



PEOPLE, NOT NUMBERS.
Selezioniamo candidati,
assumiamo persone.



Meet the Practioners

**Università Tor Vergata
17 aprile 2015**

A quick insight into BNP Paribas Group

Meet the Practioners



BNP PARIBAS

Meet the Practioners



BNP PARIBAS

BNP Paribas is a leading global bank

AMERICAS
18.670

EUROPE
141.500

**ASIA
PACIFIC**
14.730

MIDDLE EAST
600

AFRICA
9.050

**185.000 employees in 75
Countries**

Europe

FRANCE
56.800

BELGIUM
17.400

ITALY
18.200

LUXEMBOURG
3.950



Meet the Practioners



BNP PARIBAS

A multinational company in cultures and market



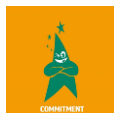
Diversity and the 4 core values are in the DNA of BNP Paribas people



Commitment



Involvement in the relationship with the client and to the Group's world.
Exemplary in the behaviours



Responsiveness



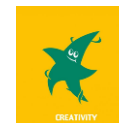
Speed on the evaluation of the reactions and changes, as for the identification of the opportunities and risks.
Effectiveness on decisions and actions



Creativity



Promotion of new ideas and initiatives.
Recognition of the promoters



Ambition



Enjoy the challenges and the leadership.
Will to win a competition with a team, where the client is arbiter



Meet the Practioners



BNP PARIBAS

BNP Paribas in Italy

**3°
Banking
Group**



**Retail
Banking
& Services**

**18.200
employees**



**Corporate
&
Institutional
Banking**

**28
Entities**



**About
5 million
clients**

BNP Paribas offers Italian customers products and services, from the traditional to the more innovative, able to meet the needs of individuals, businesses and institutions.

Meet the Practioners



BNP PARIBAS

BNL key figures

325
169
180

Commercial network

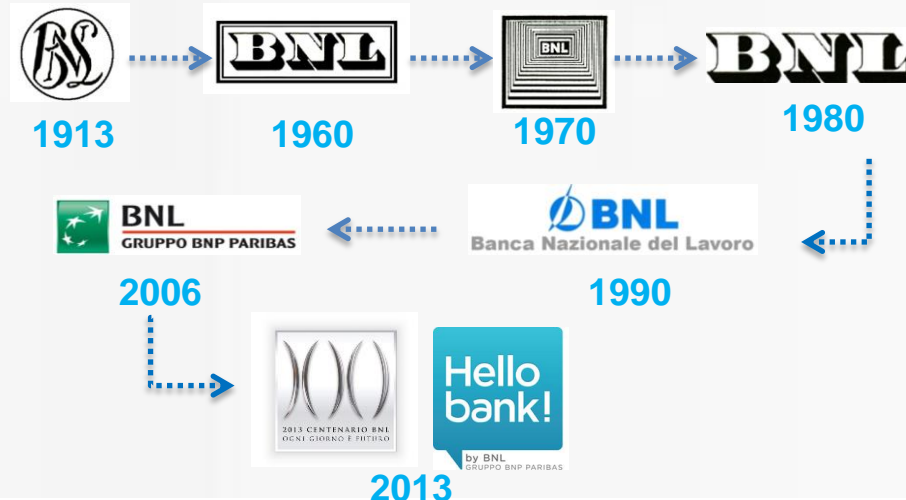
- ✓ About 1000 points of sale, including 38 private banking centers
- ✓ 51 small business centers
- ✓ 20 centers dedicated to the needs of SMEs, large corporates, local authorities and public sector
- ✓ 5 business centers

Clients



- ✓ 2,3 million individual customer and 30.900 private banking clients
- ✓ 129.000 small business clients
- ✓ 20.000 corporate clients
- ✓ 13.200 local authority clients

More than 100 years of history!





Web and Social networks



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job.bnl.it

