

# BNP PARIBAS, THE BANK FOR A CHANGING WORLD

- The world's best bank for Corporates according to Euromoney
- €43.4bn revenue in 2016, €7.7bn group net shared income
- 74 countries
- 192,000 employees
- A European leader in private Wealth Management with global reach with €355bn assets under management
- BNP Paribas Agri France expert in Rural & prestigious properties

Note figures valid at 31 March 2017

# BNP PARIBAS IN THE UK

- 1. Over 150 years operating in the market**
  - 8 business lines, 27 locations, 7,500 employees including Alliances
- 2. Our commitments to the UK**
  - UK identified as a target growth market in the Group 2020 Development Plan
- 3. A strong platform for growth**
  - **Network:** access to the full benefit of our diversified, integrated Group and our global reach
  - **Technology:** Investing in digital to improve customer experience and streamline our business
  - **Sustainability:** We're a committed ethical lender and a major driver/enabler of sustainable investment

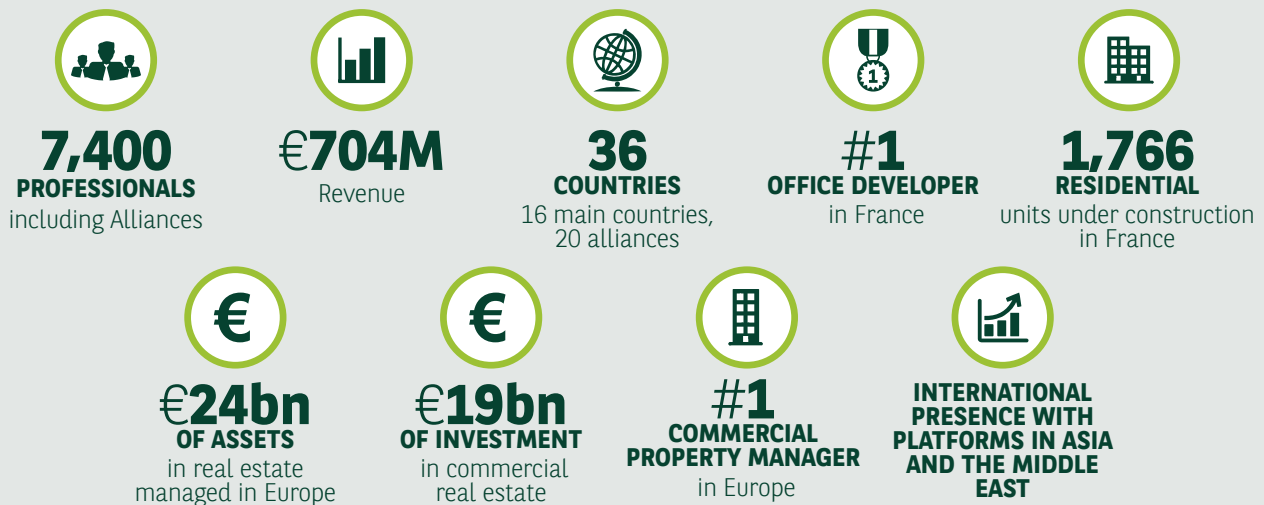


## BNP PARIBAS REAL ESTATE

### European leader in the commercial real estate market

As a leading presence within Europe, BNP Paribas Real Estate is able to draw upon more than 50 years of real estate expertise.

Our daily mission is to anticipate economic, social and environmental changes to integrate the real estate of today into the city of tomorrow.



2016 key figures



### BNP PARIBAS REAL ESTATE

#### BNPPRE IN THE UK (Advisory)

- More than **500 employees**
- **7 offices** across the UK
- **4 years** of significant growth
- **7<sup>th</sup>** in Property Week's ranking<sup>1</sup> for UK revenue\*
- **£10bn** of investment transactions in the last 5 years
- **Top 5** for London transactions
- Between **#7** and **#15** in CoStar Agency League
- **Top 3** real estate advisory Superbrand in the UK

1- Property Week Ranking June 2016  
\* Not including property development



#### STRUTT & PARKER IN THE UK

- Over **1,000 employees**
- **£16bn** of investment transactions in last 5 years
- **60 offices**, 10 offices of which are in central London
- Over **30,000** active applicants in the database
- **125** dedicated commercial professionals
- **£3.5bn** of residential property on books
- **3,000** clients on farms and estates across the UK
- **£1m** average price for UK properties



## NEW COMBINED UK COMPANY



**1,500**  
EMPLOYEES  
in the UK  
with 900 fee earners



**£165M**  
ANNUAL TURNOVER  
incl. all business lines  
in the UK



**MAJOR  
PLAYER**  
INVESTMENT  
BROKERAGE IN THE UK



**67**  
REGIONAL  
OFFICES



**#6**  
PROPERTY WEEK  
RANKING<sup>1</sup>  
for UK revenue

- Greater balance of revenues between our three core countries UK, France and Germany.
- Strong commitment to grow residential, development, investment, and consultancy services.

1. Property Week Ranking June 2016

## LEADERSHIP

- No. 2 in rural
- No. 3 in high-end residential
- No. 4 in Europe
- No. 4 for London investment
- No. 5 in commercial
- No. 5 for London property management
- No. 6 for London leasing

## SERVICES

### An adviser that puts clients first

Whatever the needs, whatever the real estate assets, BNP Paribas Real Estate supports its clients at every stage of their projects in Europe. Our teams of experts are dedicated to help them build innovative and tailor-made solutions.

#### Type of assets

- Residential, Commercial, Rural, Retail, Logistics, Hotels and Alternatives

#### Business lines

- Commercial transaction (letting and sales)
- Residential agency
- Development & Planning
- Property management
- Valuation
- Rural and residential consulting
- Investment management
- Property development
- Global investor and occupier platforms

