and oversees the FBF's commissions and committees in such areas as retail banking and direct banking, investment banking and capital markets, risk control and prudential banking, systems and means of payment, legal and tax affairs, etc... It also negotiates and works with various French and European government and regulatory authorities.

INFORMATION AND EXTERNAL RELATIONS

This department's role is to anticipate changes in the political, economic and social environment, promote the role of banking and banks in society and make sure that all those concerned are properly informed. This involves all forms of external communication at the national and regional levels, including relations with government officials and members of Parliament, the media, consumers, young people and educators as well as other professions and associations. It disseminates information to banking institutions, most notably concerning new regulations in effect or in preparation and the FBF's work.

EUROPEAN AND INTERNATIONAL AFFAIRS

This department, based in Brussels, is responsible for:

- relations with EU institutions and with various bodies representing the banking and financial services sectors in Europe;
- the monitoring of non-EU issues and relations with global banking trade associations;
- the monitoring of specific issues that concern foreign banks established in France.

The FBF in Brussels

The fact that the FBF maintains a permanent representative office in Brussels shows how important French banks feel Europe is. Indeed, over 70% of the legislation that determine how banking is conducted in France is now made in Brussels. This also shows that the FBF intends to play an active role in building a single European market for banking and financial services.

The FBF's presence in Brussels enables it to maintain direct contact with many key stakeholders and policymakers, such as the main European institutions (EU Commission, Parliament and Council), European banking federations and consumer groups.

The FBF's experts closely monitor the major European banking issues. They represent the FBF in the working groups of the European Banking Federation (FBE) and work to unify the thinking and positions of the European banking industry.

2

The FBF's regional activities

The FBF is active throughout France with 21 regional committees and 88 local or departmental committees. Chaired by local bankers, these committees give the banking industry a forum for dialogue. They also exercise mandates in various departments at prefectures and various national and local government agencies, the French business confederation MEDEF and educational institutions.

These committees support the FBF's action in local communities and promote the role of banking and banks in society. This essentially involves:

- Introducing young people to career opportunities in banking and helping them better understand how banks work.
- Strengthening ties with social organisations and associations, consumers, and in particular with the most disadvantaged members of society.
- Promoting business creation and development, particularly that of small to medium-sized firms. This includes partnerships with entrepreneur aid agencies and consular bodies.

The FBF's main contacts in Brussels

- At the Commission – officials at the Internal Market, Competition and Consumer DGs
- In Parliament – MEPs responsible for presenting the key directives affecting the banking industry and those involved in financial services
- European banking associations (FBE, ESBG and EACB) and banking associations in EU member states
- Officials in France's permanent EU representation office
- Representatives of European consumer organisations (BEUC)
- etc.

"Banks, My Bank and Me" : an original initiative to teach young people about money and banking.

Initially launched in Strasbourg in 2004, by FBF's Bas-Rhin departmental committee and the local board of education, the "Banks, My Bank and Me" programme was taken to Bordeaux in November 2005, where a contest was organised at the suggestion of local educators. As high-school students compete against each other to answer three questions (What are banks for, how are their services used, and what do banks do?), they learn about the practical aspects of banking. Over 1500 students in Strasbourg and over 1900 in the Bordeaux area from a total of 130 high-schools took part in this learning experience. In 2006, the programme will move to the regions of Haute-Normandie, PACA and Basse-Normandie.

Les clés de la banque: information and security

Through its Banking Information Centre (BIC), the FBF provides practical information that helps everyone use banking services more effectively.

Whenever possible, this information is provided directly to the public on the FBF's website at www.lesclesdelabanque.com and in a series of "mini-guides" that deal with various banking subjects of general interest.

However, when it comes to money, some people need more assistance than others. This is why the BIC has developed relations with various social aid organisations that assist the most disadvantaged members of society.

The [lesclésdelabanque.com](http://www.lesclesdelabanque.com) website received over 470,000 visits in 2005, with approximately 2.5 million pages viewed.

Prepared by the FBF, these mini-guides are distributed by the BIC, the FBF's regional committees, branch networks and associations.

More than 20 mini-guides have already been published as well as two special publications:

- *A glossary of common banking operations*
- *Guide to account closure and transfer – competition between banks*

3



THE EXECUTIVE COMMITTEE

on January 1, 2006

The founding members of the FBF are ex-officio members of the Executive Committee. They are represented on a permanent basis by a designated individual who must be either the Chairman or the Chief Executive Officer.



Baudouin PROT

FBF Chairman

Director and Chief Executive Officer BNP Paribas



Charles MILHAUD

FBF vice-chairman

Chairman of the Executive Board, Caisse Nationale des Caisses d'Epargne et de Prévoyance



Etienne PFLIMLIN

FBF Treasurer

Chairman of the Confédération Nationale du Crédit Mutuel



Daniel BOUTON

Chairman and CEO Société Générale



Philippe DUPONT

Chairman Banque Populaire Group



Georges PAUGET

Chief Executive Officer Crédit Agricole SA



Pierre RICHARD

Chairman Supervisory Board, Dexia Crédit Local



Ariane OBOLENSKY

FBF Chief Executive Officer

COMMISSIONS AND COMMITTEES

The FBF's Executive Committee has set up three Commissions and five Technical Committees, appointed their chairmen and specified their organisational rules. The role of the Commissions is to examine technical banking issues and make proposals. When these proposals concern the banking industry as a whole, they are submitted to the Executive Committee for review.



Retail Banking and Direct Banking Commission

Chairman: Georges PAUGET

Chief Executive Officer, Crédit Agricole SA



Risk Control and Prudential Banking Commission

Chairman: Philippe DUPONT

Chairman Banque Populaire Group



Investment Banking and Capital Markets Commission

Chairman: Michel PEBEREAU

Chairman, BNP Paribas



Accounting Committee

Chairman: Gérard GIL

Chief Accounting Officer, BNP Paribas



Tax Committee

Chairman: Patrick SUET

Deputy Corporate Secretary, Société Générale



Legal Committee

Chairman: Jean-Louis GUILLOT

Head of Legal Affairs, BNP Paribas



Money-laundering Prevention Committee

Chairman: Gilles GUITTON

Chairman of the Board,

Groupement des Cartes Bancaires "CB"



Payment Management Committee

Chairman: Philippe CITERNE

Chief Executive Officer, Société Générale

FBF BANKS KEY FIGURES...

| | 150

billion
euros of loans*

48
million
customers

60

million
current accounts

400 000

employees,
representing 1.6% of the French working population
and France's 3rd largest private-sector employer

500

banking firms

| 032

billion
euros in deposits*

3%
of GDP

39 000

ATMs

12

billion
payment transactions
processed each year

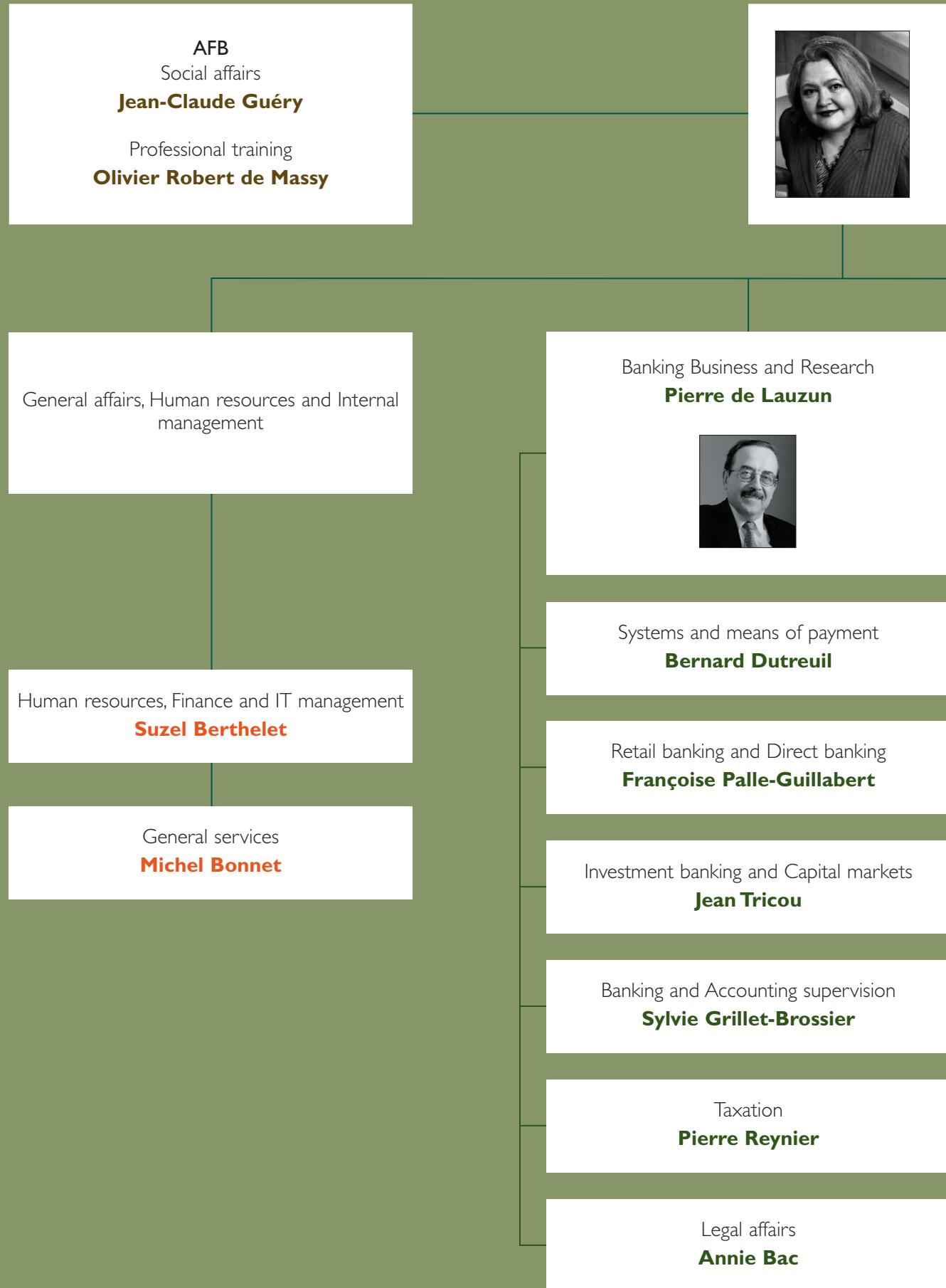
26 300

permanent branches

5

*Source: Commission Bancaire – data to June 2005.

La Banque Postale, which joined the FBF in February 2006,
is not included in the above figures.



Ariane OBOLENSKY
Chief Executive Officer

Security advisor
Gérard Girel

Information and External Relations
Valérie Ohannessian



Banking Information Centre
Les clés de la banque
Philippe Caplet

Information, press & publications
Colette Cova

Communication, member services,
regional activities
Corinne Delatour

Political and Parliament relations
Séverine de Compreignac
Frédérique Cayron

European and International Affairs
Jean-François Pons



European Relations
In Brussels
Pascale Brien

In Paris
Hubert d'Étigny

International relations
Estelle Brack

AFB Export

The screenshot shows the homepage of the FBF website. At the top, there's a navigation bar with links to 'Newsletter - Agenda - Aide - Plan du site - Contacts' and a search bar. Below the header, there's a banner with the text 'La FBF, l'organisme professionnel qui rassemble toutes les entreprises bancaires en France'. The main content area has several news items:

- La Banque des particuliers & des entreprises**: Article from 23/Janvier/2006 about the decrease in checks used.
- La Banque d'investissement & de marchés**: Article from 17/Janvier/2006 about the CNE contract.
- L'entreprise bancaire**: Article from 12/Janvier/2006 about bank branch closures.
- La Banque & l'Europe, Banking in Europe**: Article from 17/Janvier/2006 about banking in Europe.

On the left sidebar, there are sections for 'La Fédération bancaire française', 'Espace presse', 'Repères', 'Espace adhérents', and an 'English site' link.

Some 35,000 people consult the FBF's website at www.fbf.fr each month and about 5,000 people subscribe to the monthly newsletter or press releases.

The screenshot shows the January 2006 issue of 'Actualité bancaire'. The cover features large letters 'ab' and the subtitle 'actualité bancaire'. Below that, it says 'La lettre de la profession bancaire'. The issue number is 'numéro 504 - Janvier 2006'.

The sample page contains the following text:

ENCOURAGER L'INVESTISSEMENT LONG TERME

La loi de finances rectificative 2005 a entériné une réforme du régime fiscal des plus-values mobilières attribuée par les entreprises. La vocation aux particuliers et qui imprègne le même régime finira dès pratiques en vigueur dans les principaux pays européens. Au-delà de 8 ans de détention, les plus-values de cessions de titres de sociétés cotées et non cotées seront exonérées d'impôt. La disposition va dans le bon sens puisqu'elle va encourager l'investissement à long terme des particuliers dans les actions et permettre de stabiliser l'actuaariat des entreprises tout en leur assurant des fonds propres de qualité.

Il reste à savoir si cette réforme devra être interprétée comme le premier signe de la volonté politique d'encourager l'épargne longue. Car, faut-il le rappeler, l'épargne ne génère de la croissance et ne contribue au maintien de l'emploi que si elle est largement investie dans l'économie productive.

L'EUROPE BANCAIRE EN 2006

Credit à la consommation, moyens de paiement, activités post-marché, des dossiers importants sont en cours de négociation à Bruxelles pour parachever l'intégration des marchés bancaires et financiers à la fin de la décennie.

Les banques françaises vont continuer leur lobbying à Bruxelles tout au long de 2006. Leur mobilisation est d'autant plus essentielle que la construction de l'Europe bancaire et financière doit se poursuivre au cours des prochaines années sur la base du Livre blanc sur la politique des services financiers 2005-2010 publié par la Commission européenne en décembre dernier (1).

Cette nouvelle politique présentée par la Commission s'articule autour de 5 priorités :

- 1 - consolidier les progrès et assurer une mise en œuvre et une application efficaces des règles existantes ;
- 2 - appliquer les principes du projet éthique légitimes à toute initiative future ;
- 3 - améliorer la convergence en matière de contrôle ;
- 4 - renforcer la concurrence entre les prestataires de services, spécialement sur les marchés de détail ;
- 5 - accroître l'influence européenne sur les marchés financiers dans le monde.

La stratégie envisagée pour l'intégration des marchés de détail devrait être plus active :

Alors que la fragmentation de la surveillance bancaire constitue un frein important à l'intégration des marchés bancaires européens, en générant notamment des distorsions de concurrence, le Livre blanc manque quelque peu d'ambition quant à la mise en place d'une réelle surveillance concertée :

Il n'y a pas de référence à la nécessaire compétitivité des banques européennes par rapport à leurs concurrents étrangers :

La question de la technique d'harmonisation harmonisation pleine cible, reconnaissance mutuelle, application du droit du pays d'origine ou du pays d'accueil est totalement étudiée alors qu'il s'agit d'un élément essentiel de la construction du futur grand marché bancaire unique ;

Dans l'ensemble, les banques françaises accueillent favorablement ces objectifs du Livre blanc tout en remarquant que :

3 questions à Alexandre Bourgois, Responsable de l'Analyse Economique chez Natixis Banques Populaires

Each month the FBF's paper "Actualité bancaire" takes an in-depth look at a major issue affecting the banking industry. This paper is free for subscribers and can also be downloaded at the FBF website at fbf.fr.

Keeping members informed

The FBF organises from **20 to 25 meetings** each year to provide information to bank employees who do not participate in a commission or committee.

These meetings give over **4,000** bankers an opportunity to meet with specialists and ask questions.

SOME MEETING THEMES IN 2005

- Customer relations: new measures to be implemented in 2005
- Internal control – new regulations and best practice
- Finance and sustainable development – responsible communication and employee awareness
- IFRS reporting for European banks – importance and initial experience
- SEPA cards framework and implementation by French banks
- Internet fraud – Personal data theft. Protecting against new fraud techniques

FBF AFFILIATED ENTITIES

THE FRENCH BANKING ORGANISATION AND STANDARDISATION COMMITTEE (CFONB)

Created in 1930, this body governs the standardisation and organisation of banking activities in France. It is authorised to act as a standards bureau of AFNOR (French standards association). Its scope of competence extends to the standardisation of means of payment, the organisation of exchange systems, the standardisation of "bank/customer" exchanges, and standardisation in the areas of marketable securities, security, certification, etc.

REVUE BANQUE GROUP

This group is structured around three major poles of activity: 1) magazines and periodicals (Banque magazine, Banque & Stratégie, Banque & Droit, Banque & Marchés); 2) "Club Banque", monthly conferences; and 3) publishing, with a broad range of publications aimed at banking professionals or broader categories such as students, teachers, researchers, businesses, etc.

OPCA-BANQUES

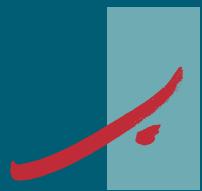
A joint fund-raising body accredited by the French Banking Association, OPCA-Banques' has three main functions: collecting training fund contributions; advising banks in the area of training; and allocating funding for bank training initiatives.

AFB the French Banking Association

The AFB is a founding member of the FBF and sits on the Executive Committee where it mainly represents small and medium-sized banks and foreign banks established in France. Today, the AFB is the professional body that oversees the social aspects of the collective labour agreement of January 2000 for commercial banks and the Banque Populaire Group.



A new version of the AFB's website (www.afb.fr) was launched in May 2005. It deals only with social matters, within the scope of the collective labour agreement.



FEDERATION
BANCAIRE
FRANCAISE

This brochure was designed and created by the
Information and External Relations department
of the French Banking Federation
18, rue La Fayette 75440 Paris cedex 09
Tel.: +33 (0)1 48 00 52 52 – Fax: +33 (0)1 42 46 76 40
www.fbf.fr - www.lesclesdelabanque.com

Drafting completed on January 31, 2005
Printing completed in March 2006

Registration: Q1 2006, ISSN pending.

Graphic Design: Ideodis Création
13, Rue de l'Abbaye 75006 Paris