

Final Terms dated 14 December 2011

BNP PARIBAS FORTIS FUNDING

(incorporated as a société anonyme under the laws of the Grand Duchy of Luxembourg, having its registered office at 67, boulevard Grande-Duchesse Charlotte, L-1331 Luxembourg, Grand Duchy of Luxembourg and registered with the Luxembourg Registry of Commerce and Companies under No. B 24.784)

Issue of Minimum EUR 1,000,000 and maximum EUR 100,000,000
Euribor Floating Rate Note 2017
(Commercial Name: BP2F Euribor Floater Note 2017)
Guaranteed by FORTIS BANK NV/SA
under the EUR 30,000,000,000
Euro Medium Term Note Programme

PART A – CONTRACTUAL TERMS

The Base Prospectus referred to below (as completed by these Final Terms) has been prepared on the basis that, except as provided in sub-paragraph (ii) below, any offer of Notes in any Member State of the European Economic Area which has implemented the Prospectus Directive (2003/71/EC) (each, a “**Relevant Member State**”) will be made pursuant to an exemption under the Prospectus Directive, as implemented in that Relevant Member State, from the requirement to publish a prospectus for offers of the Notes. Accordingly any person making or intending to make an offer of the Notes may only do so:

- (i) 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 supplement a prospectus pursuant to Article 16 of the Prospectus Directive, in each case, in relation to such offer; or
- (ii) in those Public Offer Jurisdictions mentioned in Paragraph 43 of Part A below, provided such person is one of the persons mentioned in Paragraph 39 or 40 of Part A below and that such offer is made during the Offer Period specified for such purposes therein.

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

PART A – CONTRACTUAL TERMS

Terms used herein shall be deemed to be defined as such for the purposes of the Conditions set forth in the Base Prospectus dated 17 June 2011 (the “**Base Prospectus**”) which constitutes a base prospectus for the purposes of the Prospectus Directive (Directive 2003/71/EC) (the “**Prospectus Directive**”). This document constitutes the Final Terms relating to the issue of Notes described herein for the purposes of Article 5.4 of the Prospectus Directive and must be read in conjunction with such Base Prospectus.

Full information on the Issuer and the Notes described herein is only available on the basis of a combination of these Final Terms and the Base Prospectus. The Base Prospectus is available for viewing at the website of the Luxembourg Stock Exchange (www.bourse.lu) and copies may be obtained from BNP Paribas Fortis Funding at 67, boulevard Grande-Duchesse Charlotte, L-1331 Luxembourg, Grand Duchy of Luxembourg and Fortis Bank NV/SA at Montagne du Parc 3, B-1000 Brussels, the Fiscal Agent, BNP Paribas Securities Services, Luxembourg Branch at 33, rue de Gasperich, Howald, Hesperange, L-2085 Luxembourg, Grand Duchy of Luxembourg.

The applicable Final Terms (in the case of Notes listed on the Official List and admitted to trading on the Bourse de Luxembourg, which is the regulated market of the Luxembourg Stock Exchange (“**Luxembourg Regulated Market**”)) will be published on the website of the Luxembourg Stock Exchange (www.bourse.lu) and copies may be obtained from the registered office of BNP Paribas Securities Services, Luxembourg Branch, 33, rue de Gasperich, Howald-Hesperange, L-2085 Luxembourg.

These Final Terms do not constitute, and may not be used for the purposes of, an offer or solicitation by anyone in any jurisdiction in which such offer or solicitation is not authorised or to any person to whom it is unlawful to make such offer or solicitation, and no action is being taken to permit an offering of the Notes or the distribution of these Final Terms in any jurisdiction where such action is required.

An investment in the Notes involves certain risks. Prospective investors should carefully consider the risk factors included in the Base Prospectus and any complementary risk considerations included in these Final Terms prior to investing in the Notes. Each prospective investor should also carefully consider the tax considerations relating to the Notes included in the Base Prospectus and any other up-to-date tax considerations that would be relevant for such prospective investor.

Moreover, prospective investors and purchasers of Notes must inform themselves about all the relevant applicable and up-to-date restrictions, including but not limited to, selling and transfer restrictions relating to the Notes, prior to investing in the Notes.

In case of any doubt about the functioning of the Notes or about the risk involved in purchasing the Notes, prospective investors should consult a specialised financial advisor or abstain from investing. Each prospective purchaser of Notes must determine his investment decision based on its own independent review of the information included in the Base Prospectus and in this Final Terms.

1. (i) Issuer: BNP Paribas Fortis Funding (BP2F)
- (ii) Guarantor: Fortis Bank NV/SA
2. (i) Series Number: 742
- (ii) Tranche Number: 1
3. Currency or Currencies: EUR
4. Form: Bearer Notes
5. Principal Amount:
 - (i) Series: Minimum EUR 1,000,000 and maximum EUR 100,000,000
 - (ii) Tranche: Minimum EUR 1,000,000 and maximum EUR 100,000,000
6. Issue Price: 101.25 per cent. of the Principal Amount of Tranche
7. Specified Denominations and Units:
 - (i) Specified Denomination(s): EUR 1,000
 - (ii) Calculation Amount: EUR 1,000
 - (iii) Trading in Units: Not Applicable
 - (iv) Minimum Trading Size: EUR 1,000
8. (i) Issue Date: 20 January 2012
- (ii) Interest Commencement Date: Issue Date
9. Maturity Date: The Interest Payment Date falling in or nearest to January 2017
10. Interest Basis: Max [2.50%, Min (5.50%, EURIBOR 3 month)]
Floating Rate Notes
(further particulars specified below)
11. Redemption Amount: Principal Amount
(further particulars specified below)

12. Change of Interest or Redemption Amount: Not Applicable

13. Terms of redemption at the option of the Issuer/Noteholders or other Issuer's/Noteholders' option: Not Applicable

14. (i) Status of the Notes: Senior

(ii) Status of the Guarantee: Senior

PROVISIONS RELATING TO INTEREST (IF ANY) PAYABLE

15. Fixed Rate Note Provisions Not Applicable

16. Floating Rate Note Provisions Applicable

(i) Interest Payment Date(s): Interest will be paid quarterly in arrears on 20 April, 20 July, 20 October and 20 January in each year, starting on 20 April 2012 and ending on 20 January 2017, each of such dates being subject to adjustment in accordance with the Following Business Day Convention for which the Relevant Business Day is TARGET Settlement Day.

“Interest Period Dates” means 20 April, 20 July, 20 October and 20 January in each year, starting on 20 April 2012 and ending on 20 January 2017. The first Interest Period starts on 20 January 2012 and ends on 20 April 2012.

(ii) Interest Accrual Period: “Interest Accrual Period” means the period beginning on and including the Interest Commencement Date and ending on but excluding the first Interest Period Date and each successive period beginning on and including an Interest Period Date and ending on but excluding the next succeeding Interest Period Date.

(iii) Business Day Convention: Following Business Day Convention

(iv) Reference Banks: Not Applicable

(v) Spread (if applicable): Not Applicable

(vi) Spread Multiplier (if applicable): Not Applicable

(vii) Party responsible for calculating the Interest Rate(s) and Interest Amount(s) : Fortis Bank NV/SA

(viii) Relevant Time (if applicable): 11.00am Brussels time

(ix) Screen Rate Determination:

— Benchmark: EURIBOR 3 month

— Interest Determination Date(s): 2 TARGET Settlement Days prior to the first day in each Interest Period. The first Interest Determination Date will be 18 January 2012.

— Relevant Screen Page: Reuters Page EURIBOR01

— Relevant Financial Centre: TARGET2

(x) ISDA Determination: Not Applicable

(xi) Minimum Interest Rate: The Interest Rate shall be Calculated on the basis of

the following formula :

Max [2.50%, Min (5.50%, EURIBOR 3 month)] ,
leading to a Minimum Interest Rate of 2.50%

- (xii) Maximum Interest Rate: The Interest Rate shall be Calculated on the basis of the following formula :
Max [2.50%, Min (5.50%, EURIBOR 3 month)]
leading to a Maximum Interest Rate of 5.50%.
- (xiii) Day Count Fraction: 30/360 unadjusted
- (xiv) Fall back provisions, rounding provisions, denominator and any other terms relating to the method of calculating interest on Floating Rate Notes, if different from those set out in the Conditions: Not Applicable

17. **Zero Coupon Note Provisions** Not Applicable

18. **Index-Linked Interest Note/Equity-Linked Interest Note/Fund-Linked Note/other variable-linked interest Note Provisions** Not Applicable

PROVISIONS RELATING TO REDEMPTION

19. **Redemption at the option of the Issuer or other Issuer's option** Not Applicable

20. **Redemption at the option of the Noteholder or other Noteholder's option** Not Applicable

21. **Final Redemption Amount of each Note** EUR 1,000 per Calculation Amount

22. Redemption Amount

(i) Early redemption for taxation reasons and method of calculating the same (if required or if different from that set out in the Conditions): Applicable, the Conditions shall apply

(a) Redemption Amount of each Note payable on redemption: The Principal Amount of each Note

(b) Method of calculating (if required or if different from that set out in the Conditions): Not Applicable

(ii) Early redemption on event of default and method of calculating the same (if required or if different from that set out in the Conditions): Applicable, the Conditions shall apply

Redemption Amount of each Note payable on early redemption: The Principal Amount of each Note

(iii) Early redemption for other reasons (*specify*) and/or the method of calculating the same (if required or if different from that set out in the Conditions): Not Applicable

(a) Redemption Amount of each Note payable on redemption: Not Applicable

(b) Method of calculating (if Not Applicable required or if different from that set out in the Conditions):

23. Instalment Date(s) (if applicable): Not Applicable
24. Instalment Amount(s) (if applicable): Not Applicable
25. Unmatured Coupons to become void upon Applicable early redemption:

GENERAL PROVISIONS APPLICABLE TO THE NOTES

26. Form of Notes: Bearer Notes:
Temporary Global Note exchangeable for a Permanent Global Note which is exchangeable for Definitive Notes in the limited circumstances specified in the Permanent Global Note.
27. New Global Note: Applicable
28. Business Day Jurisdictions for Condition Not Applicable 6(g) and any special provisions relating to payment dates:
29. Talons to be attached to Notes and, if No applicable, the number of Interest Payment Dates between the maturity of each Talon:
30. Details relating to Redemption by Not Applicable Instalments: amount of each instalment, date on which each payment is to be made:
31. Consolidation provisions: Not Applicable
32. Exchange for Definitive Notes at the request the Holder (only in the circumstances foreseen in the of the holder at the expense of: Base Prospectus and as restricted by law)
33. Taxation: The provisions in Condition 7 of the Terms and Conditions of the Notes do apply
34. Other final terms: Not Applicable

INDEX LINKED NOTE PROVISIONS

35. **Index Linked Note Provisions** Not Applicable

EQUITY LINKED NOTE PROVISIONS

36. **Equity Linked Note Provisions** Not Applicable

FUND-LINKED NOTE PROVISIONS

37. **Fund-Linked Note Provisions:** Not Applicable

CREDIT-LINKED NOTE PROVISIONS

38. **Credit-Linked Note Provisions:** Not Applicable

DISTRIBUTION

39. (i) If syndicated, names of Managers: Not Applicable
- (ii) Date of Subscription Agreement: Not Applicable
- (iii) Stabilising Manager (if any): Not Applicable

40. If non-syndicated, name and address of Fortis Bank NV/SA, Montagne du Parc 3, 1000 relevant Dealer: Brussels
41. Total commission and concession: **Commissions paid by the Subscriber:**
Placement commission: The investors who are not qualified investors (as defined in the Prospectus Law¹) will bear a placement commission of 1.25% included in the Issue Price.
- Other commissions included in the Issue Price.**
For information, the Issuer and/or the Issuer's counterparty for the derivatives transaction included in the Notes will pay to BNP Paribas Fortis, the following commissions:
- a flat structuring fee of 0.05% of the Principal Amount payable on the Issue Date of the Notes; and
- a distribution and business provider fee of maximum 0.50% of the Principal Amount payable annually and up to the redemption of the Notes.
42. Whether TEFRA D or TEFRA C rules TEFRA D applicable or TEFRA rules not applicable:
43. Non-Exempt Offer: An offer of the Notes may be made by the Dealer other than pursuant to Article 3(2) of the Prospectus Directive in Belgium (“**Public Offer Jurisdictions**”) during the period from 15 December 2011 at 9.00 am until 13 January 2012 at 4.00 pm (“**Offer Period**”). See further item 11 of Part B below.
44. Additional selling restrictions: Not Applicable
45. Delivery Agent: Not Applicable

RESPONSIBILITY

The Issuer and the Guarantor accept responsibility for the information contained in these Final Terms.

Signed on behalf of the Issuer:
By:

By:

Signed on behalf of the Guarantor:
By:

By:

¹ Belgian Law dated 16 June 2006 on public offers of securities.

PART B – OTHER INFORMATION

1. LISTING AND ADMISSION TO TRADING

- (i) Listing and admission to trading: Not Applicable
- (ii) Estimates of total expenses related to Not Applicable admission to trading:

2. RATINGS

Ratings: The Notes to be issued have been rated by the following credit rating agencies:

S & P: AA- (Credit Watch Negative)

Moody's: A1 (Negative Outlook)

Fitch: A+ (Credit watch negative)

S&P: AA-:

AA: An obligation rated 'AA' differs from the highest-rated obligations only in small degree. The obligor's capacity to meet its financial commitment on the obligation is very strong.

Credit Watch Negative means a heightened probability of downgrade at short term of the rating.

Moody's: A1:

A : Obligations rated A are considered upper-medium grade and are subject to low credit risk.

Moody's appends numerical modifiers 1, 2, and 3 to each generic rating classification from Aa through Caa. The modifier 1 indicates that the obligation ranks in the higher end of its generic rating category; the modifier 2 indicates a mid-range ranking; and the modifier 3 indicates a ranking in the lower end of that generic rating category.

Negative Outlook means a possible downgrade of the rating.

Fitch: A+:

A: High credit quality.

'A' ratings denote expectations of low default risk. The capacity for payment of financial commitments is considered strong. This capacity may, nevertheless, be more vulnerable to adverse business or economic conditions than is the case for higher ratings.

The modifiers "+" or "-" may be appended to a rating to denote relative status within major rating categories. Such suffixes are not added to the 'AAA' Long-term rating category, to categories below 'CCC', or to Short-term ratings other than 'F1'. (The +/- modifiers are only used to denote issues within the CCC category, whereas issuers are only rated CCC without the use of modifiers.)

Rating Watches indicate that there is a heightened probability of a rating change and the likely direction of such a change. These are designated as "Positive", indicating a potential upgrade, "Negative", for a potential downgrade, or "Evolving", if ratings may be raised, lowered or affirmed. However, ratings that are not on Rating Watch can be raised or lowered without being placed on Rating Watch first, if circumstances warrant such an action.

A Rating Watch is typically event-driven and, as such, it is generally resolved over a relatively short period. The event driving the Watch may be either anticipated or have already occurred, but in both cases, the exact rating implications remain undetermined. The Watch period is typically used to gather further information and/or subject the information to further analysis. Additionally, a Watch may be used where the rating implications are already clear, but where a triggering event (e.g. shareholder or regulatory approval) exists. The Watch will typically extend to cover the period until the triggering event is resolved or its outcome is predictable with a high enough degree of certainty to permit resolution of the Watch.

the above mentioned ratings are the credit Yes ratings assigned to the Programme:

the above mentioned ratings are specific No credit ratings only assigned to this Tranche of Notes:

3. INTERESTS OF NATURAL AND LEGAL PERSONS INVOLVED IN THE OFFER

Save as disclosed in “Plan of Distribution”, so far as the Issuer and the Guarantor are 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

- (i) Reasons for the offer: See “Use of Proceeds” wording in Base Prospectus
- (ii) Estimated net proceeds: 100% of the Principal Nominal Amount
- (iii) Estimated total expenses: None

5. *Fixed Rate Notes only* — **YIELD** Not Applicable

6. *Floating Rate Notes only* — **HISTORIC INTEREST RATES**

Details of historic EURIBOR 3 month rates can be obtained from Reuters Page EURIBOR01.

The Issuer won't publish any post issuance information on the Notes or on the Underlying.

7. Index-linked or other variable-linked Notes only – **PERFORMANCE OF INDEX/SHARE(S)/FUND INTEREST(S)/FORMULA/OTHER VARIABLE, – EXPLANATION OF EFFECT ON VALUE OF INVESTMENT AND ASSOCIATED RISKS AND OTHER INFORMATION CONCERNING THE UNDERLYING (TO BE INCLUDED FOR DERIVATIVE SECURITIES TO WHICH ANNEX XII TO THE PROSPECTIVE DIRECTIVE REGULATIONS APPLIES)**

Not Applicable

8. *Dual Currency Notes only* — **PERFORMANCE OF RATE[S] OF EXCHANGE AND EXPLANATION OF EFFECT ON VALUE OF INVESTMENT**

Not Applicable

9. **Derivatives only – OTHER INFORMATION CONCERNING THE SECURITIES TO BE OFFERED**

Not applicable

10. OPERATIONAL INFORMATION

- (i) ISIN Code: XS0712091130
- (ii) Common Code: 071209113
- (iii) Intended to be held in a manner which No would allow Eurosystem eligibility:
- (iv) X/N Note intended to be held in a Not Applicable manner which would allow Eurosystem eligibility²:
- (v) Any clearing system(s) other than Not Applicable Euroclear Bank S.A./N.V. and Clearstream Banking Société Anonyme and the relevant identification number(s):
- (vi) Delivery: Delivery against payment

² Only applicable in relation to X/N Notes issued by Fortis Bank NV/SA

- (vii) Names and addresses of additional Paying Agent(s) (if any): BNP Paribas Securities Services, Luxembourg Branch (“**BP2S**”) 33, Rue de Gasperich Howald, Hesperange L-2085 Luxembourg Grand Duchy of Luxembourg
- (viii) Name and address of Calculation Agent: Fortis Bank SA/NV, Montagne du Parc 3, 1000 Brussels
- (x) Total amount of the offer: Minimum EUR 1,000,000 and maximum EUR 100,000,000
- (xi) An offer to the public: An offer to the public will be made in Belgium from (and including) 15 December 2011 at 9.00 am to (and including) 13 January 2012 at 4.00 pm, subject to an early termination of the subscription period – see item 11(iv) of Part B below.

11. TERMS AND CONDITIONS OF THE OFFER

- (i) Offer Price: The investors who are not Qualified Investors (as defined in the Prospectus Law³) will pay the Issue Price that includes a commission (see item 41 of Part A.)

The Qualified Investors will pay the Issue price of the Principal Amount of Notes they have purchased less a discount, such resulting price being subject to change during the Offer Period based among others on (i) the evolution of the credit quality of the Issuer (credit spread), (ii) the evolution of interest rates, (iii) the success (or lack of success) of the placement of the Notes, and (iv) the amount of Notes purchased by an investor, each as determined by the Dealer in its sole discretion.

- (ii) Conditions to which the offer is subject: The Issuer or the Guarantor reserves the right to withdraw the present offer, if the minimum amount is not placed or if there are market or other disruptions not enabling a smooth settlement of the Notes, as determined by the Issuer or the Guarantor in its sole discretion.

Moreover, the offer of the Notes is subject to the following conditions:

- there has been no such a change in national or international financial, political or economic conditions or currency exchange rates or exchange controls as would in the view of the Issuer or the Dealer be likely to prejudice materially the success of the offering and distribution of the Notes or dealings in the Notes in the secondary market; and
- there has been no adverse change, financial or otherwise in the condition or general affairs of the Issuer and/or the Guarantor as determined by the

³ Loi relative aux offres publiques d'instruments de placement et aux admissions d'instruments de placement à la négociation sur des marchés réglementés du 16 juin 2006/ Wet op de openbare aanbieder van beleggingsinstrumenten en de toelating van beleggingsinstrumenten tot de verhandeling op een gereglemeerde markt van 16 juni 2006.

Dealer in its sole discretion.

- (iii) Description of the application process: An offer to the public will be made in Belgium from (and including) 15 December 2011 at 9.00 a.m. to (and including) 13 January 2012 at 4.00 p.m. (Brussels time) subject to any early closing of the Offer Period.
- (iv) Description of possibility to reduce subscriptions and manner for refunding excess amount paid by applicants: In case of early termination of the subscription period due to oversubscription or to changes in market conditions as determined by the Dealer or the Issuer in its sole discretion, allotment of the Notes will be made based on objective allotment criteria according to which the subscriptions will be served in the chronological order of their receipt by the Dealer and, if required, the last subscription will be reduced in order to correspond with the total amount of Notes that will be issued. Any payments made in connection with the subscription of Notes and not allotted will be redeemed within 7 Brussels Business Days (i.e., days on which banks are open for general business in Brussels) after the date of payment and the holders thereof shall not be entitled to any interest in respect of such payments.
- By subscribing to or otherwise acquiring the Notes, the holders of the Notes are deemed to have knowledge of all the Terms and Conditions of the Notes and to accept the said Terms and Conditions.
- (v) Details of the minimum and/or maximum amount of application: Total amount of the offer: Minimum EUR 1,000,000 and maximum EUR 100,000,000.

The criteria in accordance with which the final aggregate nominal amount of the Notes will be determined by the Issuer are the following: (i) the funding needs of the Issuer, which could evolve during the Offer Period for the Notes, and which may also depend on the funding needs of the entity to which the Issuer will lend the proceeds of the Notes (ii) the levels of the interest rates and the credit spread of the Issuer and of the Guarantor on a daily basis, (iii) the level of demand from investors for the Notes as observed by the Dealer on a daily basis, (iv) the occurrence or not of certain events during the Offer Period of the Notes giving the possibility to the Issuer and/or the Dealer to early terminate the Offer Period or not to proceed with the offer and the issue in accordance with section "Conditions to which the offer is subject" and (v) the fact that the Notes, if issued, will have a minimum aggregate amount of EUR 1,000,000 and a maximum of EUR 100,000,000. The final aggregate nominal amount shall be published as soon as possible after the end (or the early closing) of the Offer Period on the following website www.bnpparibasfortis.be/emissions.

Minimum subscription amount per investor: EUR

1,000

Nevertheless, the Issuer reserves the right to modify the total aggregate nominal amount of the Notes to which investors can subscribe, to close earlier the subscription period and to cancel the planned issue, being understood that in the later case no Notes will be issued. Such an event will be published in the same way the Final Terms and the Base Prospectus will be published in relation to the Notes and, in case of Notes which are admitted to listing on the official list and to trading on the regulated market of the Luxembourg Stock Exchange (so long as such Notes are admitted to listing on the official list and to trading on the regulated market of the Luxembourg Stock Exchange and the rules and regulations of that exchange so require), on the website of the Luxembourg Stock Exchange.

- (vi) Details of the method and time limits for paying up and delivering the Notes: Payment of the Notes must be received at the latest on or before the Issue Date by debit of a cash account.

The delivery of the Notes will take place as described in the Base Prospectus and this Final Terms. On or about the Issue Date, the relevant securities account of each Noteholder will be credited of the relevant amount of Notes purchased.

- (vii) Manner in and date on which results of the offer are to be made to the public: The results of the offer of the Notes will be published as soon as possible on the website www.bnpparibasfortis.be/emissions

- (viii) Procedure for exercise of any right of pre-emption, negotiability of subscription rights and treatment of subscription rights not exercised: Not Applicable

- (ix) Categories of potential investors to which the Notes are offered and whether tranche(s) have been reserved for certain countries: See item 7(iii).

- (x) Process for notification to applicants of the amount allotted and the indication whether dealing may begin before notification is made; The Noteholders will be directly notified of the number of Notes which has been allotted to them as soon as possible after the Issue Date (See also above the manner and date in which results of the offer are to be made public).

- (xi) Amount of any expenses and taxes specifically charged to the subscriber or purchaser: A. Placement, selling and distribution commissions
(i) Placement commission: see Part A item 41.
(ii) The subscribers who are Qualified Investors may bear (if any) a selling and distribution commission included in the Offer Price (see item 11 (i) of the Part B)

B. Legal, administrative and other costs relating to the issue of the Notes and amounting to minimum EUR 0 (these costs, if any, are included in the pricing of the Notes);

C. Costs for the subscribers relating to holding of

the Notes on a securities account: free of charge
at Fortis Bank NV/SA

D. Financial service: free of charge at Fortis Bank
NV/SA .

- (xii) Name(s) and address(es), to the extent Fortis Bank NV/SA, Montagne du Parc 3, 1000 known to the Issuer, of the placers in Brussels the various countries where the offer takes place.