

# TRADE FINANCE MAGAZINE

June 2005 - Awards for Excellence

## BEST COMMODITY BANK

**Winner: BNP Paribas**

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**Highly commended: SG CIB**

This is the second year running that BNP Paribas (BNPP) has won this award, and the bank has done so with an increased vote. SG CIB comes in as a strong second.

Says Jacques-Olivier Thomann, global head of commodities trade finance at BNPP in Geneva: "It is a great honour to obtain such a prestigious award from Trade Finance magazine. In our eyes it's the validation of our unique model consisting of being a global commodity bank with all the products from reserve-based lending, project financing to oil trade and structured financing completed by a panel of hedging products in every market. This is from bilateral short term to syndicated long term deals for the global range of commodities (petroleum, metals and soft)."

In Paris, Matthieu Lacaze, global head of commodities structured finance for the bank comments: "For more than 30 years, our involvement in this sector is characterized by a 'cruise control' approach and not a 'stop and go' approach, allowing the building of strong relationships between BNPP and its clients, and showing the dedication of our bank to this sector even during the difficult times for the sector."

He adds: "Our knowledge of this sector allows us to develop and offer well adapted banking products to each category of players active in the commodity chain, from balance sheet financing to heavily structured lending, and from futures to OTC products for hedging purposes. We feel more as a partner to our clients than a supplier of banking products. For that, we have to know very well all categories of players in order to bring to each of them the real added value they are expecting from a partner."

### **Best Commodity Bank**

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3. Deutsche Bank + Fortis Bank

4. Rabobank

5. ABN Amro

BNPP is widely known as the biggest oil financing bank, and Guillaume Leenhardt, regional head for Middle- East & Africa, ECEP, at BNPP states: "In the Middle-East and Africa region, BNPP's energy commodity export project (ECEP) division has for years been a consistent and dedicated major commodity bank in over 37 countries with activities ranging throughout the spectrum of the oil and gas and commodity value chain.

All of those at the bank involved in the Middle East and Africa region share with me the pride in being recognized by our customers as the Best Commodity Bank and also the desire to continue to bring maximum value to all commodity players active in the region for many years to come."