



BNP PARIBAS

The bank for a changing world

Sharekhan

by BNP PARIBAS

BEST BANK AWARDS

India's best international corporate bank 2022: BNP Paribas

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BNP Paribas's relationship with India stretches back to 1860: since then, the lender has grown steadily, connecting with Indian businesses both inside and outside the country.

The French bank had one of its best years in India as revenue, for the year to the end of March 2022, jumped almost 300% across all product offerings.

Whether in promoter lending and acquisition financing, working capital loans, project finance, equity capital market solutions or debt capital market products, the bank provides the entire range of solutions to its clients, making it Asiamoney's best international corporate bank for India in 2022.

It is little wonder then that the luxury brand Jaguar Land Rover, which is owned by the Tata Group, chose BNPP for an exclusive partnership for financial services to all of the carmaker's retailers and customers, starting in January 2023 across nine European markets.

Another area where BNPP brings its global expertise is in environmental, social and governance. In 2021, India committed to achieving net-zero status by 2070, but many of its corporates had already started to incorporate ESG into their businesses and had turned to BNPP for the best solutions.

The bank, which has been carbon neutral since 2017, was at the forefront of supporting its clients, helping them to raise green financing as well as moving the dirtier sectors towards sustainable options. In 2021, BNPP helped corporates raise \$2.3 billion of green and sustainable loans, and over \$2.9 billion in ESG bonds.

Across DCM, BNPP ranked fifth in Dealogic's India bookrunners league table for the awards period, with a 5% market share. This included both dollar and rupee-denominated deals.

BNPP delivered impeccable results for its clients, whether offering digital solutions for cash management, providing debt financing, or capturing retail demand in the equity markets through its broking arm, Sharekhan.

The bank's India chief executive is Sanjay Singh, who succeeded Aymar de Liedekerke Beaufort in September when the latter became head of territory, India.

Some notable capital markets transactions during the past year include: the \$480 million IPO for Adani Wilmer; Axa's sale of a \$363 million stake in ICICI Lombard; Shriram Transport Finance Company's \$475 million social bonds; Carlyle-owned Hexaware's \$1 billion leveraged buyout financing; Axis Bank's \$600 million sustainable additional tier-1 sale; and a sole advisory role on the sale of Tata Steel's NatSteel Holdings to Toptip Holdings.

With these deals, BNPP has shown that it is the bank of choice for many of India's large corporations, thanks to its deep local expertise and international footprint. It is a worthy winner of this award.