

BNP PARIBAS
LEASING SOLUTIONS

Business is ON

01

P. 02

WHAT WE DO

02

P. 03

OUR SOLUTIONS

03

P. 04

OUR LOCATIONS

04

P. 06

PERFORMANCE AND KEY FIGURES

05

P. 07

AWARDS AND RANKINGS

06

P. 08

OUR CORPORATE RESPONSIBILITY

07

P. 09

GENERAL MANAGEMENT COMMITTEE

As the **European leader** in asset finance, BNP Paribas Leasing Solutions supports the growth of its clients and industrial partners by offering **rental and finance solutions with services for their professional equipment.**

At the heart of the usage economy, we provide businesses with the flexibility they need to remain competitive and grow in a sustainable way.

Our **3,600 experts** support our clients' and partners' growth by offering them an **increasingly digitalised experience.**

In 2019, we financed **346,000 projects** for a total volume of **14.1 billion euros** in **20 countries**, in Europe but also in Asia, in the United States and in Canada.

We finance professional equipment

From combines to fleets of smartphones, dentists' chairs and their practices, we finance a very wide range of equipment and buildings for professional use.



We are regularly expanding this offer with financing solutions for **innovative equipment that contribute to energy transition**, such as LED lighting systems and charging stations for electric vehicles.

To support business growth by



Supporting our industrial Vendor partners
Finance solutions and services
 for their sales network's (dealers, resellers) professional clients.

Floorplanning solutions
 to finance the stocks and rolling funds of the equipment manufacturers' distribution networks.

Manufacturers and distributors of professional equipment and software providers



Managing fleets of industrial and commercial vehicles
Fleet management solutions
 for vehicles, with or without financing.

SMEs, mid-caps and international groups



Financing companies' investments
Finance solutions
 for their equipment and buildings for professional use.

Companies, entrepreneurs, self-employed professionals, clients of the BNP Paribas banking network

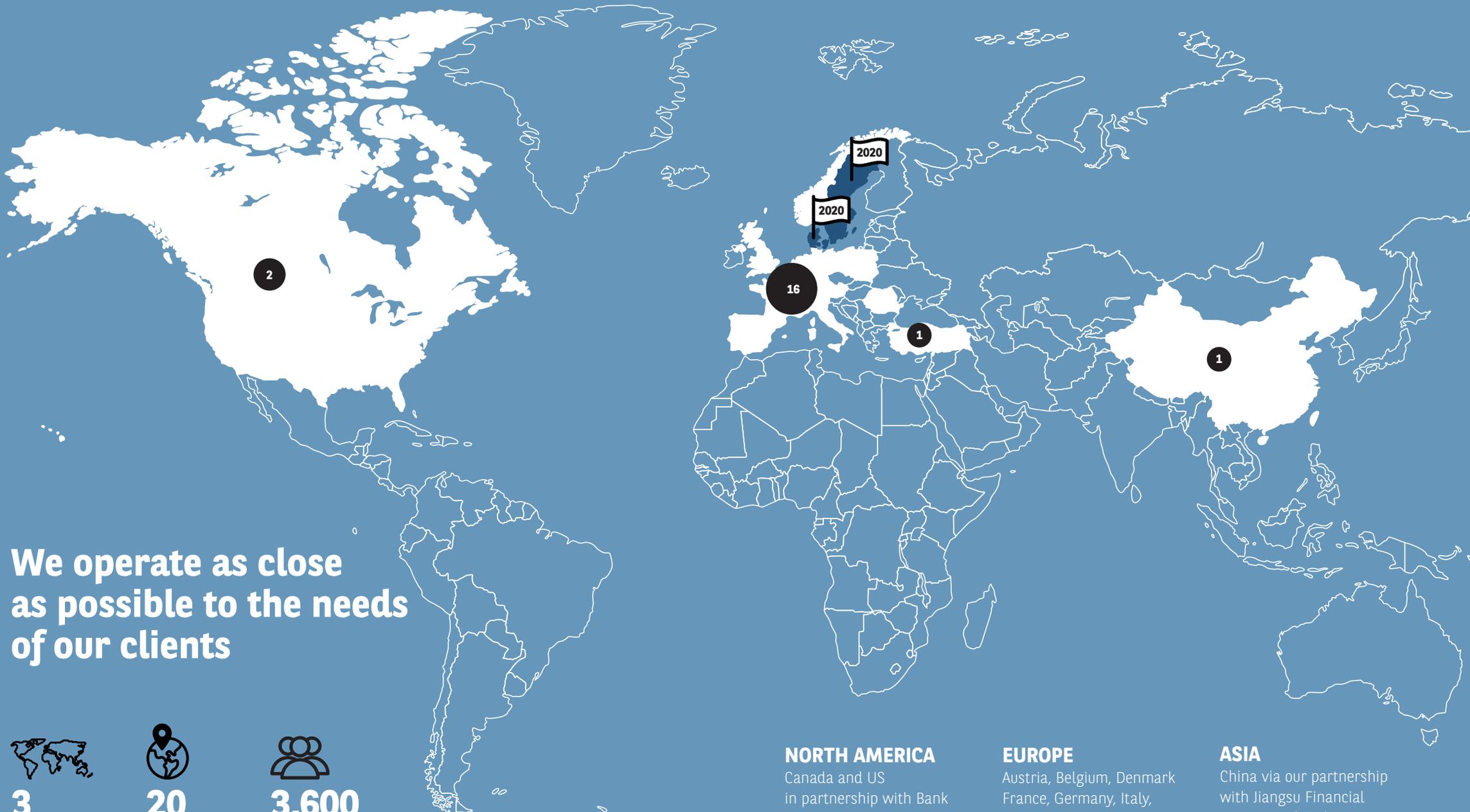


Managing fleets of technological equipment
Complete lifecycle management solutions
 for technological equipment, from financing and equipment monitoring to refurbishing.

SMEs, mid-caps and international groups



03



We operate as close as possible to the needs of our clients



3
continents



20
countries



3,600
employees

NORTH AMERICA

Canada and US
in partnership with Bank
of the West

EUROPE

Austria, Belgium, Denmark
France, Germany, Italy,
Luxembourg, Netherlands,
Norway, Poland, Portugal,
Romania, Spain, Sweden,
Switzerland and United
Kingdom.

ASIA

China via our partnership
with Jiangu Financial
Leasing and Turkey

A solid commercial and financial performance

This year, our results once again confirmed our rapid growth and underscored our progress in terms of client/partner experience.

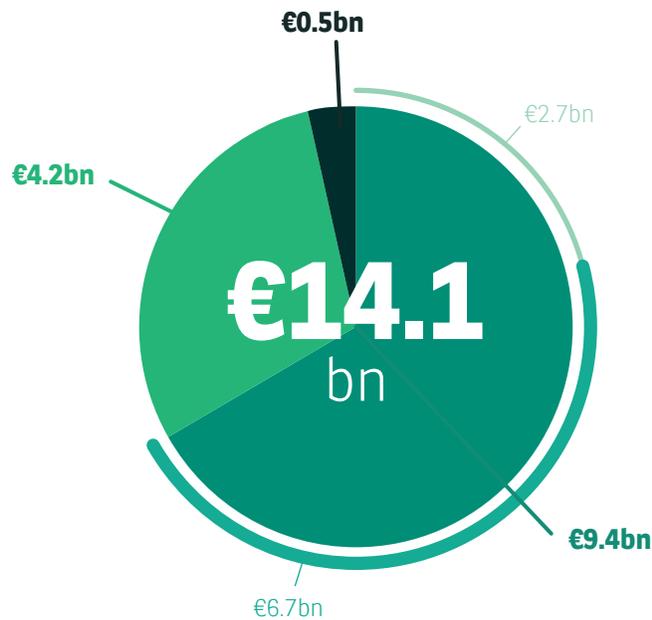
Funding provided to our Vendor partners:

- vehicles and logistics equipment (in agriculture, construction, transportation and materials handling)
- technology equipment (IT, office equipment, telecoms, healthcare, specialised technologies)

Funding provided to banking clients of the BNP Paribas Group

Fleet management and rental solutions for IT, commercial and industrial vehicles

The total value of finance contracts approved by BNP Paribas Leasing Solutions in 2019 is **€14.1 billion**.



Awards and rankings



2019

Solar Impulse Label Efficient Solution



2019, 2018

Digital Innovation Award

by Leasing Life



2011, 2014, 2016 and 2017

European Lessor of the year

by Leasing Life



3.5

contracts per minute, financing the real economy



1,600

funding requests approved per day



346,000

contracts signed in 2019



€34bn

total assets under management

Our Corporate Responsibility

Our “Positive Leasing” approach aims to create value for the economy, the society, the environment and, of course, our employees. It is modeled on the Sustainable Development Goals (SDGs) adopted by all member states of the United Nations with the objective to eradicate poverty, to protect our planet and to guarantee prosperity for all by 2030. We focus our engagement around 3 priorities:



LIMITING ENVIRONMENTAL IMPACT

Supporting energy transition by financing specialised equipment (SDG n° 7)

Financing equipment that promote:

- the production of renewable energies (like methanation equipment)
- energy efficiency (LED lighting)
- greener mobility (electric vehicles charging stations)

Promoting Circular Economy (SDG n° 12)

- Products and services for a better life cycle management of equipment
- Member of CE100 (Circular Economy 100) of the Ellen MacArthur Foundation.



SUPPORTING THE POSITIVE IMPACT ACTIONS OF OUR EMPLOYEES

(SDG n° 4 & 10)

- Creating awareness and training employees on issues relating to sustainable development and diversity
- Encouraging their participation in charitable initiatives



PROMOTING DIVERSITY AND INCLUSION

(SDG n° 5)

- Promoting equal opportunity for all
- Encouraging mutual respect among colleagues
- Fighting against all forms of discrimination and harassment

General Management Committee

BNP Paribas Leasing Solutions' General Management Committee is led by Charlotte Dennerly, our CEO. Also part of this committee are Pascal Layan, Deputy CEO and the Head of the International Business Lines, Wolfgang Pinner, Chief Operating Officer, responsible for Country Coverage, among other responsibilities, and Delphine Roché, Director of Transformation and IT.



FROM LEFT TO RIGHT

Delphine Roché, Director of Transformation and IT; Pascal Layan, Deputy CEO; Wolfgang Pinner, Chief Operating Officer; Charlotte Dennerly, CEO.

BNP PARIBAS LEASING SOLUTIONS (HEADQUARTERS)

12 rue du Port
92000 Nanterre
France
Tél. : + 33 (0)1 41 97 20 00

leasingsolutions.bnpparibas.com/en

Public Limited Company (SA) with capital of 285 079 248 euros
RCS Nanterre 632 017 513

FOLLOW US ON

 LinkedIn

 Twitter (@BNPPLeasing @BNPPLeasingFR)

 YouTube



BNP PARIBAS
LEASING SOLUTIONS

Business is ON