



THE ROLE OF LEASING IN ENERGY TRANSITION

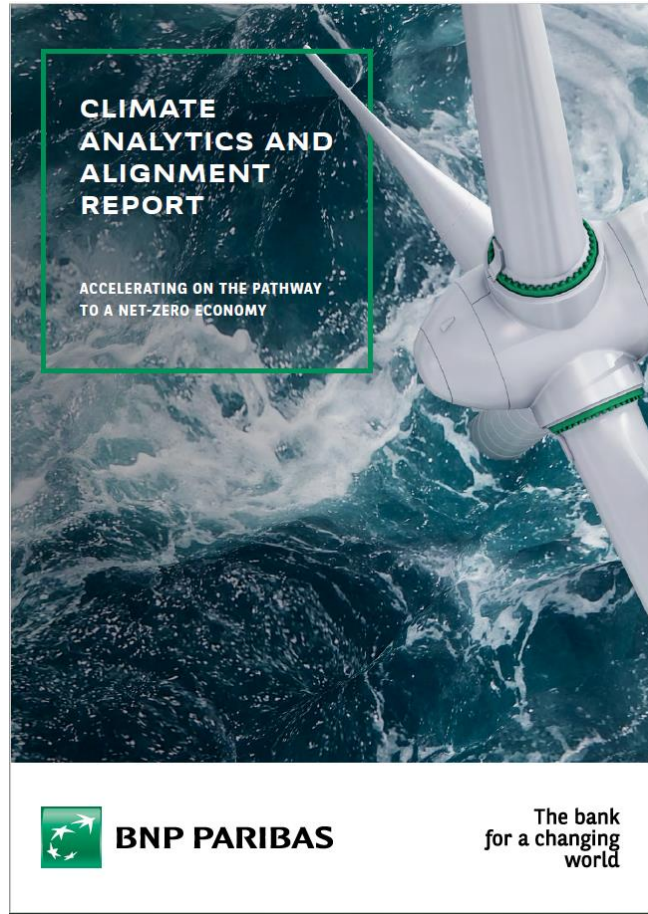
ANDREY MARAMZINE
CHIEF SUSTAINABILITY OFFICER






BNP PARIBAS
LEASING SOLUTIONS

Equipment finance for a changing world

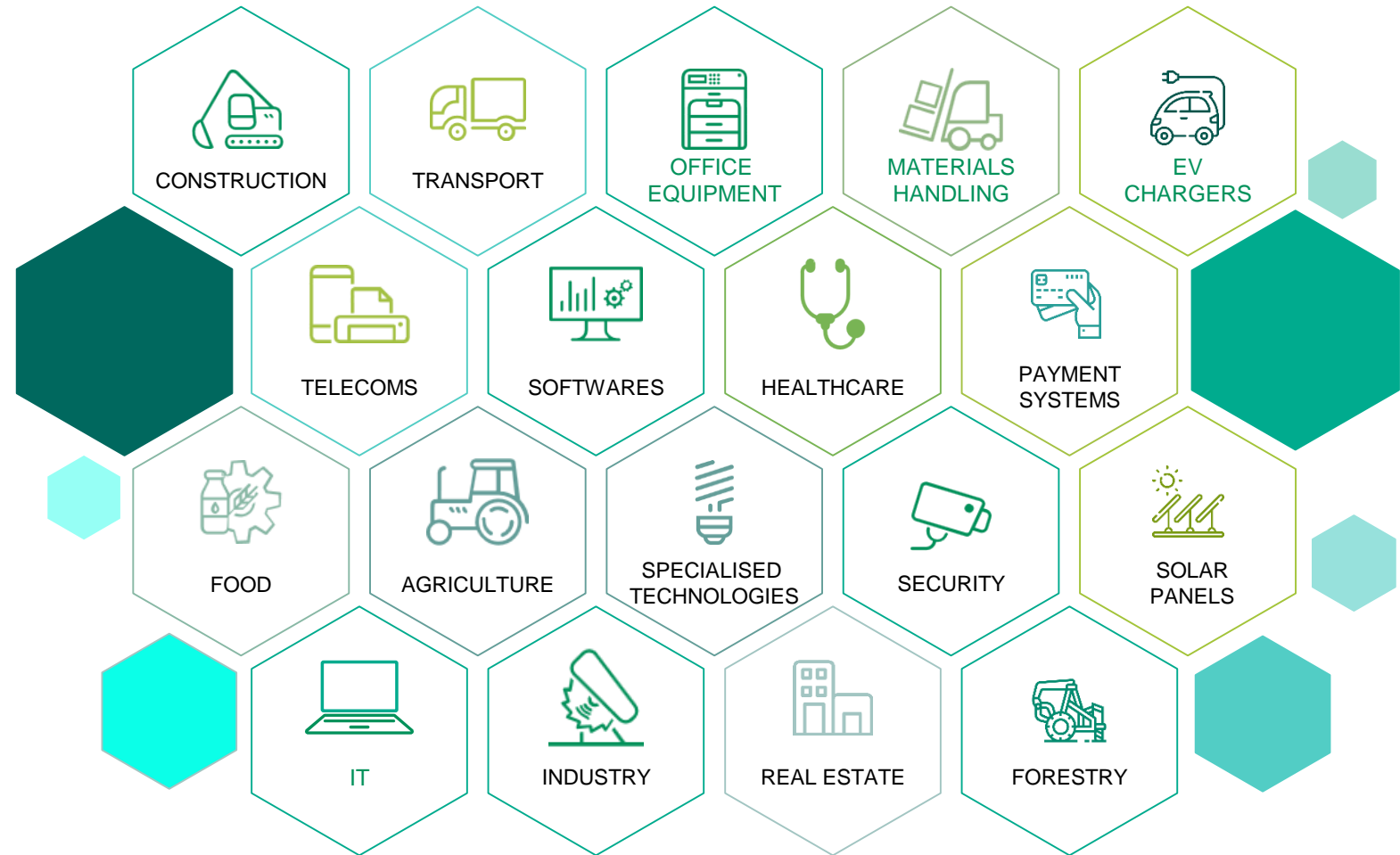
BNP Paribas, A European Leader



	Operational KPI		Emission Intensity				
	Metric	2020 Baseline	2025 Target	Metric	2020 Baseline	2025 Target	% Reduction 2020-2025
 Power Generation	Share of renewable energy in our financed portfolio technology mix (%)	57%	>66%	Emission Intensity gCO ₂ /kWh	208	<146	>30%
	Share of coal in our financed portfolio technology mix (%)	10%	<5%				
 Oil and Gas	Credit exposure to Upstream oil and gas production activities (% vs.2020)	-	-12% vs. 2020	Emission Intensity gCO ₂ e/MJ (Upstream oil and gas and Refining)	68	<61	>10%
	Credit exposure to Upstream oil production activities (% vs.2020)	-	-25% vs. 2020				
 Automotive (car manufacturers)	Share of electrified vehicles (BEV+PHEV+FC) ⁽²⁾ in our financed portfolio powertrain mix (%)	4%	>25%	Emission Intensity gCO ₂ /km (WLTP)	183	<137	>25%

“World’s Best Bank for Sustainable Finance” Euromoney, July 14th 2022

BNP Paribas Leasing Solutions

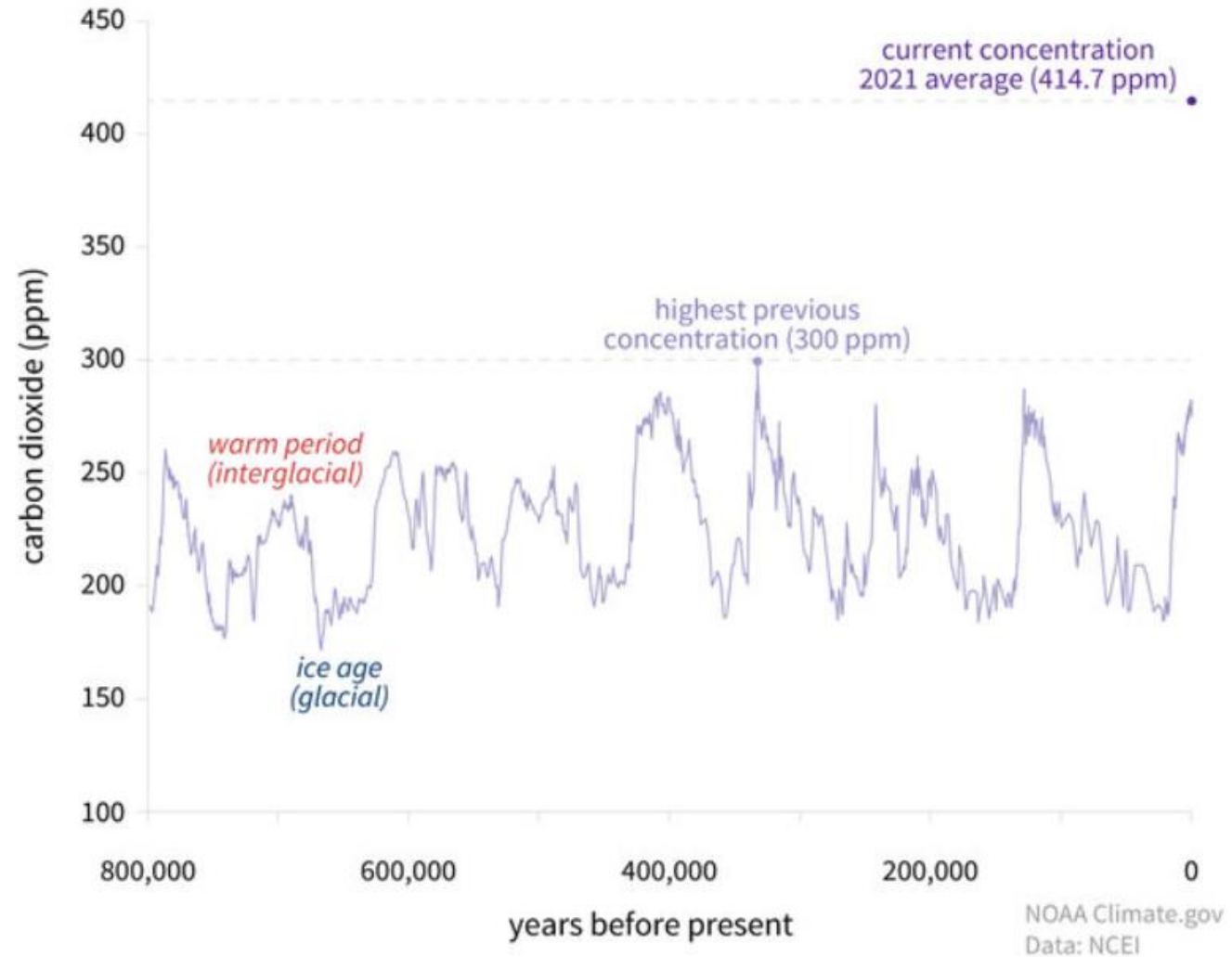


“European Lessor of the Year” Leasing Life, November 15th 2022 – 7th time
“Best Energy Transition Financing Programme” (Leasing Life)



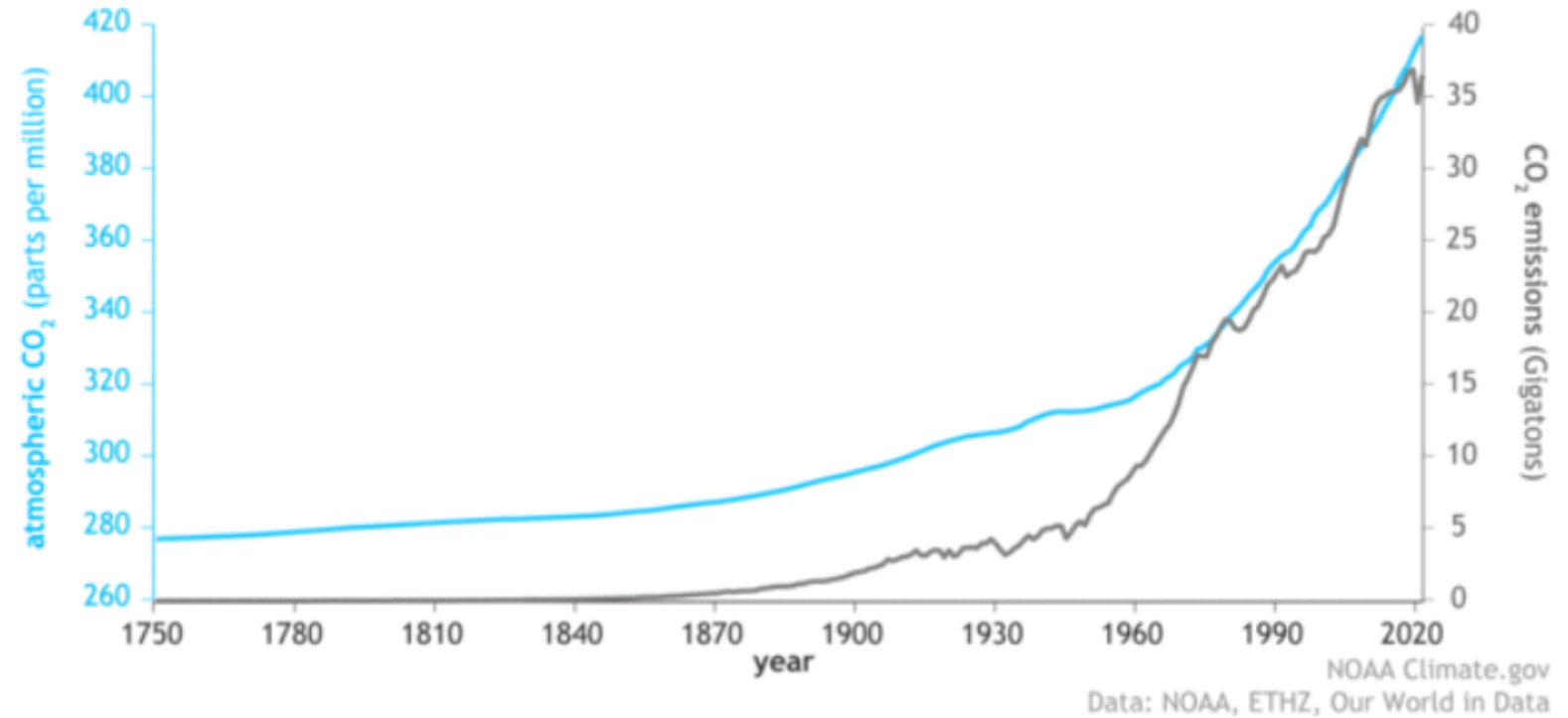
**CO2, We
have a
problem**

CARBON DIOXIDE OVER 800,000 YEARS



A man-made problem

Atmospheric carbon dioxide amounts and annual emissions (1750-2021)



From Climate to the Economy

“Identify the most severe risks on a global scale over the next 10 years”

■ Economic ■ Environmental ■ Geopolitical ■ Societal ■ Technological

1st Climate action failure

2nd Extreme weather

3rd Biodiversity loss

4th Social cohesion erosion

5th Livelihood crises

6th Infectious diseases

7th Human environmental damage

8th Natural resource crises

9th Debt crises

10th Goeconomic confrontation

Source: World Economic Forum Global Risks Perception Survey 2021-2022



Regulation requirements they are-a-changing

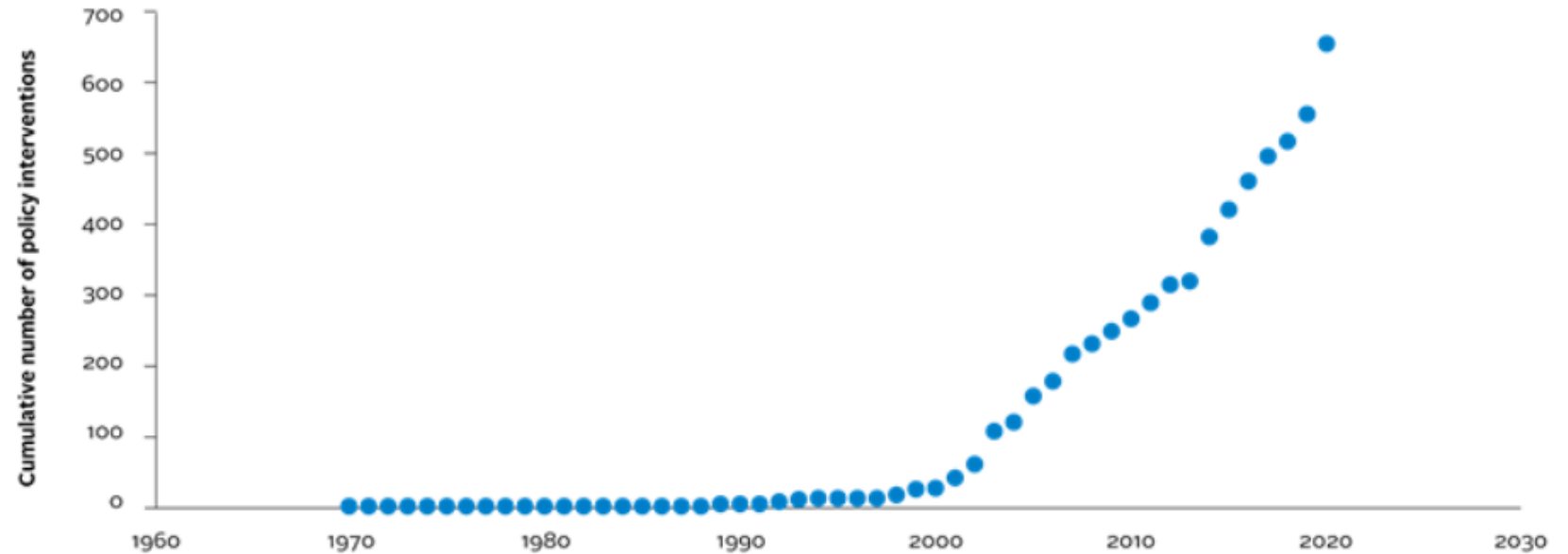


Figure 1. Cumulative number of policy interventions worldwide per year

Source: PRI Regulation Database

Particularly in Europe

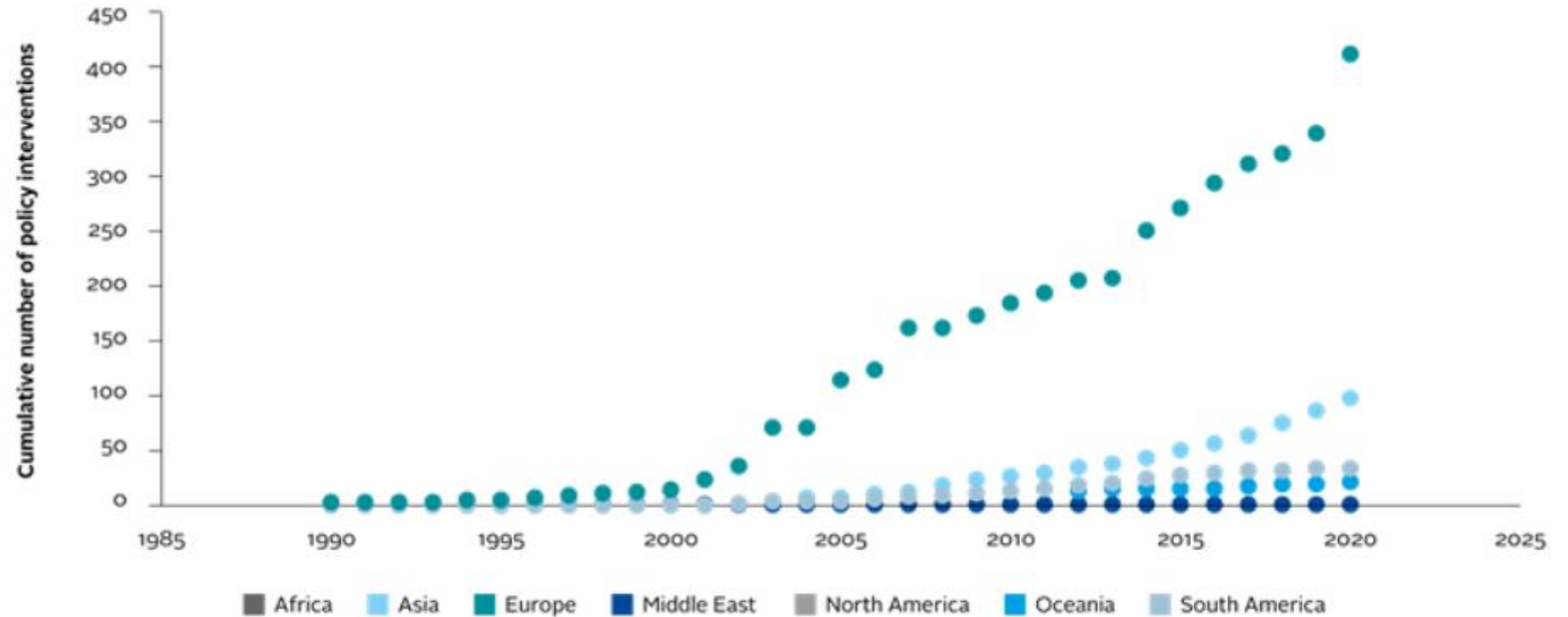


Figure 2. Regional distribution of policy interventions

Source: PRI Regulation Database



9%
inflation in
'22e and 6%
next year:
could
corporates
pass on all
of this?

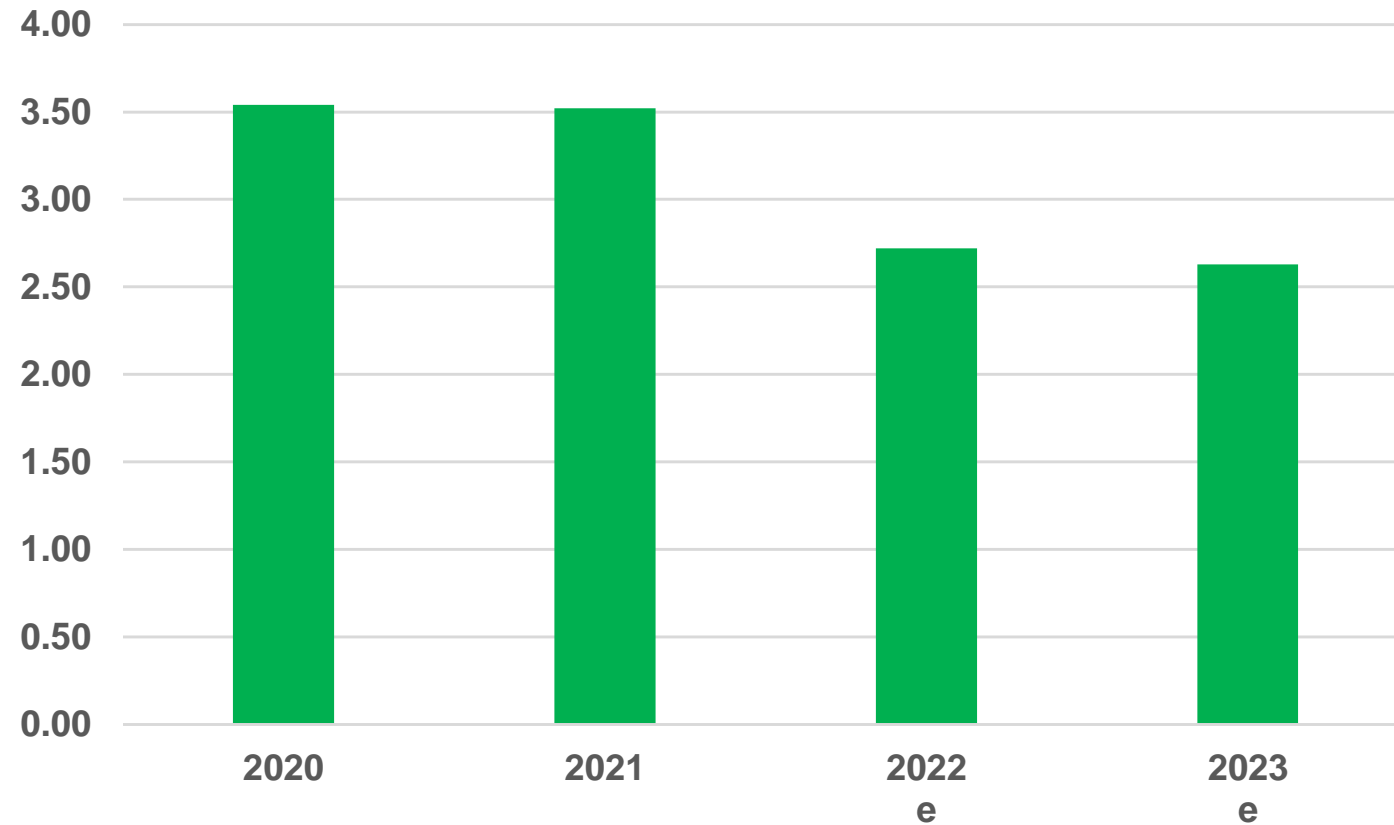
GDP and inflation forecasts

	BNP Paribas GDP growth forecasts													
	Annual avg (% y/y)			Quarterly (% q/q)								Annual avg (% y/y)		
	2022	2023	2024	2022				2023				2022	2023	2024
			Q1 ⁽¹⁾	Q2 ⁽¹⁾	Q3	Q4	Q1	Q2	Q3	Q4				
US	1.9	-0.1	-0.2	-0.4	-0.1	0.6	0.3	0.0	-0.4	-0.4	-0.3	8.1	4.4	2.4
Eurozone	3.2	-0.5	1.3	0.6	0.8	0.2	-0.4	-0.5	-0.2	0.2	0.3	8.5	5.7	2.3
Germany	1.8	-1.0	1.1	0.8	0.1	0.3	-0.5	-0.7	-0.3	0.2	0.3	8.8	5.4	2.0
France	2.5	0.0	1.0	-0.2	0.5	0.2	-0.3	-0.4	0.2	0.2	0.1	6.0	6.2	2.7
Italy	3.8	-0.4	1.1	0.1	1.1	0.5	-0.4	-0.6	-0.1	0.2	0.3	8.5	6.5	2.1
Spain	4.6	0.0	1.3	-0.2	1.5	0.2	-0.3	-0.4	0.0	0.2	0.2	8.5	2.8	1.5
China	3.2	4.5	4.8	1.6	-2.7	3.9	1.1	0.8	1.0	1.2	1.0	2.1	2.7	2.5
Japan	1.5	0.9	0.3	0.1	1.1	-0.3	0.7	0.2	0.1	-0.1	-0.1	2.4	1.9	1.3
UK	4.4	-0.9	0.8	0.7	0.2	-0.2	-0.3	-0.6	-0.2	0.2	0.2	9.0	7.4	2.1
South Korea	2.6	1.2	1.7	0.6	0.7	0.3	-0.1	0.2	0.6	0.5	0.3	5.1	3.5	2.1
Brazil	3.0	0.5	1.3	1.1	1.2	0.7	0.1	-0.1	-0.2	0.1	0.1	9.3	4.7	4.8
Mexico	2.8	0.3	-0.2	1.1	0.9	1.0	0.2	0.1	-0.3	-0.3	-0.3	7.9	6.3	4.4
Poland	5.0	0.0	3.1	4.2	-2.4	0.0	-0.6	-0.2	0.6	1.0	1.2	14.5	14.0	8.0
South Africa	1.7	0.2	1.0	1.7	-0.7	0.3	0.0	0.0	0.2	0.0	0.1	6.8	5.8	5.3

(1) For 2022, Q1-Q2 GDP data and Q1-Q3 inflation data are actual
Sources: National statistical agencies, IMF, Macrobond, BNP Paribas forecasts

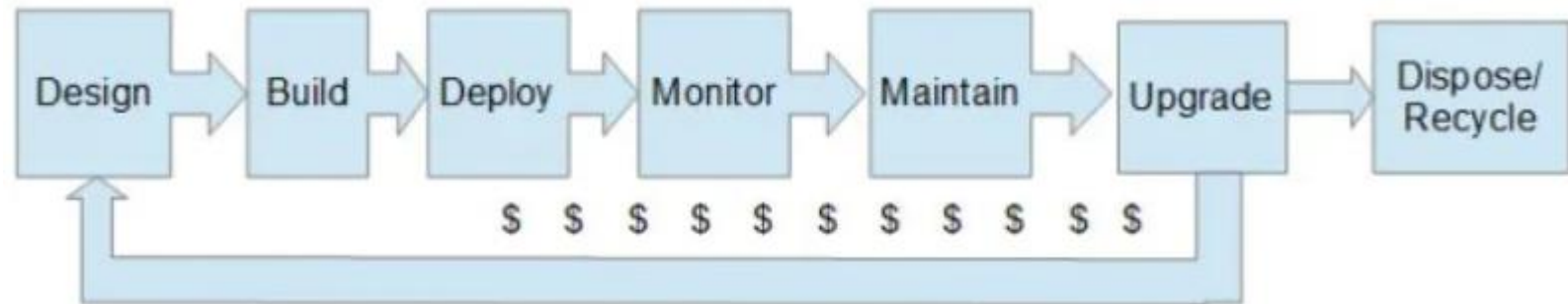
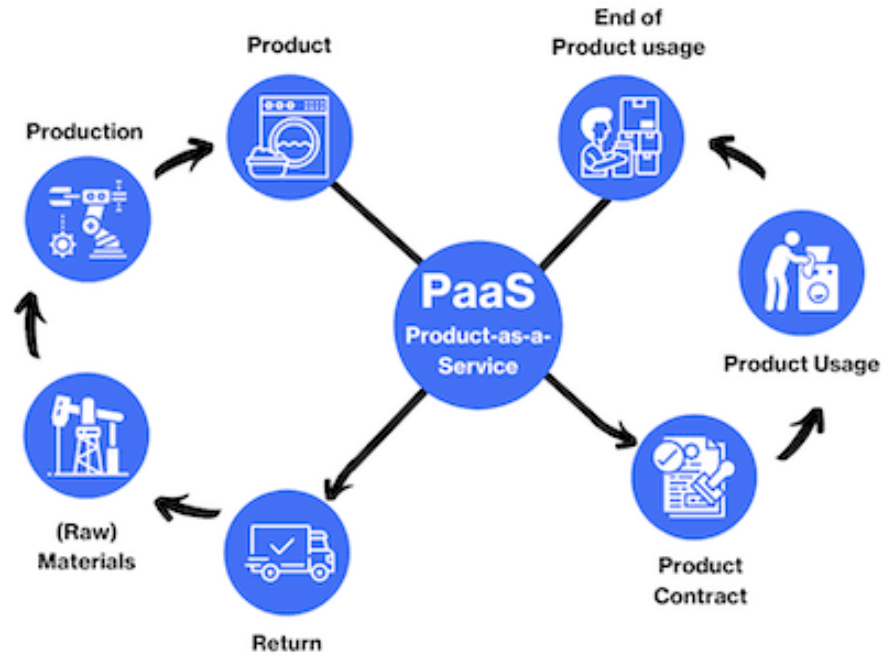
Source: BNP Paribas Global Markets forecasts, November 15th 2022

Meanwhile,
leverage is
expected to
remain high
- listed
companies
example



Source: Debt to EBITDA, BNP Paribas Exane Universe mean, as of November, 20th 2022

Where does leasing come in?



DRIVERS: MULTIPLICITY AND SIMULTANEITY

Happening at the same time:

Regulation: multiplicity of fields and regions



Environment: multiplicity of fields



Financial: high inflation and elevated leverage



DRIVERS: MULTIPLICITY AND SIMULTANEITY

Happening at the same time:

Environment: multiplicity of fields



GHG

(manufacturing and usage)

WATER and RESOURCES

(optimization)

CIRCULARITY

(Of which: longer useful life once made)

ASSETS OF AS-A-SERVICE

FLEXIBILITY

Obsolescence risks

Asset breadth

Economic & financial aspects



TECHNOLOGY

ONE STOP-SHOP

OUTSOURCING

Circular economy is an opportunity to grow revenues

Circular economy represents €1.8 trillion opportunity in overall benefits for Europe by 2030

There is growing expectation from society for the preservation of our planet

- Consumers are becoming increasingly aware of their choices
- Legislation requires concrete actions in the short term

BNP Paribas' Circular Economy specific offer

BNP PARIBAS ASSET MANAGEMENT

BNP Paribas Asset Management offers investors a range of investment products related to circular economy. Assets amounted to €665M at the end of 2021

LEASING & SHARING BUSINESS MODELS

BNP Paribas Personal Finance acquired a minority stake in Evollis (Oct 2021), a digital platform that manages long-term rental contracts for capital goods through subscription plans

SERVICES

BNP Paribas 3 Step IT joint venture offers companies a complete service for managing their technological equipment at each stage of its life cycle through a circular economy approach

€0.85bn
by 2025

Amount of production in BNP Paribas 3 Step IT circular model

INSURANCE

Back Market launches new eco-responsible offer in partnership with BNP Paribas Cardif and i-surance



THANK YOU merci

mèsitak GRAZIE شكراً لك

dhanyavad ARIGATŌ dziękuję

GRACIAS danke ευχαριστώ NANDRI

спасибо MAHALO teşekkür

ederim spas JĒRĒJĒF