



## BNP Paribas Australia & New Zealand

Corporate & Investment Banking  
Investment Solutions



**BNP PARIBAS** | The bank for a changing world

# Committed to Australia & New Zealand



BNP Paribas has been supporting the Australian economy since 1881 as the first major foreign bank in Australia

- Today we have over **750 people** with a presence in **Sydney, Melbourne, Perth and Wellington**

We have long-term relationships with the most successful organisations in Australia and New Zealand

- With our **powerful global product platform** and deep knowledge of the **local market**, we provide our clients with specialist financial solutions

We give our Australian and New Zealand clients access to the world through one of the largest international banking networks

- We bring a global perspective to deliver **local solutions** to our clients in Australia and New Zealand
- Our extensive platform across **14 markets in Asia-Pacific** is a key growth engine for the Group
- We are the **8th largest foreign bank by assets** in Australia, with Total Resident Assets of AUD 14.6 billion (APRA, December 2010)

We are a major participant in the Australian financial markets

- Prime Bank status granted by the Australian Financial Markets Authority (AFMA) in 2005

AFMA Prime Bank Status  
2010

□ ANZ

□ **BNP PARIBAS**

□ CBA

□ JP MORGAN

□ NAB

□ WESTPAC

## Our core businesses in Australia and New Zealand

Corporate & Investment Banking

- Investment Solutions: | □ BNP Paribas Investment Partners  
| □ BNP Paribas Securities Services

# The size & strength to deliver



**BNP Paribas is a European-based leader in global financial services, with three core businesses:**

- Corporate & Investment Banking
- Investment Solutions
- Retail Banking\*

\*Not offered in Australia and New Zealand

We draw on the talents of over **200,000 people** working in **83 countries**

**Our strong balance sheet, diversified business lines and attention to risk management means we are well placed to respond to market challenges and to support your business success**

- A profitable model that withstood the financial crisis

Our AA credit rating from S&P puts us among the strongest banks in the world

Selected Global Peer Group

S&P long-term credit rating

HSBC

AA (stable)

**BNP Paribas**

AA (negative)

JP Morgan

AA- (stable)

Barclays

AA- (negative)

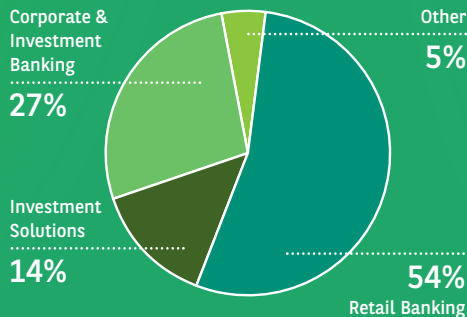
Bank of America

A (negative)

Source: Standard & Poor's  
28 February 2011

## Group Net Income of EUR 7.8 billion in 2010

### Overall revenues 2010 by division



Source: BNP Paribas December 2010



# Corporate & Investment Banking



**BNP Paribas is a trusted partner for our clients around the world, providing products and services in Financing, Capital Markets and Advisory**

- Around 16,000 staff in 53 countries
- A powerful client-driven business model offering value-added solutions
- Recognised leadership in financing, debt capital markets and derivatives
- Global trading, structuring and marketing expertise across all major cash and derivatives products
- Major platforms in Paris, London, Brussels, New York, Hong Kong, Tokyo and Singapore

## **Our expertise in Australia and New Zealand**

**We bring our powerful global Corporate & Investment Banking product platform to our clients in Australia and New Zealand, balancing product innovation and risk management to create long-term value**

### **Financing your business – a specialist in structuring and distributing value-added financing**

- Loan Syndications and Trading
- Debt Capital Markets
- Acquisition and Leveraged Finance
- Project and Infrastructure Finance
- Energy, Mining and Commodities Finance
- Global Trade Solutions
- Aviation Finance

### **Managing your assets and liabilities – helping to find effective ways to raise and invest capital, while managing exposure to risk**

- Fixed Income products and services in global interest rates, credit, currency and bonds
- Equity Derivatives
- Commodity Derivatives

### **An active participant in the Australian financial markets as both an issuer and investor**

- Multi-currency deposits from wholesale Australian residents and non-residents
- AUD domestic short-term paper and Euro Commercial Paper issuance programmes
- Regular issuer in the AUD bond market under the BNP Paribas Australia Branch AUD 10 billion debt programme



**Asiamoney FX poll 2010**  
No.1 Foreign Provider of FX Services to Corporates in Australia, 3 years in a row



**The Banker Deals of the Year 2010**  
Infrastructure and project finance – Victorian desalination plant

**insto**

**Syndicated Loan of the Year 2010**  
Vodafone Hutchison Australia  
AUD 3 billion



**No.1 Bookrunner for corporate issuance into European Debt Capital Markets**  
Dealogic 2010

# Investment Solutions



Our expertise  
in Australia and  
New Zealand

**Globally, BNP Paribas Investment Solutions provides the complete portfolio of integrated investment solutions available from the Group for both private and institutional investors**

- EUR 546 billion in assets under management and advice (AUD 715 billion)
- EUR 4,641 billion in assets under custody (AUD 6,080 billion)  
(as at 31 December 2010)

**BNP Paribas Investment Partners provides investors with access to the most efficient specialists in asset management through our unique network of specialised partners**

- AUD 18.8 billion in Assets under Management in Australia and New Zealand  
(as at 31 December 2010)
- 16th largest fund manager in Australia by Assets under Management  
(Morningstar rankings at 31 December 2010)

**BNP Paribas Securities Services is one of Australia and New Zealand's leading providers of investment administration and custody services**

**Our motto is the closer, the better:** Our on the ground presence means we are close to clients and close to markets. Our clients are at the centre of everything we do – from understanding their business to delivering tailor made solutions

- Third largest custodian in Australia, with AUD 258.8 billion in assets under custody for Australian investors (ACSA, 31 December 2010)
- We leverage our global technology resources to provide clients with best practice solutions
- We actively support our clients, combining local market, tax and regulatory expertise with a wealth of world-wide experience
- Our clients include Superannuation Funds, Asset Managers and Multi-Managers



# Your contacts



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