

Paris, May 22, 2014

PRESS RELEASE**BNP Paribas and Euler Hermes sign national distribution agreement:
Credit insurance solutions aimed at increasing the safety of
corporate business transactions in France and internationally**

BNP Paribas and [Euler Hermes](#), the leader in international [credit insurance](#), have signed a national distribution agreement that involves offering 32,000 corporate clients of BNP Paribas in France credit insurance solutions that meet their need to hedge customer risks. The goal is to increase the safety of clients' business transactions and protect their assets in the event of unpaid receivables.

With its "[BNP Paribas Entrepreneurs 2016](#)" plan, the bank has undertaken to make a minimum package of 10 billion euros in credits, including 4 billion in funding solutions, available to its customers in 2014.

Currently, margin level represents the principal difficulty encountered by 88% of French companies.* Optimization of the need for working capital and preservation of assets are equally strategic requirements for ensuring business' continued existence.

In this context, the BNP Paribas and Euler Hermes partnership aims to assist companies with business and financial problems by offering credit insurance solutions in France and internationally.

"Credit insurance is an addition to our current range of customer receivables solutions," says Denis Laplane, Manager of Corporate Clientele and Member of the Management Board of BNP Paribas Retail Banking for France. "This partnership will enable us to offer greater security to our customers for their existing business, and greater visibility of their targets and development areas, particularly on the international level."

"This partnership represents an important stage in our development and corporate assistance strategy," notes Nicolas Delzant, chairman of the Management Board of Euler Hermes France. "With 62,300 business insolvencies forecast for France in 2014, historically the highest level since 2009, it is essential that companies protect their development and assets from the hazards connected with the risk of unpaid receivables. Our experience with customer risk and our information base covering more than 40 million companies worldwide assist in safe business turnover growth."

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About BNP Paribas Retail Banking in France

The Retail Banking operation in France has more than 30,000 employees serving close to 7 million individual customers, 580,000 professional and micro companies, 32,000 small, intermediate, and medium-sized companies and large companies) and 75,000 partnerships. It is a leader in the Corporate and Private Banking market. Organized around lines of specialized clientele to provide the best support, it offers a broad range of products and services ranging from bookkeeping to extremely sophisticated corporate financing and asset management packages. The Retail Banking teams are strongly committed to serving the economy and customers at the bank's 2,200 branches and 300 specialized offices serving private

**Euler Hermes France Survey (November 2013) of 800 small, intermediate, and medium-sized companies, and their markets, investments and assets.*

banking, start-ups, innovation, and corporate business centers. The Retail Banking operation also maintains a strong presence in the social media, particularly on Facebook, Twitter, and Foursquare. As a continuous investor in innovation and quality of service, in May 2013 BNP Paribas launched Hello Bank!, its first digital banking application for use on cell phones. This new client relationship offer supplements the on-line banking service (Contact Centers, Internet, Mobile, Net Agence, Net Crédit, and Net Epargne) and the 6,000 ATMs available to its individual and business customers.

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About Euler Hermes

Euler Hermes France, a subsidiary of the Euler Hermes Group and the leading credit insurer in France, contributes to the profitable development of companies by insuring their customer receivables.

Euler Hermes is the global leader in trade credit insurance and a recognized specialist in the areas of bonding, guarantees and collections. With more than 100 years of experience, the company offers business-to-business (B2B) clients financial services to support cash and trade receivables management. Its proprietary intelligence network tracks and analyzes daily changes in corporate solvency among small, medium and multinational companies active in markets representing 92% of global GDP. Headquartered in Paris, the company is present in over 50 countries with 6,000+ employees. Euler Hermes is a subsidiary of Allianz, listed on Euronext Paris (ELE.PA) and rated AA- by Standard & Poor's and Dagong. The company posted a consolidated turnover of €2.5 billion in 2013 and insured global business transactions for €789 billion in exposure at the end of 2013. Further information: www.eulerhermes.com, [LinkedIn](#) or Twitter [@eulerhermes](#).

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