

PRESS RELEASE

DAVID RATLIFF APPOINTED HEAD OF FINANCIAL INSTITUTIONS COVERAGE, APAC

BNP Paribas today announced that it has appointed David Ratliff as Head of Financial Institutions Coverage (FIC) for Asia Pacific.

Ratliff joins from Citigroup, where he forged a highly successful 26-year career culminating in his most recent position as Head of Investor Sales and Relationship Management, Asia Pacific.

In his new role within the Corporate and Institutional Bank (CIB), David will be responsible for deepening relationships and originating business with global and local clients across the institutional investor spectrum. Based in Hong Kong, he will manage a team of senior bankers across Asia Pacific and report regionally to Pierre Rousseau, Head of Global Markets, APAC, and functionally to José Placido, Global Head of FIC.

Pierre Rousseau, Head of Global Markets, APAC said:

“Investing in and growing our APAC platform is a core constituent of the global CIB strategy announced in February; securing a hire of David’s calibre reflects both our commitment and ambition vis-à-vis building our institutional business in the region.”

José Placido, Global Head of FIC, CIB said:

“David is client-focused and has a deep insight into the Asian market, having been stationed in the region for the past 20 years. His markets track record complements his institutional coverage expertise, positioning him well to deliver the fully integrated set of solutions that our clients require.”

David has held a broad range of senior management positions across his career including Co-Head of Equity Distribution, Head of Equities, and Head of Global Markets prior to being Head of Investor Sales and Relationship Management. David was recently Chairman of the Asia Securities Industry and Financial Markets Association (ASIFMA). He holds a Bachelor of Arts degree in Quantitative Economics from Stanford University.

David replaces Francois Leblanc, who is to relocate to Paris to take up a senior management position in the BNP Paribas Group.

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About BNP Paribas in Asia Pacific

In Asia Pacific, BNP Paribas is one of the best-positioned international financial institutions with an uninterrupted presence since 1860. Currently with over 10,000 employees* and a presence in 14 markets, BNP Paribas provides corporates, institutional and private investors with product and service solutions tailored to their specific needs. It offers a wide range of financial services covering corporate & institutional banking, wealth management, asset management, insurance, as well as retail banking and consumer financing through strategic partnerships.

Worldwide, BNP Paribas has a presence in 75 countries with more than 189,000 employees. It has key positions in its three main activities: Domestic Markets and International Financial Services (whose retail-banking networks and financial services are covered by Retail Banking & Services) and Corporate & Institutional Banking, which serves two client franchises: corporate clients and institutional investors. Asia Pacific is a key strategic region for BNP Paribas and it continues to develop its franchise in the region.

* excluding partnerships

www.apac.bnpparibas

About BNP Paribas Corporate and Institutional Banking

Fully integrated in the BNP Paribas Group and representing approximately one third of the Group's revenues, BNP Paribas Corporate and Institutional Banking (CIB) is a leading provider of solutions to two client franchises: corporates and institutionals, and operates across APAC (Asia Pacific), EMEA (Europe Middle East Africa) and the Americas. The bank is a global leader in Debt Capital Markets, Derivatives, is a top European house in Equity Capital Markets, has leading franchises in Specialised Financing and is a top five Securities Services House worldwide. BNP Paribas CIB strives to service the global economy by providing personalised solutions in risk management across all asset classes, financing (ECM, DCM, specialised financing...), financial advisory (M&A, project finance), flow banking (trade finance and cash management), global markets (interest rates, credit, foreign exchange, equity derivatives...), and securities services.

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