

# BNP PARIBAS AMERICAS AT A GLANCE



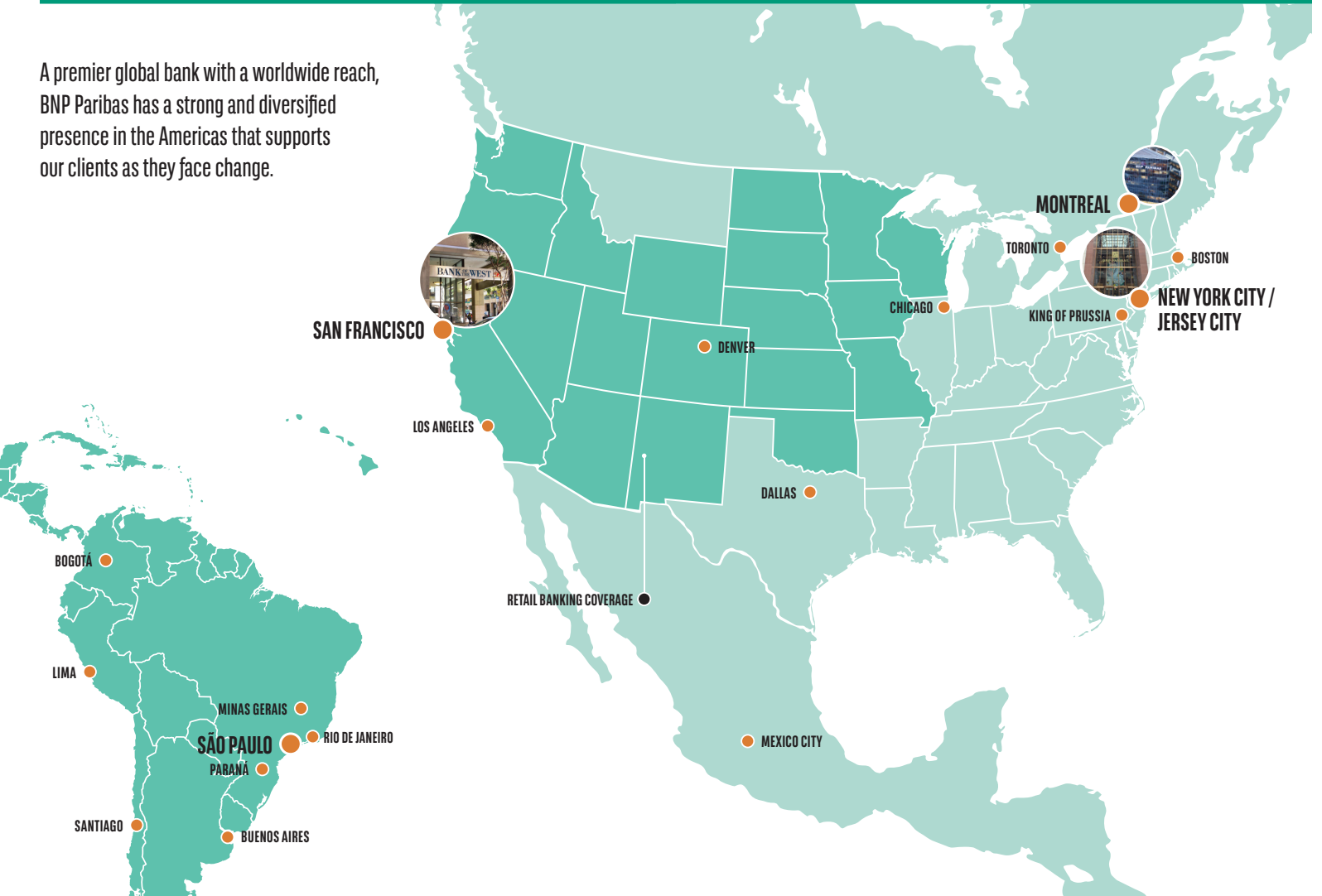
**BNP PARIBAS**

The bank for a changing world



# OUR PRESENCE IN THE AMERICAS

A premier global bank with a worldwide 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 72 countries and more than 202,000 employees<sup>1</sup>. The Bank offers a comprehensive range of banking, investment and financial services solutions through two core businesses: Corporate & Institutional Banking and Retail Banking and Services (comprised of Domestic Markets and International Financial Services).

## Corporate and Institutional Banking



**4,200**

CIB employees  
in North America

**10**

Locations in  
US and Canada

Global reach with  
offices in more than  
**56**  
countries

### Financial Institutions Coverage

#### Global Markets

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

#### Securities Services

### Global Banking Coverage

- North America Corporate Coverage
- Investment Banking Groups
- Advisory Execution

### Global Banking Businesses

- Trade & Treasury Solutions
- Global Credit Markets
- Credit & Portfolio Management

In North America, the Bank's largest market after France, our 15,000 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 December 31, 2018

## Retail Banking & Services



**10,500**  
employees

More than  
**600** branches  
and business  
centers

Over  
million  
**2**  
customers

## International Financial Services



**150**  
employees in  
North America

EUR **399**  
Billion AUM\*

\*BNP Paribas Asset Management also advises EUR 138 billion bringing total assets under management and advisory to EUR 537 billion as of 12/31/2018.



# 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 4,000\* employees across the two core businesses, Corporate & Institutional Banking and Retail Banking and Services.

\* Includes group functional employees

**500**  
Domestic Markets  
employees

**625**  
CIB  
employees

**2560**  
International Financial  
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**  
ASSET MANAGEMENT



# 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 solutions.



World's Best Bank For Sustainable Finance



Latin America Derivatives House of the Year  
and Structured Products House of the Year,  
Global Capital Americas 2019



Derivatives House of the Year,  
Credit Derivatives House of the Year,  
Currency Derivatives House of the Year,  
Interest Rate Derivatives House of the Year,  
RISK Awards 2019



Best Private Bank in the World and  
Best Bank for Trade Finance,  
Global Finance, 2018



Most Innovative Investment Bank  
for Equity Derivatives,  
Most Innovative Investment Bank  
for Structured Investor Products,  
The Banker, 2018



Best Fund Accounting -  
Hedge Fund Administration,  
Global Custodian, 2018



# CORPORATE SOCIAL RESPONSIBILITY

At the heart of BNP Paribas' commitment is a real ambition and key imperative to corporate social responsibility, ethics, diversity and inclusion, and the promotion of human rights in the countries where we do business.

Our CSR policies express our responsibility toward:

<b>The ECONOMY</b>	<b>Our PEOPLE</b>	<b>The COMMUNITY</b>	<b>The ENVIRONMENT</b>
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€155 billion (as of 2018) dedicated to the Energy Transition and achievement of the UN SDGs

€15 billion in financing committed to the renewable energy sector by 2020



Listed #24 as the first European Bank in Corporate Knight's "Global 100 Most Sustainable Corporations in the World"

"Most Innovative Investment Bank for Climate Change and Sustainability" in 2018 by The Banker



Over \$1 billion in support of microfinance and social entrepreneurship



1,500 volunteers giving nearly 4,500 hours of community service in the US in 2018



\$50 million spent on the Arts, Solidarity and the Environment; \$12 million spent in the US



Listed in the Dow Jones World & Europe Sustainability Indexes



# TENNIS & THE ARTS

## SUPPORTING TENNIS FOR OVER 40 YEARS

# WEARETENNIS.COM



BNP Paribas Open in Indian Wells, CA



CityParks Tennis in New York, NY



The Fed Cup by BNP Paribas



Team BNP Paribas MAC1

## PRESERVING AND SHOWCASING OUR CULTURAL HERITAGE



Museum of Modern Art (MoMA)



Whitney Museum of American Art



California Academy of Sciences



Alonzo King LINES Ballet



Les Grands Ballets Canadiens de Montréal



# ABOUT 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.

**202,000**  
employees

**72**  
countries

### GROUP FACTS & FIGURES

EUR **42.5**  
Billion

Revenue for 2018

EUR **7.8**  
Billion

Net Income Attributable to Equity Holders  
Excluding Exceptional Items for 2018

**11.7%**  
core tier 1  
ratio

as of 3/31/19

### RATINGS

**A+/A-1**

Standard & Poor's  
Last Review  
May 4, 2019

**AA-/F1+**

Fitch  
Last Review  
June 6, 2019

**Aa3/  
Prime-1**

Moody's  
Last Review  
September 27, 2017



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