

# BNP PARIBAS GLOBAL MARKETS

CLIENT-DRIVEN SOLUTIONS  
FOR A CHANGING WORLD

GLOBAL MARKETS  
GLOBAL  
1H2020

FOR INSTITUTIONAL INVESTORS ONLY – NOT FOR  
USE WITH RETAIL INVESTORS, NOT INTENDED FOR  
FURTHER DISTRIBUTION



**BNP PARIBAS**

The bank for a changing world

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# MESSAGE FROM OLIVIER OSTY



# OUR BUSINESS HAS EVOLVED AROUND CLIENT NEEDS



**OLIVIER OSTY**

HEAD OF GLOBAL MARKETS

*Since the creation of Global Markets, we've built a strong, integrated platform to ensure our clients have everything they need in one place across asset classes and across the world. While our business has evolved around client needs, we have stayed true to our roots; offering stability in a changing environment. Global Markets can be relied upon to deliver best-in-class derivatives solutions, strong financing and balance sheet capabilities, stability and commitment to markets for the long-term – including in a post-Brexit world.*

*We are a European bank with a global reach, with a significant on-the-ground presence in the Americas and Asia Pacific, in both developed and emerging markets. We are the bank for corporates in Europe with a seamless service across Global Markets and Corporate Banking, and we are one of the only banks to offer a full value chain for our institutional clients, from trading to financing, and clearing and custody.*

*Digital acceleration is core to our strategy. We take an agile approach, partnering with fintech companies while leveraging our powerful internal capabilities to deliver cutting edge digital solutions to clients.*

*We also combine performance with purpose, leading the way in sustainable finance, bringing you all the tools you need to successfully navigate the energy transition.*

*We would like to take this opportunity to thank you for entrusting your business to us. We look forward to continuing our partnership, bringing you leading solutions and a seamless service in a changing world.*

**OLIVIER OSTY**

A stylized, handwritten signature in white ink, consisting of a series of loops and strokes, positioned to the right of the name Olivier Osty.



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# BNP PARIBAS GROUP



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# BNP PARIBAS KEY FIGURES



With strong roots in Europe's economic history, BNP Paribas is both a leading European bank and a prominent global institution. As the 'Bank for a Changing World,' we put you at the centre of our world, innovate on your behalf, and support you through changing times.



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**COUNTRIES**  
(APAC, EMEA, US)



198,816

**EMPLOYEES GLOBALLY**  
Staff numbers as of December 31<sup>st</sup> 2019

AA-

**FITCH**

Aa3

**MOODY'S**

A+

**S&P**

REVENUES 1H 2020

**€22.6bn**

NET INCOME 1H 2020

**€3.4bn**

attributable to equity holders, excluding exceptional items

LIQUIDITY RESERVE

**€425bn**

as at 30 June 2020

SOLVENCY RATIO

**12.4%**

as at 30 June 2020

Source: BNP Paribas, Bloomberg, February 2020. For S&P, rating for Long Term Foreign Issuer Credit is quoted. For Moody's, rating for Senior Unsecured Debt is quoted. For Fitch, rating for Senior Unsecured Debt is quoted.



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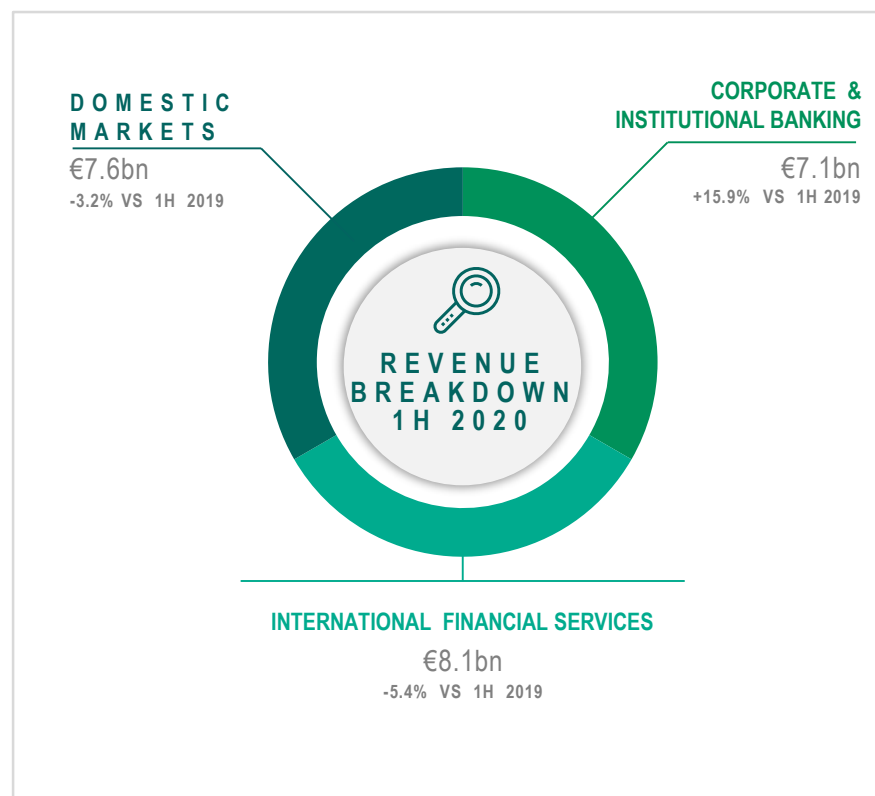
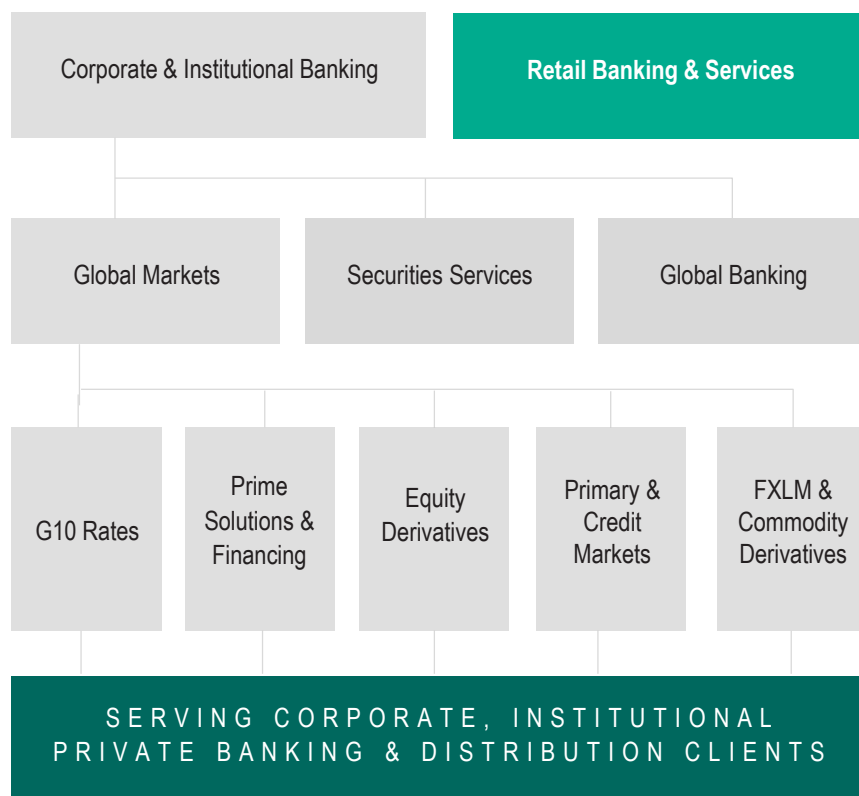
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# OUR GROUP STRUCTURE

Our integrated business model is composed of three core areas: **Retail Banking, International Financial Services** and **Corporate & Institutional Banking**. This diversity creates a business model which remains stable through changing market conditions and offers a solid foundation from which to **build long-term relationships with you, our clients**.



Source: BNP Paribas, July 2020



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## GLOBAL MARKETS



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# OUR GLOBAL MARKETS STRUCTURE

BNP Paribas' Global Markets offers consistent client service and innovative solutions for investment, hedging and financing opportunities across asset classes and geographies, and research and market intelligence to help our clients make strategic decisions.

## GLOBAL MARKETS PRODUCT LINES

### RATES

Offers a comprehensive suite of interest rate products to address the full spectrum of your needs from financing and market access to yield enhancement and hedging.

### EQUITY DERIVATIVES

Offers product innovations through flow products and bespoke structured solutions. Access our products online via our SMART Derivatives platform.

### FOREX & LOCAL MARKETS (FXLM) & COMMODITY DERIVATIVES

FXLM offers a complete suite of products and services to address your investing and hedging needs. Offering sales, trading, research and strategy, local markets coverage, and electronic trading capabilities.

Commodity Derivatives delivers financing, risk management, and investment solutions to corporates and financial institutions whose businesses are highly correlated to commodity prices.

### PRIME SOLUTIONS & FINANCING

A leading multi-asset execution, clearing, and financing powerhouse with global reach and local expertise.

### PRIMARY & CREDIT MARKET

Primary Markets provides funding and capital solutions to corporates, Sovereigns, Supranationals and Agencies (SSAs), and financial institutions via the global bond markets.

Our Credit business provides an added value service on credit markets. Our global offer includes vanilla flow products, and complex derivatives solutions.



# OUR STRENGTHS IN EMEA

BNP Paribas has a presence across most financial centres in Europe. Thanks to our **strong local representation** and long-standing relationships with governments and regulators we can offer you **unparalleled access to European, Middle Eastern and African markets**.



## OUR STRENGTHS

### STRONG UNDERSTANDING OF REGULATORY & POLITICAL LANDSCAPES

Our ongoing engagement with public entities, market authorities and regulators, coupled with our status as a leading Central Bank counterparty as part of the European Purchase Program, means that clients benefit from our strong understanding of local regulations and political landscapes.

### ACCESS TO A DIVERSE MARKETPLACE

In a post-Brexit and shifting regulatory environment, we are able to leverage our breadth of experience across not only European markets but also our global presence to ensure clients continue to have access to a diverse marketplace.

### SOPHISTICATED SOLUTIONS

We offer liquidity on all major exchanges in Europe, and cover the full spectrum of underlying asset classes, in every European currency. We also create bespoke solutions fitted to our clients' needs.

### STRONG Foothold in CEEMEA

Our leading and distinct position in several local markets in CEEMEA gives us a strong competitive edge. We are able to combine our local knowledge and relationships with our international scale to provide you with solutions for your risk management and investment needs.



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# STRONG EUROPEAN HERITAGE



## BELGIUM

### Retail banking network

2009: Acquired Fortis Bank, establishing BNP Paribas as the largest bank in Belgium.



## ITALY

### Retail banking network

2006: Acquired BNL retail bank in Italy, making us a key player in the local economy.



## SPAIN

Financing the Spanish economy for 150 years, employing 3,350 people.



## FRANCE

### Retail banking network

BNP Paribas is one of the largest banks in France, in terms of retail and investment banking



## IRELAND

Expertise in providing specialist solutions for investors.



## SWITZERLAND

Present 140 years in Switzerland, with 1600 employees in 4 cities.



## GERMANY

Present for nearly 70 years, BNP Paribas is the 5th largest digital bank in Germany.



## LUXEMBOURG

### Retail banking network

BNP Paribas is the largest financial sector employer in Luxembourg



## UNITED KINGDOM

Present for nearly 150 years, with 7500 employees. A key hub for the Group.



## HOLLAND

Present for nearly 150 years, employing 1200 people.



## POLAND

### Retail banking network

2013: Acquired BGZ retail bank in Poland.



## HUNGARY

25 years presence in the market. Investment banking and retail services.



## PORTUGAL

One of the largest international institutions in Portugal.



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# AMERICAS FOCUS

BNP Paribas has been **present in the Americas for more than a century**. It provides **capital markets, securities services, financing, treasury and advisory solutions** to corporates and institutional investors, together with an **extensive retail banking network** in the United States.

## OUR STRENGTHS

### STRONG NORTH AMERICAN FOOTPRINT

North America is our 2<sup>nd</sup> largest market, with 16,000 employees serving institutional investors, corporate clients, and nearly 2 million retail customers through 500+ branches and business centers. The establishment of BNP Paribas USA (our US holding company) confirms our long-term commitment to the US market, where we are one of a handful of non-US banks with the scale, resources and ambition to be a major competitor in the region.

### GLOBAL GATEWAY

By being one of the largest global banks, we are the gateway for American clients to get a foothold in EMEA and/or APAC as well as a partner for European clients looking into the Americas markets. This positioning enables us to be knowledgeable of transatlantic flows and offer a more comprehensive point of view to our clients.

### DEEP LOCAL MARKETS ACCESS

We have been present in Latin America since 1914, when we opened a representative office in Argentina. Today we have expanded to six Latin American countries with nearly 4,000 employees, offering a full suite of institutional and corporate solutions. We play a major role with companies wishing to invest or establish themselves in the area, as we are able to overlay our global knowledge with local markets expertise.

### AWARD WINNING DERIVATIVES LEGACY

With over 30 years in the derivatives business, we have technical skills to develop tangible solutions for specific client needs and are constantly working together to manage portfolio risks in volatile and ever-changing markets. Our legacy in building sophisticated solutions has been successfully awarded throughout the industry and across asset classes.





# AMERICAS PRESENCE



## UNITED STATES

Presence in the United States since the late 1800s offering clients a full range of services from investment and asset management to retail banking (via Bank of the West).

New York / New Jersey  
Boston  
King of Prussia  
Chicago  
Dallas  
Denver  
Los Angeles  
San Francisco



## CANADA

Presence for more than 50 years assisting Canadian corporations and institutions in their business development

Montreal  
Toronto



## CHILE

Presence in Chile since the late 1960's with a representative office  
Santiago



## PERU

Representative office in Lima



## BRAZIL

Presence in Brazil since 1950, with a banking license since 1996. We offer Corporate & Institutional Banking services and Investment solutions through over 1700 employees

São Paulo  
Rio de Janeiro  
Minas Gerais  
Paraná



## ARGENTINA

Presence in Argentina since 1981. Fully licensed bank offering a wide range of banking, financial and insurance products with over 300 employees

Buenos Aires



## COLOMBIA

European bank with the longest uninterrupted presence in Colombia - over 40 years. One of the two international banks with local presence through a banking license.

Bogotá




## MEXICO

First established more than half a century ago, playing an important role in financing Mexico's development. Now applying for a banking license  
Mexico City



# OUR STRENGTHS IN ASIA-PACIFIC



BNP Paribas has a strong heritage in the Asia-Pacific region, having established our presence **over 150 years** ago. These days the bank offers one of the **region's most comprehensive branch networks** providing corporate, institutional and private investors with products and solutions **tailored to their specific needs**.

## OUR STRENGTHS

### EXTENSIVE RANGE OF BANKING PRODUCTS & SERVICES IN APAC

With over 16,000 employees and a presence in 14 markets, we offer a wide range of financial services covering corporate & institutional banking, wealth management, asset management and insurance, as well as retail banking and consumer financing through our strategic partnerships.

### STRONG LOCAL ACCESS CAPABILITIES

Since establishing our first branches in China and India in 1860, we've expanded our franchise across 24 business centers in APAC. With 12 full banking licences in the region, we are able to provide comprehensive banking services to our local clients.

### COMPREHENSIVE MARKET INTELLIGENCE

We have industry recognised Macro Economists and experienced Strategists based across APAC, offering a regional and country outlook for major economies and timely tradable ideas. We also provide insightful equity research focusing on 4 core sectors - Energy & Renewables, Financials & Property, Consumer, and Technology, Media & Telecommunications.

### PARTNERSHIP AND STRATEGIC EQUITY OWNERSHIP

Through partnerships and equity ownership, we have developed strategic collaborations with leading local institutions, small and medium enterprises and corporate banks, providing us with access to a branch network in the region.





# APAC PRESENCE



## AUSTRALIA & NEW ZEALAND

Established in 1881 as the first major foreign bank in Australia. Presence in 5 major cities across the two countries



## JAPAN

Opened our first office in Yokohama in 1867. A leading foreign financial institution with deep local market knowledge



## TAIWAN

Presence for over 35 years, with branches across 3 key cities



## CHINA

Opened our first office in Shanghai in 1860. We provide a wide range of solutions through our local set-up and strategic partnership



## MALAYSIA

Presence for over 40 years and the only European bank to receive a full commercial license in Malaysia. Operates as Islamic banking hub for APAC



## THAILAND

Presence for over 30 years, operating as a full branch since 1997



## HONG KONG

Presence for ~60 years, with around 2,500 employees. A key regional hub for APAC



## PHILIPPINES

Presence for over 40 years, operates as a licensed offshore banking branch



## VIETNAM

Amongst the first international banks to establish a presence in Vietnam, obtained full branch banking license in 1992



## INDIA

Opened our first branch in Kolkata in 1860. We provide a wide range of solutions through branches in 8 key cities and partnerships



## SINGAPORE

Presence for 50 years, with over 2,000 employees. Operates as a regional hub for South East Asia



## INDONESIA

Presence for over 45 years and currently the only French bank that has a fully licensed subsidiary bank in Indonesia



## SOUTH KOREA

Presence for ~40 years, providing a wide range of solutions through local set-up and strategic partnership



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## G10 RATES



# G10 RATES

BNP Paribas is committed to growing the G10 rates business. Over decades of global market presence, we have developed a comprehensive offer of flow & complex interest rate products which are designed to address the full spectrum of clients' needs. In addition our team is skilled in designing bespoke solutions to clients' problems.



## OUR STRENGTHS

### GROWING BUSINESS

We have demonstrated resilience over decades and we remain committed to the markets for the long haul. Our business has continued to strengthen, demonstrating our ambition to increase our market share globally.

### GLOBAL BUSINESS

From our strong base in Europe, we offer a global reach with teams located across the five major hubs of France, UK, USA, Japan and APAC and we have offices in all G10 countries.

We are a leading player in Asia with a broad onshore and offshore distribution network, providing large flows and extensive liquidity access.

### TOP DERIVATIVES AND SOLUTION HOUSE

Derivatives and structured products are in BNP Paribas' DNA. We are consistently among the top players in this space across all asset classes. In G10 Rates we leverage the joint expertise of our dedicated strategy, structuring, sales and trading teams to deliver bespoke solutions designed to fit our clients' needs.

### PRIMARY DEALER

We are Primary Dealer in 11 Euro area countries as well as the United Kingdom and a leading underwriter of sovereign bonds. We offer market making capabilities in 15 euro area government bond markets. We consistently rank number #1 for Primary Dealer for French Government Bond trading<sup>1</sup>, ranked #3 for German Government Bond trading<sup>2</sup> in 2020 and #1 in Italy in 2019.<sup>3</sup>

Source: <sup>1</sup>Agence France Tresor, <sup>2</sup>Finanzagentur,

<sup>3</sup>Tesoro Italia

## DIGITAL SOLUTIONS

### ELECTRONIC MARKETS

Our model combines the strengths of electronic and voice services. This means that our clients get the best of both specialists' expertise and e-book efficient pricing.

**CORTEX RATES** offers a range of Fixed Income Interest Rates products and services through the bank's extensive network of multi-dealer platform providers.



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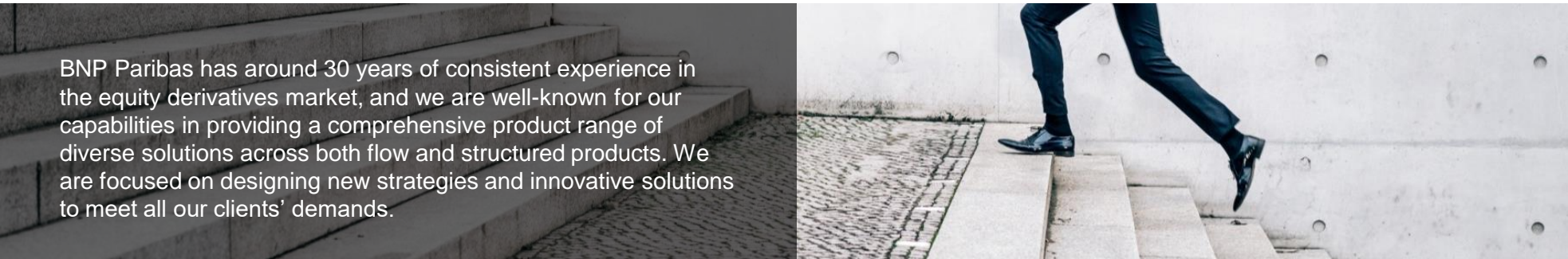
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## EQUITY DERIVATIVES



# EQUITY DERIVATIVES



BNP Paribas has around 30 years of consistent experience in the equity derivatives market, and we are well-known for our capabilities in providing a comprehensive product range of diverse solutions across both flow and structured products. We are focused on designing new strategies and innovative solutions to meet all our clients' demands.

## OUR STRENGTHS

### DIVERSIFIED BUSINESS MODEL

We are recognised for our expertise in designing derivatives-based strategies and trading infrastructure. BNP Paribas is as strong in flow products as we are in bespoke structured solutions.

### INDEX INNOVATION

BNP Paribas provides a wide range of indices from Risk Premia to multi-asset quantitative indices, options overlay and the Target Income Enhanced Returns (TIER) index.

In Europe we cover 95% of our private banking and distribution clients' needs, with thematic, quantitative, market access and optimised indices.

### SUSTAINABLE INVESTMENTS

We help institutional investors channel funds into responsible and productive investments, and we advise on and build sustainable investment solutions for retail distributors. We have developed a responsible index range and have partnered with supranationals to launch equity-linked green growth bonds.

### SOPHISTICATED SOLUTIONS

In response to the increasingly complex and challenging market environment, we have allocated a team of experts who are dedicated to working closely with you to develop bespoke and innovative solutions which answer your specific needs. In addition, our innovative framework, known as Alternative Risk Transactions (A.R.T), leverages our strategic positions to create investor opportunities.

## DIGITAL SOLUTIONS

**SMART derivatives, the cutting-edge web-based single dealer platform:**

Our flagship and award-winning platform, SMART derivatives, makes investing in structured products across equity and credit and interest rates derivatives simple and transparent.

SMART derivatives can price 80% of classical equity payoffs in less than 30 seconds, taking investors from market opportunities to pricing and trading in a personalised digital environment.

Our latest platform, BRIO, delivers state of the art digital services to our Institutional Clients, modelling complex Delta One and QIS strategies. Brio offers two sets of functionalities: Brio Analytics and BRIO QIS modules.



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## FXLM & COMMODITY DERIVATIVES





# FXLM & COMMODITY DERIVATIVES

By helping producers hedge their currency and commodity exposure, corporates repatriate revenues and bank ALMs hedge local market exposures, we ensure that our activities form a critical part of the real economy. Our strong investor base complements our franchise.

## OUR STRENGTHS

### DERIVATIVES LEADERS IN FX OPTIONS, HYBRIDS AND EXOTICS

We are the reference house for FX options and we manage one of the largest hybrids/exotics books in the market.

### STRENGTH IN COMMODITIES

Clients whose business is highly correlated to commodity prices can benefit from our global risk management and financing solutions

Clients seeking exposure to commodity prices to generate returns on investments can benefit from our structured products skills and our range of funds and indices.

### OUR ONSHORE PRESENCE AND OFFSHORE CAPABILITIES PROVIDE ROBUST MARKET ACCESS OPPORTUNITIES.

#### CEEMEA

CEEMEA is an accelerating growth region. We have over 45 years on-the-ground experience and are active across 18 countries. This positions us perfectly to respond to the diverse and dynamic opportunities experienced by our clients across the region.

The Group's retail presence in Turkey, Poland and North Africa offers the benefit of creating client flows which are uncorrelated to the institutional market.

#### LATAM

We have both onshore and offshore capability in Brazil, Argentina and Colombia.

#### APAC

We have a full banking licence in 12 APAC markets. We are a top-tier market maker in Asian currencies.

## DIGITAL SOLUTIONS

**Cortex FX** is BNP Paribas' advanced multi-product FX trading platform. It offers a single point of entry to a range of intelligent electronic FX products and services.

**Cortex intelligent execution (iX)** is our award-winning, FX spot algorithm execution service. It provides you with access to bespoke algorithmic strategies designed to capture price improvement, minimise market impact and achieve optimal execution while reducing overall transaction costs.

Through our partnership with BestX, a specialist independent provider of FX post-trade Transaction Cost Analysis (TCA), clients have the option to supplement the pre and post trade TCA provided by BNP Paribas and CORTEX iX.





# PRIMARY & CREDIT



# PRIMARY & CREDIT MARKETS

Our combined Primary and Credit business provides a fully integrated credit offering. This enables us to realise synergies while maintaining strict boundaries between the public and private sides. We excel by being able to advise clients throughout the entire credit continuum from origination through execution to secondary market trading and post trade services.

## OUR STRENGTHS

### GLOBAL ISSUANCE BASE

Our on-the-ground presence, domestically and globally, enhances our abilities in complex, multi-market and multi-currency issuance.

We are a leading arranger in Asian bond markets, providing seamless execution and distribution for issuers looking to access both international and local markets.

One of the few foreign banks with non-financial corporate bonds underwriting license in China.

### TOP BANK IN CORPORATE ACQUISITION FINANCING

We work with companies from the initial financing stage to the debt capital markets takeout.

### STRONG EUROPEAN BASE WITH GLOBAL MARKET ACCESS

We are consistently recognised as the leading European bond provider, with a decades-long presence in our principal markets and an impressive global footprint.

We provide market-making in all core global currencies.

We make prices on 1,600 credits across three main hubs in 70 countries.

### COLLATERALISED LOAN OBLIGATIONS

We have continued to grow our CLO business and strengthen our offering in EMEA and the Americas.

## DIGITAL SOLUTIONS

Digitalisation efforts in Primary and Credit markets have been a major area of focus including the development of efficient internal communication systems and data analysis tools which enhance the ability of the front-office to service clients better.

### OMEGA

By centralising real-time trading information, client and market data and critical workflows, Omega provides a one-stop-shop for all Sales activities. Omega also integrates flow derivative products including Single Name CDSs and CDS Indices as well as efficient MIFID-compliant workflow solutions. Additionally, AI algorithms add intelligence to the application and support Sales with task prioritisation and workflow optimisation.



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## PRIME SOLUTIONS & FINANCING





# PRIME SOLUTIONS & FINANCING

Prime Solutions & Financing offers you a global and cross-asset platform for the clearing of listed and OTC products, execution of listed derivatives, prime brokerage services and securities financing through repo. We are one of the only four banks globally that can offer the full suite of investor services, from trading to financing, clearing and custody, in partnership with BNP Paribas Securities Services.



## OUR STRENGTHS

### FULL RANGE OF EXECUTION & CLEARING SERVICES

We provide a full range of execution and clearing services in both OTC and listed derivatives globally. Our global and cross-asset execution and clearing franchise can support you in alleviating the impact of the new regulatory landscape.

### A TOP PLAYER IN DERIVATIVES AND OTC CLEARING

Direct membership of over 50 exchanges and major CCPs globally covering Listed and OTC asset classes. We are at the forefront of industry initiatives in the clearing space by introducing LCH custodial segregation to our clients and acting as a pilot bank on LCH CDS clear for client clearing.

### MARKET LEADING STRUCTURED PRIME BROKERAGE CAPABILITIES

We differentiate through our multi-asset prime brokerage services, cross-margining capabilities, leadership in structured prime brokerage for 40-Act funds in the US and a growing presence in the FX Prime Brokerage space.

### FINANCING AND COLLATERAL TRANSFORMATION

Our global and cross-asset securities financing franchise addresses the full collateral spectrum with specialists in each asset class across all three regions. We offer flexible and comprehensive financing solutions to support your trading and hedging needs.

## DIGITAL SOLUTIONS

We have been heavily investing in digitalising and automating our tools to improve operational efficiency.

**Cortex Listed** is BNP Paribas' best-in-class Execution Management System for listed derivatives trading, powered by Fidessa.

This highly robust platform enables you to connect with major exchanges and trading venues across the globe, delivering you a powerful and round-the-clock futures trading experience.

**Itarle's Vision System** gives clients detailed information on their order and its performance. It offers enhanced statistics which are updated in real time.



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## MARKETS 360 STRATEGY & ECONOMICS





# MARKETS 360 | STRATEGY & ECONOMICS

Markets 360 offers a 360° view of world markets across all asset classes. We aim to provide top-quality thought-leading strategy and economics delivered via multi-channel connectivity.

## OUR STRENGTHS

### GLOBAL EXPERTISE

Whether clients need the latest on the European landscape, opportunities in Emerging Markets, or in-depth analysis of derivatives markets, our strength and expertise in these areas is second to none.

Beyond our established European and CEEMEA expertise, our on-the-ground teams across Asia Pacific and the Americas deliver the latest valuable insights to help clients make informed investment decisions as the markets move.

### DIGITAL INNOVATION

Our vision is to enhance the client journey by revolutionizing our distribution platforms and channels. We harness the power of our data and A.I. to enrich and strengthen the quality of our content.

### A REFERENCE BANK FOR SUSTAINABLE FINANCE

Sustainability in capital markets is a broad and complex subject, presenting a daunting challenge to clients of the bank as they seek to align their investment goals with ethical and environmental outcomes.

The hire of a dedicated Sustainability Research Analyst, Trevor Allen, in November 2018 signalled the our concrete commitment to embed a sustainable strategy across our overall product offer, and has made a significant impact on BNP Paribas' profile as a sustainable bank.

## OUR PLATFORM

**100+**

ECONOMISTS, STRATEGISTS AND DESK  
ANALYSTS GLOBALLY

**REVAMPED**

PUBLICATIONS ACROSS REGIONS  
AND ASSET CLASSES

**1 GLOBAL TEAM**

ECONOMICS & STRATEGY



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# DIGITAL & INNOVATION



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# DRIVING DIGITAL TRANSFORMATION

We aim to leverage the latest digital trends to identify new opportunities and continue to strengthen our electronic offer across regions and products. We take an agile approach by leveraging internal resources, the Fintech sector, academic institutions and more. Our ambition is to provide innovative tools that match clients' digital needs.



## OUR STRENGTHS

### DRIVING INNOVATION FROM WITHIN

Our R&D Lab within Quantitative Research is responsible for building the next generation of Data Intelligence and Language Understanding solutions for Global Markets. The team uses the latest techniques in data mining, machine learning, deep learning, A.I. and natural language processing to benefit all aspects of our business and enhance the customer journey.

### ACADEMIC PARTNERSHIPS

We have partnered with Oxford University in the UK and Ecole Central Paris to develop products and services with a focus on computational finance and the application of machine learning to high frequency market microstructure scenarios.

### SEAMLESS DIGITAL OFFER

Our electronic platforms provide instant access to market intelligence, investment strategies, research, economics, pricing, trading and post-trade services. Our integrated business model allows us to deploy new technology efficiently across asset classes and regions.

## YOUR BNP PARIBAS DIGITAL CHANNELS

### SINGLE DEALER PLATFORMS (SDPs):

- Comprehensive offer via any of our SDPs: Centric; Cortex; SMART Derivatives
- Dedicated suite of front-to-back end products and services

### MULTI-DEALER PLATFORMS (MDPs):

Accessible via all the major MDPs: Bloomberg, FXAll, Tradeweb, and more

### APPLICATION PROGRAMMING INTERFACES (APIs)

- Customer-facing APIs that allow you to build on our existing platforms promoting enhanced transparency
- Allows us to offer quicker and more efficient service

### SYMPHONY

- Communicate with us directly
- Leverage the Symphony framework and collaborate with us on our BOTs which help to automate workflows, providing you with a more effective service
- Integration of open APIs to streamline workflows



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# INNOVATION THROUGH PARTNERSHIPS

## KEY INVESTMENTS



### DIGITAL REASONING

Specialises in Natural Language Processing, a form of A.I. which interprets human language.

### WHAT DOES THIS MEAN FOR OUR CLIENTS?

Our sales teams will harness this technology to enhance customer journey, with better access to product and service information and a digitally enriched understanding of clients needs.



### SYMPHONY

Is a transformative collaboration, content-sharing and automation platform. The platform offers secure media and file sharing, content aggregation, and BOTs which can interact with our own internal platforms.

### WHAT DOES THIS MEAN FOR OUR CLIENTS?

Symphony bolsters partnerships across our business lines, maximising our sales teams' productivity and enhancing our communication with clients. This helps us provide a smoother and more effective service.



### ENYX

Is a leading provider in hardware acceleration technology.

### WHAT DOES THIS MEAN FOR OUR CLIENTS?

This will increase efficiency in real-time data processing and will reduce latency of our trading orders for Automated Market Making, ultimately providing clients with better liquidity.

## KEY PARTNERSHIPS



### DROIT

Enables us to enhance and strengthen our real-time regulatory assessment across the full trade life cycle.

### WHAT DOES THIS MEAN FOR OUR CLIENTS?

Droit technology adds an extra layer of regulatory market vigilance pre- and post-trade, scanning the evolving regulatory landscape for any obligations which are then flagged to sales and traders via alerts across our e-platforms.



### OPENFIN

Is the operating system designed to unify and modernise applications.

### WHAT DOES THIS MEAN FOR OUR CLIENTS?

Openfin allows us to capture efficiencies and boost productivity through the creation of better workflows. This enables faster decision-making helping us provide an enhanced customer service.



### BESTX

Is a specialist independent provider of FX transaction cost analysis (TCA).

### WHAT DOES THIS MEAN FOR OUR CLIENTS?

Our partnership will supplement the existing pre- and post-trade TCA provided by BNP Paribas with the additional assurance afforded by BestX's independent analysis.



**BNP PARIBAS**

The bank for a changing world

28/08/2020 30





# AWARDS



# OUR GLOBAL AWARDS



## RISK AWARDS 2020

Currency Derivatives House of the Year

## IFR AWARDS 2019

Foreign Exchange Derivatives House of the Year

## THE BANKER INVESTMENT BANKING AWARDS 2019

Most Innovative Investment Bank of the Year  
Most Innovative Investment Bank for Climate Change & Sustainability  
Most Innovative Investment Bank for Bonds

## EUROMONEY 2019

World's Best Bank for CSR

## MTN-I 2019

US Investor Solutions

## PROFIT & LOSS DIGITAL FX AWARDS

Next Generation Algorithmic Execution  
Workflow Integration: Commodities

## FX WEEK E-FX AWARDS 2019

Bank Algo Trading Technology Provider of the Year  
Most Innovative Bank e-FX platform of the Year

## GLOBAL CAPITAL DERIVATIVES AWARDS 2019

Research & Strategy House of the Year



## ASIA RISK AWARDS 2019

Derivatives House of the Year Japan

## ENERGY RISK ASIA AWARDS 2019

Derivatives House of the Year  
Precious Metals House of the Year

## GLOBAL CAPITAL BOND AWARDS 2019

Most Impressive Bank for Financial Institutions  
Most Impressive FIG House in Euros  
Most Impressive Bank for Corporate Bonds  
Most Impressive Corporate Bond House in Euros  
Most Impressive Sales and Trading Team for Corporate Bonds

## FOW INTERNATIONAL AWARDS 2019

Bank of the Year

## RISK AWARDS 2019

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Currency Derivatives House of the Year  
Interest Rates Derivatives House of the Year

## PROFIT & LOSS DIGITAL FX AWARDS 2019

Next Generation Algo Execution  
Workflow Integration, Commodities



## ENVIRONMENTAL FINANCE GREEN BOND AWARDS 2020

Lead Manager of the Year, Green Bonds Corporate  
Loan Structurer/Arranger/Coordinator of the Year

## THE BANKER – DEALS OF THE YEAR 2020

Bonds SSA Europe  
FIG Capital Raising Restructuring Asia  
Green Finance Americas  
Green Finance Asia  
Green Finance Middle East

## ENERGY RISK AWARDS 2020

Base Metals House of the Year

## GLOBAL CAPITAL EUROPEAN SECURITISATION AWARDS 2020

ABS Bank of the Year  
Corporate Securitisation and Financing House of the Year  
Secondary ABS/RMBS Trading of the Year  
ABS Issuer of the Year (BNP Paribas Personal Finance)  
ABS Deal of the Year (NewDay Funding 2019-2)  
RMBS Deal of the Year (Finance Ireland RMBS No 1.)

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e-FX Best Algo Execution

## EUROMONEY 2020

Western Europe's Best Investment Bank  
Western Europe's Best Bank for Corporate Responsibility  
Western Europe's Best Bank for Financing  
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