

BNP PARIBAS IN SPAIN



BNP PARIBAS

The bank for a changing world

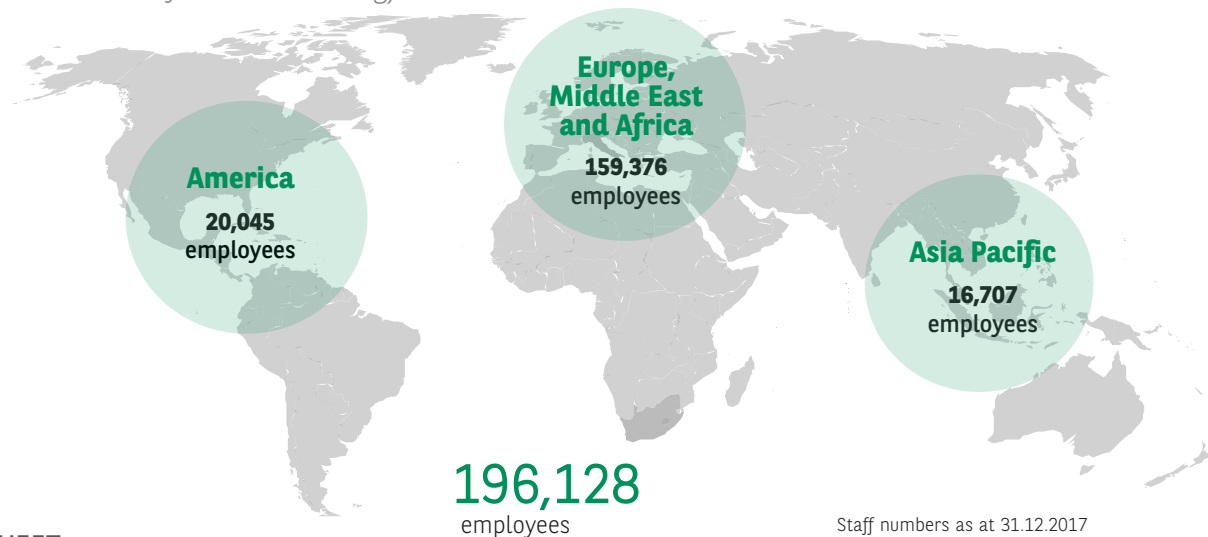
ABOUT BNP PARIBAS

A FINANCIAL ENTITY THAT PROVIDES SERVICES TO ITS CLIENTS WORLDWIDE

BNP Paribas is one of the largest and most stable financial institutions in the world with a presence in **73 countries** and 196,128 employees, including 159,376 in Europe. The Group has four domestic markets (Belgium, France, Italy and Luxembourg).

N°1

BNP Paribas has been named "World's Best Bank in Sustainable Finance" in 2018



Staff numbers as at 31.12.2017

A ROCK SOLID BALANCE SHEET

High CET1 solvency ratio
Fully-loaded Basel 3

11,8%

A strong liquidity position

€285bn

BNP Paribas holds key positions in its two core activities: **Corporate & Institutional Banking and Retail Banking & Services** (comprised of Domestic Markets and International Financial Services).

In its Corporate & Institutional Banking and International Financial Services activities, BNP Paribas also enjoys top positions in Europe, a strong presence in America and solid and fast-growing businesses in Asia-Pacific.

BNP Paribas is rolling out its integrated Retail Banking model across Mediterranean basin countries, Turkey, Eastern Europe and a large network in the western part of the United States.

€43,161 million
revenues in 2017

€7,759 million
net income attributable to equity holders

73
countries

STRONG PRESENCE IN THE SPANISH MARKET

BNP Paribas is the **leading international bank in Spain** by revenues, volume of assets and its wide range of products and services.

The Group has 3,900 employees and offices and points of sale throughout the Spanish geography. BNP Paribas **provides services to close to 1,750 corporate and institutional clients and 2,700,000 individual clients** in its two core activities: Corporate & Institutional Banking and Retail Banking & Services. It also has a leading position in many business lines:

- ① International bank in syndicated loans for corporates
- ① Settlement and administration of securities
- ① Financed and acquired vehicles in Spain through Arval

Leader in consumer finance through Cetelem

BNP Paribas started its activity in Spain in the mid-nineteenth century financing Spanish infrastructures. The Group participated in the creation of Banco Hipotecario in 1872 and Banco Español de Crédito (Banesto) in 1902. The Bank has been fully operative since 1979.

**“A leading group in
the Spanish market
that provides
international
financial services
to corporates,
institutions,
individuals and
investors”**

196,128

employees

3,900

employees in Spain

1,750

corporate clients

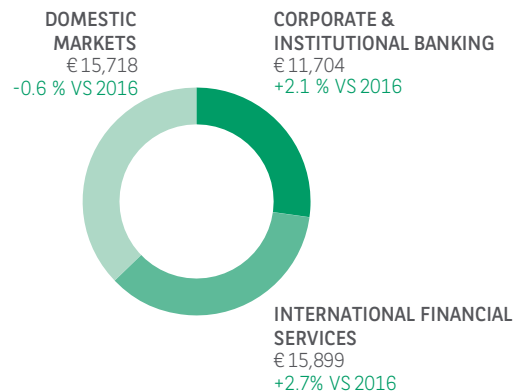
2,700,000

Individual clients

“A well balanced and diversified business mix to support client projects in a comprehensive manner”

A balanced business model

International revenues in 2017 (million euros)



IN SPAIN

CORPORATE & INSTITUTIONAL BANKING

Corporate Banking
Global Markets
Securities Services

1

International bank in syndicated loans for corporates

2

M&A by volume of closed deals

1

Settlement and administration of securities

RETAIL BANKING & SERVICES

1. INTERNATIONAL FINANCIAL SERVICES

Private Banking - BNP Paribas Wealth Management

Asset Management - BNP Paribas Asset Management

Insurance - BNP Paribas Cardif

Real Estate - BNP Paribas Real Estate

Consumer Finance - Cetelem

2. DOMESTIC MARKETS

Internet Brokerage - BNP Paribas Personal Investors

Vehicle Management Service - Arval

Financial & Operating Leases - BNP Paribas Leasing Solutions

Factoring - BNP Paribas Factor

Mortgage Financing - UCI

1

Financed and acquired vehicles through Arval

Leader in consumer finance through Cetelem



**CORPORATE &
INSTITUTIONAL BANKING**

CORPORATE & INSTITUTIONAL BANKING

CORPORATE & INSTITUTIONAL BANKING

BNP Paribas Corporate & Institutional Banking provides services to corporates, multinationals and financial institutions with an integrated business model based on the following activities:

TREASURY, FINANCE AND ADVISORY

Corporate Finance: strategic advisory, mergers & acquisitions and equity capital markets.

Financing Solutions across the loan, investment-grade bond and high-yield bond markets. A full service platform that comprises origination and structuring to syndication and distribution across all sectors.

Treasury Solutions: cash management, trade finance and corporate deposits.

GLOBAL MARKETS

Equity derivatives, G10 rates, forex and local markets, commodity derivatives, credit and prime solutions & financing.

SECURITIES SERVICES

Delivering integrated solutions across the asset servicing value chain:

Custody, clearing and settlement: Local and global Custody, Clearing and Settlement, depositary bank & trustee services, Fund accounting and compliance, Depositary bank, Outsourcing solutions: Middle and back office, Fund distribution services.

Market and financing services: Collateral Management, Cash Management and liquidity solutions, Cash financing solutions, Foreign currency and passive currency overlay, Securities Lending.

Corporate trust services: Debt trust services, Equity trust services, Registrar Services, Employees Shareholding and stock options schemes.

Positioning 2017

N°1
most innovative investment bank in sustainability, according to The Banker

N°1
in corporate bond issues, according to Global Capital

N°1
green bonds issues for corporates, according to Environmental Finance

N°1
bookrunner by number of syndicated loans, according to Dealogic

N°1
equity analysis and trading, according to Extel – Exane BNP Paribas

N°1
Global Custodian Award Leader of the sector 2018 – Publishers' selection

Signatory of the Principles of Responsible Investment and Usage of the Environmental, Social and Corporate Government Criteria (ASG)

900
employees

1,750
corporate clients

€14,400
million assets

CORPORATE & INSTITUTIONAL BANKING

PRESENCE IN SPAIN

BNP Paribas Corporate & Institutional Banking has been operating in Spain since the sixties. It provides services to close to 1,750 corporate and institutional clients in Spain, with a volume of assets of €14,400 million; €327,000 million of assets under custody; €35,300 million of assets on deposit and €10,000 million of assets under administration in 670 funds and investment vehicles for more than 50 asset managers and 5,2 million transactions settled.

BNP Paribas CIB has 900 employees in Spain, 260 providing services in treasury, finance & advisory and global markets through its offices in Madrid, Barcelona, Bilbao and A Coruña; and 290 employees offer securities services through its offices in Madrid and Barcelona. Besides, the Group has in Spain several international hubs: the Financial Service Center for EMEA, the IT and Guarantees for Europe and the global product management team for Corporate Trade & Treasury Solutions, with a total of 350 employees.

BNP Paribas Corporate & Institutional Banking provides services around the world to 13,000 corporate and institutional clients with close to 32,300 employees and 220 business centres in 57 countries.

€327,000

million assets under custody

€35,300

million assets on deposit

€10,000

million assets under administration

Positioning 2017

Nº1

by number of corporate bond deals for High Yield corporates and

Nº3

in corporate bonds deals for Investment Grade corporates

Nº1

international bank in syndicated loans for corporates in Spain, according to Dealogic

Nº1

by volume of closed M&A transactions in Iberia, according to Mergermarkets

Nº3

in custody of assets in Spain

Award Top Performer by Global Custodian for 25 consecutive years

cib.bnpparibas.com
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securities.bnpparibas.com
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**RETAIL BANKING &
SERVICES**

1. INTERNATIONAL FINANCIAL SERVICES

PRIVATE BANKING

The private banking model of BNP Paribas Wealth Management seeks to build lasting relationships with its clients, satisfying all their needs through a wide range of financial and wealth solutions thanks to a professional team that combines global capabilities and experience with local knowledge and adaptability. All of that with a double objective: maximizing returns over time and through successive generations. BNP Paribas Wealth Management also has a specialised team dedicated to key clients.

BNP Paribas Wealth Management provides a wide range of financial and wealth planning services:

Financial services:

- Discretionary Portfolio Management
- Investment Solutions: advisory in equity, fixed income, investment funds, structured products, forex, etc.
- Financing Solutions

Wealth planning services:

- Real Estate advisory
- Tax & Estate Planning
- Corporate Finance Solutions
- Advisory in Art, Philanthropy, etc.

PRESENCE IN SPAIN

In Spain, BNP Paribas Wealth Management has 6 offices (Madrid, Barcelona, Valencia, Bilbao, Sevilla and San Sebastián) and 155 employees, including 50 private bankers who provide services to 2,500 groups of clients.

The entity manages a total volume of assets of 7,700 million euros in Spain and 364,000 million euros worldwide (December 2017).

155

employees

2,500

group of clients

7,700

million assets under management

6

offices

Positioning 2017

Nº1

Private Banking in Europe, according to Private Banker International 2017 for the seventh consecutive year

Nº1

Private Banking and Best UHNW Team in Europe according to Wealth Briefing Europe Awards 2016

Nº1

best philanthropic offer according to Private Banker International London Awards 2017

Nº1

most innovative service offer according to Private Banker International Global Awards 2017

wealthmanagement.
bnpparibas.es
Tel · +34 91 388 83 01



1. INTERNATIONAL FINANCIAL SERVICES

ASSET MANAGEMENT

The entity has extensive experience of more than 25 years in the asset management industry and it has close to 566,000 million euros in assets under management (as of 31 December 2017). BNP Paribas Asset Management offers a wide range of active, passive and quantitative investment solutions that cover a wide range of asset classes and geographical regions available through its range of funds registered with the CNMV.

Its investment philosophy is focused on providing superior risk-adjusted returns, searching for the best investment opportunities and keeping a rigorous risk control.

PRESENCE IN SPAIN

BNP Paribas Asset Management operates in Spain since 1987 and is based in Madrid. It has agreements with financial institutions, mainly private banks and asset managers, in addition to institutional investors, insurance companies, banks and large companies. The entity has 3,600 million euros in assets (31/12/2017).

Through its nearly 700 investment professionals and 600 of its commercial network and customer service, BNP Paribas Asset Management serves individual investors, companies and institutions in 33 countries.

BNP Paribas Asset Management has a very active presence on social networks.

Positioning 2017

Nº 7

Asset Manager in Europe

Since **1987**
operates in Spain

€3,600
million assets

33
countries

bnpparibas-am.es
Tel · +34 91 388 88 92

1. INTERNATIONAL FINANCIAL SERVICES

INSURANCE

BNP Paribas Cardif is a global provider of insurance solutions specialised in the distribution of payment and individual protection insurances through agreements with partners leaders in the finance, retail or telecommunications sectors.

Its business model is based on a spirit of cooperation shared with its distributors that places the generation of value for their final clients at the heart of its activity. BNP Paribas Cardif is a specialist in global management of campaigns with a multichannel approach.

The entity provides mainly the following services:

- Payment protection insurance
- Accident protection insurance
- Asset protection insurance
- Individual protection insurance
- Car protection insurance
- Extended warranty insurance

PRESENCE IN SPAIN

BNP Paribas Cardif, with presence in about 40 countries, began its activity in Spain in 1989. Currently, it has 100 employees in its Madrid office and manages more than 2,000,000 policies. In 2017, the entity generated 233 million euros in premiums in Spain.

Positioning 2017

Pioneer in the worldwide payment protection market and leader in insurance solutions for individuals and their properties

Since **1989**
operates in Spain

100
employees

2,000,000
policies

€233
million in premiums

bnpparibascardif.es
Tel · +34 91 590 30 01

1. INTERNATIONAL FINANCIAL SERVICES

REAL ESTATE

BNP Paribas Real Estate provides its services during the entire real estate life cycle:

- **Transaction:** advice on renting, buying, selling and investing in any real estate asset
- **Consulting:** optimizing the return on a property
- **Valuation:** according to national and international standards
- **Property Management:** comprehensive residential and commercial properties management
- **Investment Management:** structuring and management of real estate portfolios

Besides, it has the support of its Client Relations and Research team for the study and analysis of the markets.

PRESENCE IN SPAIN

BNP Paribas Real Estate is present in Spain since 1988, where it has 125 employees and 3 delegations. The entity has intermediated more than 290 operations in our country in 2017, valued more than 4.2 million sqm and managed about 1.2 million sqm.

Positioning 2017

One of the leading international real estate providers

Nº1

Real estate auctions in Spain

Nº3

in European logistics-industrial investment, according RCA

125
employees

290
intermediated operations

1,2 million sqm
under management

4,2 million sqm
valuated

1. INTERNATIONAL FINANCIAL SERVICES

CONSUMER FINANCE

Cetelem is a global provider specialist in consumer credit. It offers personal loans and credit cards through 3 channels:

- Point of sales. Cetelem is a financial partner of the leading distribution companies of consumer products (furniture, technology, household appliances...)
- Dealerships in the motoring world (cars, motorbikes, caravans...)
- Directly to individuals, through Internet and telephone.

Cetelem is a reference for information and analysis of consumption in Spain thanks to its studies of El Observatorio Cetelem (www.elobservatoriocetelem.es) that in 2017 celebrated its 20th anniversary.

The entity is committed to innovation, providing multichannel and digital access to credit, as well as to responsible lending (www.creditoresponsable.com), and promotes financial education and domestic economy management (www.domesticatueconomia.es).

PRESENCE IN SPAIN

Cetelem operates in Spain since 1988, where it has 1,300 employees who provide services to 2.5 million clients through 7,000 points of sale and a network of 3,000 vehicle dealerships. It has 1.4 million credit cards and a credit portfolio of 5,300 million euros.

Cetelem belongs to BNP Paribas Personal Finance, which carries out its activity in 30 countries of 4 continents, providing services to 27 million clients.

1,300

employees

2,500,000

clients

10,000

points of sale

1.4 million

credit cards

Positioning 2017

Recognition

Certified as Top Employer 2018, for the fourth consecutive year, according to Top Employers Institute

2. DOMESTIC MARKETS

ONLINE BROKERAGE AND DMA

BNP Paribas Personal Investors provides saving and investment services and online trading to corporate, institutional and individual clients.

Services for corporate and institutional clients:

- Routing services to allow direct access to markets with different platforms
- Access to the main financial markets and MTFs
- Institutional brokerage with over 20 years experience
- Treasury stock management, liquidity provider and stabilization agent
- Services to asset managers and issuers as member of the MAB (Mercado Alternativo Bursátil): counterparty member of SICAVs, liquidity provider of SOCIMIS and growing companies.
- Executive, settlement and custody services for final institutional clients (B2B2C).

Services for individual clients:

- National and International equity (Stock, Warrants, ETFs, certificates)
- National and International derivatives (futures and options)
- CFDs and Forex
- Distribution of investment funds.
- Credit operations
- Euro and dollar accounts
- Interest-bearing accounts
- Personalised advice
- Advanced trading platforms
- Web Responsive Design

Positioning 2017

Ninth broker in the Spanish market with a market share of 3.9%

PRESENCE IN SPAIN

BNP Paribas Personal Investors is one of the leading brokers in Spain with more than 15,000 individual clients, a market share of 3.9% of the daily cash traded on the stock exchange and more than 50,000 million euros of volume traded in the Spanish market in 2017.

15,000

active clients

3.9% market share

in national equity

€50,000 million

volume traded in 2017

pi.bnpparibas.es
Tel · +34 902 50 50 50

2. DOMESTIC MARKETS

VEHICLE MANAGEMENT SERVICES

Arval provides innovative solutions for intelligent mobility which include telematics and car sharing based services. It has a structure oriented to place clients and drivers in its centre, reinforcing proximity and service quality.

Arval Smart Mobility is the point of reference for integrating the environment, energy mix and CSR with innovation, technology and communication, interacting in an agile and effective way with all our customers.

Arval, certified with ISO 14001 and ISO 39001, offers efficient and flexible mobility and management solutions through a complete catalog of personalized products and services for all types of companies.

PRESENCE IN SPAIN

Arval, with more than 20 years of experience in Spain, it has around 540 employees in its offices of Madrid, Barcelona, San Sebastian, Valencia, Sevilla, Gran Canaria and Vigo. Arval provides services to more than 14,500 direct and indirect clients.

In Spain, the entity has financed 100,000 vehicles and it has acquired more than 32,000 vehicles in 2017. Its network includes 5,100 partner workshops, 450 of which correspond to the priority network. Driver's satisfaction level reached up to 93% (December 2017).

The Group has a direct presence in 29 countries. It belongs to the Element-Arval Global Alliance since 2015, with presence in 22 additional countries. It has more than 3,000,000 financed vehicles worldwide. Arval Group has more than 1,100,000 financed vehicles in Europe at December 2017.

Positioning 2016

Nº1
fleet management
in Europe and
worldwide,
according to
Element Alliance

Nº1
acquired vehicles in
Spain

Nº1
financed fleet in
Spain

540

employees

14,500

direct and indirect clients

100,000

financed vehicles

5,100

partner workshops

arval.es
Tel · +34 91 659 72 00

2. DOMESTIC MARKETS

FINANCIAL & OPERATING LEASES

BNP Paribas Leasing Solutions offers financial and operating leases in the short and long term through: wholesale, renting, leasing and credit.

As a specific product in renting, the entity markets the pay-per-use for office equipment and payment based on the hours used in handling equipment.

Besides, it offers complementary services such as life insurance, temporary and permanent disability insurance and machinery insurance.

PRESENCE IN SPAIN

In Spain, It has been present since 1989 and has close to 88 employees in its offices of Madrid and Barcelona. It has 22 agents and more than 950 points of sale that provide service to more than 48,000 clients. The entity has 601 million euros of assets, 60,725 contracts in deals between distributors and final clients financed through renting, leasing or credit and 4,491 invoices managed through financing the dealerships' stocks.

Positioning 2017

Leader in Europe

Nº1

Farm machinery financing in Spain

Nº1

Office equipment financing in Spain

88

employees

950

points of sale

48,621

clients

€601

million assets

Leasingsolutions.
bnpparibas.es
Tel · +34 902 996 656

2. DOMESTIC MARKETS

FACTORING

BNP Paribas Factor offers a wide and comprehensive range of factoring services to meet the financing needs of companies locally, regarding import and export, and beyond Spanish borders with its international products.

PRESENCE IN SPAIN

BNP Paribas Factor was created in Spain in 2009, although the BNP Paribas Group has been providing these services in our country since 2006. This entity has 14 employees in its offices in Madrid and Barcelona. In 2017, it managed a total of 103,495 invoices in Spain and its turnover purchased amounted to 1,200 million euros. The Group has a direct presence in 17 countries.

Positioning 2017

Leader

Factoring in Europe

Growth of 34% in Spain
in 2017

€1,200 million
turnover purchased

103,495
invoices managed

17 countries
direct presence

factor.bnpparibas.es
Tel · +34 91 762 56 87

2. DOMESTIC MARKETS

MORTGAGE FINANCING

UCI, an entity owned 50% by BNP Paribas Group and 50% by Banco Santander, offers a wide range of tailor made mortgage solutions.

In the last year, UCI has kept positioning in Spain as one of the best specialists offering fixed rate mortgages, betting heavily on responsible purchasing and transparency in the whole process of financing a house. Hipotecas.com, UCI's online channel, continues with its development plan and has accounted for 20% of the new production signed by UCI Spain in 2017, growing at a 60% in comparison with 2016.

PRESENCE IN SPAIN

UCI operates in Spain since 1989, and currently has 27 sales offices, 23 of UCI and 4 of mortgages.com. The entity, which provides its services to nearly 200,000 clients, has 700 professionals and collaborates with the best real estate agents that constitute its distribution channel. In 2017, the Group managed consolidated mortgage and real estate assets worth 11,033 million euros. Its new production increased 50% in Spain and 29% in Portugal in 2017, reaching 538 million euros.

UCI has presence in Portugal since 1999. In addition, it offers mortgage solutions in Brazil through the real estate professionals channel since 2012.

In 2017, UCI reaffirmed itself as one of the main players in the securitization market in Spain, thanks to the Prado IV and V operations. In addition, Bloomberg considered Prado IV the best transaction in Europe in April.

Positioning 2017

Nº1

Mortgage financing in Spain and Portugal through the real estate professionals channel

Hipotecas.com has grown a 60% in 2017

Comprarcasa is one of the most relevant real estate network in the Iberian Peninsula, with 217 members

700

employees

200,000

clients

€11,033 million

assets managed

uci.com
Tel · +34 91 337 37 37



A SOCIALLY COMMITTED BANK

Since 1984, the BNP Paribas Foundation has sought to contribute to the harmonious development of the cultural, economic and social environment in which the BNP Paribas Group evolves.

SOCIAL DEVELOPMENT

BNP Paribas and its Foundation have developed different projects in Spain routed to fight social exclusion, among which highlights the program “Dream Up” which promotes socially disable children’s education through art. In addition to this, BNP Paribas carries out other philanthropic programs such as the initiative “Apoyamos Tus Ideas” which supports the actions launched by non profitable associations on the motion of BNP Paribas employees. BNP Paribas and its Foundation have set up a rescue package destined to the refugees through the renovation of the refugees center of the CEAR in Getafe.

FINANCIAL EDUCATION

BNP Paribas participates in the project “Tus finanzas, tu futuro” carried out by the Spanish Bank Association AEB along with other entities which aim is to promote financial education among the youngsters in order to equip them with the necessary instruments and knowledge that will enable them to make informed financial decisions.



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