

# BNP PARIBAS AMERICAS AT A GLANCE



**BNP PARIBAS**

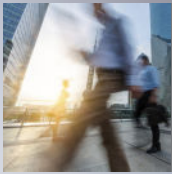
The bank for a changing world



# OUR PRESENCE IN THE AMERICAS

A leading European bank with a global reach, BNP Paribas has a strong and diversified presence in the Americas that supports our clients as they face change.





# NORTH AMERICA BUSINESS LINES & SOLUTIONS

At BNP Paribas, we are committed to being your partner in this changing world, drawing upon expertise built over 160 years and a global presence spanning 74 countries and more than 189,000 employees<sup>1</sup>. The Bank offers a comprehensive range of banking and investment advisory services through two core businesses: Corporate & Institutional Banking and Retail Banking and Services (comprised of Domestic Markets and International Financial Services).

In North America, the Bank's largest market after France, our 16,000 employees are dedicated to providing you with the innovative banking solutions you need to move forward into the future with confidence.

<sup>1</sup> As of March 31, 2016

## Corporate and Institutional Banking



**3,500**  
CIB employees  
in North America

**10**  
Locations in  
US and Canada

Global reach with  
offices in more than  
**45**  
countries

### Financial Institutions Coverage

#### Global Markets

- Credit
- Debt Syndicate & FIC Origination
- FX
- Commodity Derivatives
- G10 Rates
- Equity Derivatives
- Prime Solutions and Financing

#### Securities Services

### Corporate Coverage

#### Financing Solutions

- Corporate Debt
- Structured Debt
- Trade & Treasury Solutions

#### Advisory

## Retail Banking & Services



**12,000**  
employees

More than  
**650** branches  
and business  
centers

Nearly  
**3.5** million  
customers

## International Financial Services



**175**  
employees in  
North America

**10**  
Locations in  
US and Canada



# LATIN AMERICA

BNP Paribas has been in Latin America since 1914, when it opened a representative office in Argentina. Today BNP Paribas is present in six Latin America countries with nearly 3,800 employees across the two core businesses, Corporate & Institutional Banking and Retail Banking and Services.

**546**

CIB employees

**1092**

Arval and Personal Finance employees

**2038**

Retail Banking & Services Employees

## Business Lines & Solutions



**BNP PARIBAS**  
CORPORATE & INSTITUTIONAL BANKING



**BNP PARIBAS**  
WEALTH MANAGEMENT



**BNP PARIBAS**  
PERSONAL FINANCE



**BNP PARIBAS CARDIF**  
LIFE INSURANCE



**ARVAL**  
BNP PARIBAS GROUP



**BNP PARIBAS**  
SECURITIES SERVICES



**BNP PARIBAS**  
INVESTMENT PARTNERS



# AWARD WINNING SERVICE

BNP Paribas is focused on building and growing relationships with clients through dedicated coverage teams for corporate and institutional clients as well as investor relationship management support, enabling the Bank to provide integrated services across a comprehensive range of products.



World's Best Bank  
Euromoney, 2016



Americas Derivatives House of the Year, Interest Rate Derivatives House of the Year, Latin America Derivatives House of the Year and Credit Derivatives House of the Year; GlobalCapital Americas Derivatives Awards, 2016



Base Metals House of the Year, Energy Risk Awards, 2016



Best Securitization & Structured Finance Deal in Americas, The Banker, 2015



Technology Vendor of the Year (Bank) and Latin America House of the Year, Structured Products Americas Awards, 2016



Best Broker-Dealer - Client Service and Best Clearing/Settlement, Wall Street Letter Institutional Trading Awards, 2013-2015



Bank of the West: Best Commercial Bank & Best Private Bank in the Western U.S., World Finance Magazine, 2015



No. 1 Ranking among Global Prime Brokers Four Years Running: Global Custodian Survey 2012-2015



# ABOUT THE BNP PARIBAS GROUP

## LEADING BANK IN THE EUROZONE AND PROMINENT INTERNATIONAL BANKING INSTITUTION

Whether in North America, Europe or across the globe, BNP Paribas is committed to providing clients with the banking solutions they need to achieve their goals.

**189,000**  
employees

**75**  
countries

### GROUP FACTS & FIGURES

EUR **42.9**  
Billion

Revenue for 2015

EUR **7.3**  
Billion

Net Income Attributable to Equity Holders  
Excluding Exceptional Items for 2015

**11%**  
core tier 1  
ratio

as of 3/31/16

### RATINGS

**A**

Standard & Poor's  
Last Review  
March 11, 2016

**A+**

Fitch  
Last Review  
December 8, 2015

**A1**

Moody's  
Last Review  
May 28, 2015



# CORPORATE SOCIAL RESPONSIBILITY

For the Group, being a responsible bank means living up to its economic responsibilities and working to finance projects for its clients, as well as being committed to the communities that surround us.

Our CSR policy is structured around four pillars:

**Our ECONOMIC responsibility**

**Our SOCIAL responsibility**

**Our CIVIC responsibility**

**Our ENVIRONMENTAL responsibility**



€15 billion in financing committed to the renewable energy sector



Ranked 1st for CSR in the French banking sector by Vigeo (2nd in Europe) in 2015, and No. 2 "Greenest Bank" by Bloomberg Markets 2014



Listed as one of the 'Global 100 Most Sustainable Corporations in the world', a ranking that gathers the 100 most performing companies regarding sustainable development



More than 1,400 employees participated in over 4,500 hours of volunteer service in 2015



€227 million invested to support social entrepreneurship and microfinance



\$55 million spent on culture, health, education, solidarity, and the environment, \$10 million spent in the US



# TENNIS & THE ARTS

SUPPORTING TENNIS FOR OVER 40 YEARS

# WEARETENNIS.COM



BNP Paribas Open  
in Indian Wells, CA



Bank of the West Classic  
in Palo Alto, CA



BNP PARIBAS SHOWDOWN  
in NYC



The Davis Cup and Fed Cup  
by BNP Paribas



We Are Tennis  
Fan Academy

## PRESERVING AND SHOWCASING OUR CULTURAL HERITAGE



Museum of Modern Art  
(MoMA)



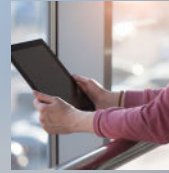
Whitney Museum of  
American Art



California Academy  
of Sciences



Alonzo King  
LINES Ballet



## CONTACT US

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