

Build Smart

Financing the Roads of the Future

- Driverless Cars
- Electricity for Cities
- Real-time Information
- Increased Safety
- Reduced Emissions

Achieving UN SDGs and driving growth for BNP Paribas CIB Division



Challenge Statement:

Develop a new and actionable idea that will enable meaningful investment in the United Nations' Sustainable Development Goals ("SDGs") while creating new growth opportunities for BNP Paribas CIB division.

Proposed Mission:

Unleash Smart infrastructure potential

Innovative financing

Substantial impact on UN SDGs

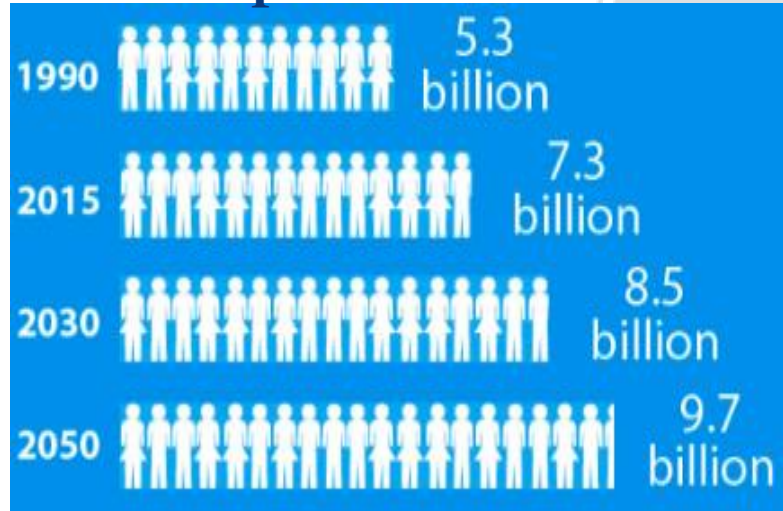
Grow BNPP's CIB division



The Primacy of SDG #9

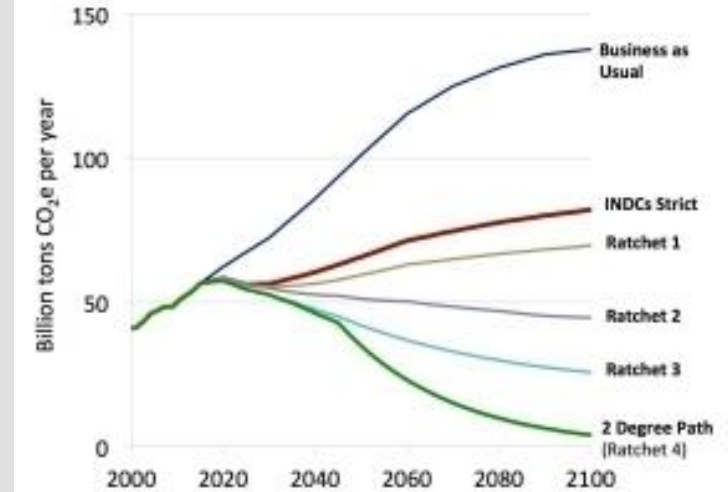
The Urgency of SDG #9

Global Population



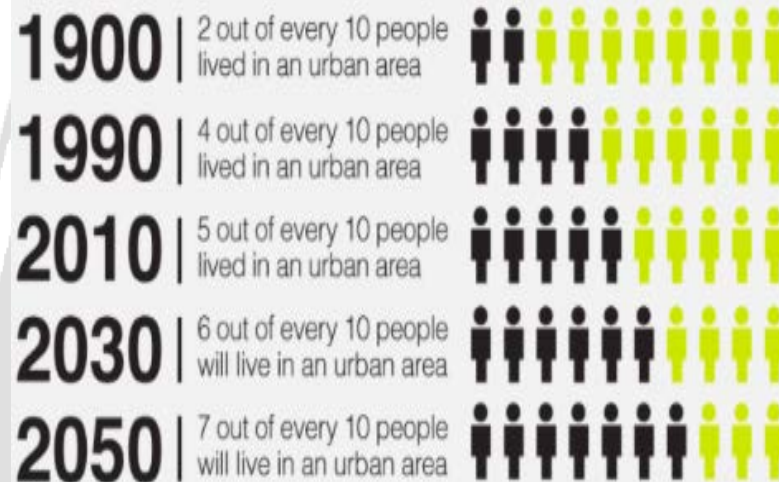
Source: UN

Global Emissions Trends



Source: ClimateScoreboard

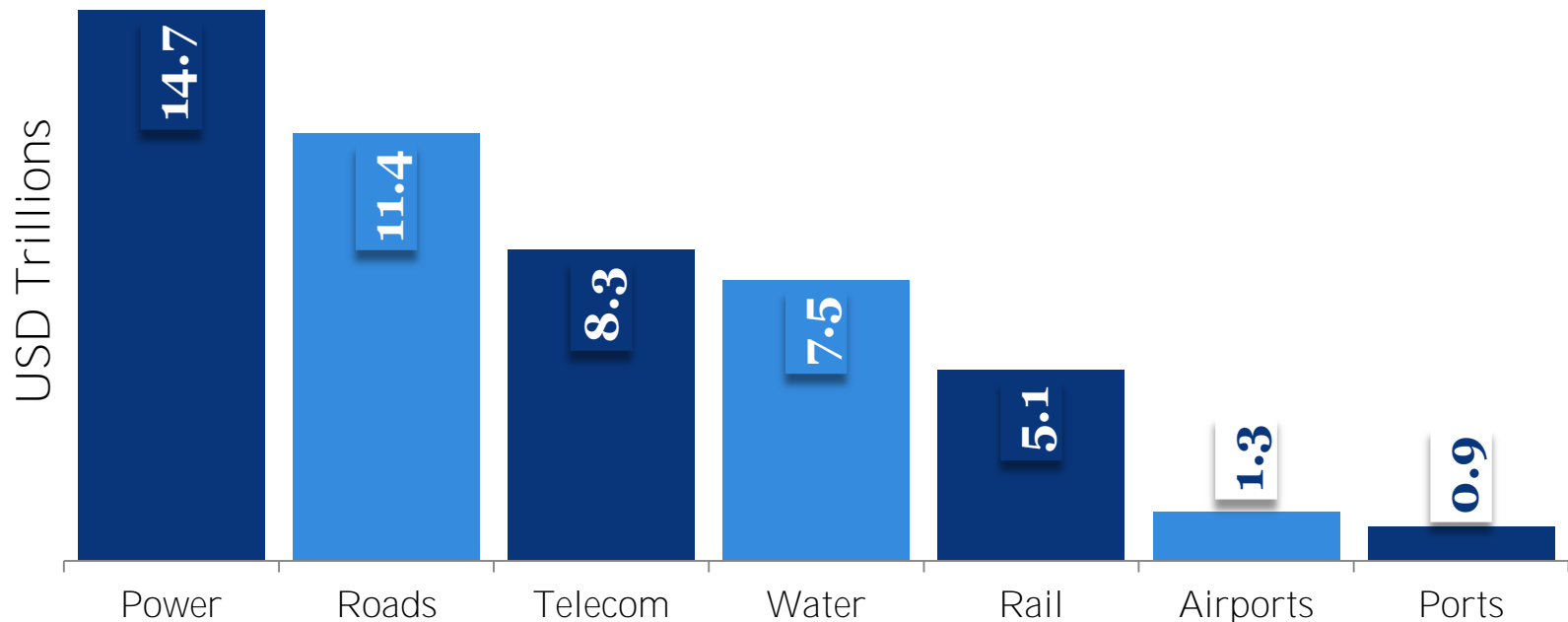
Urbanization



Source: UN

The Urgency of SDG #9

Global Infrastructure Gap: USD 57 trillion



Global Infrastructure Gap through 2030

BNP Paribas' Clean Credibility

GREEN BONDS

BNP Paribas Launches Social Impact Bond in the United States



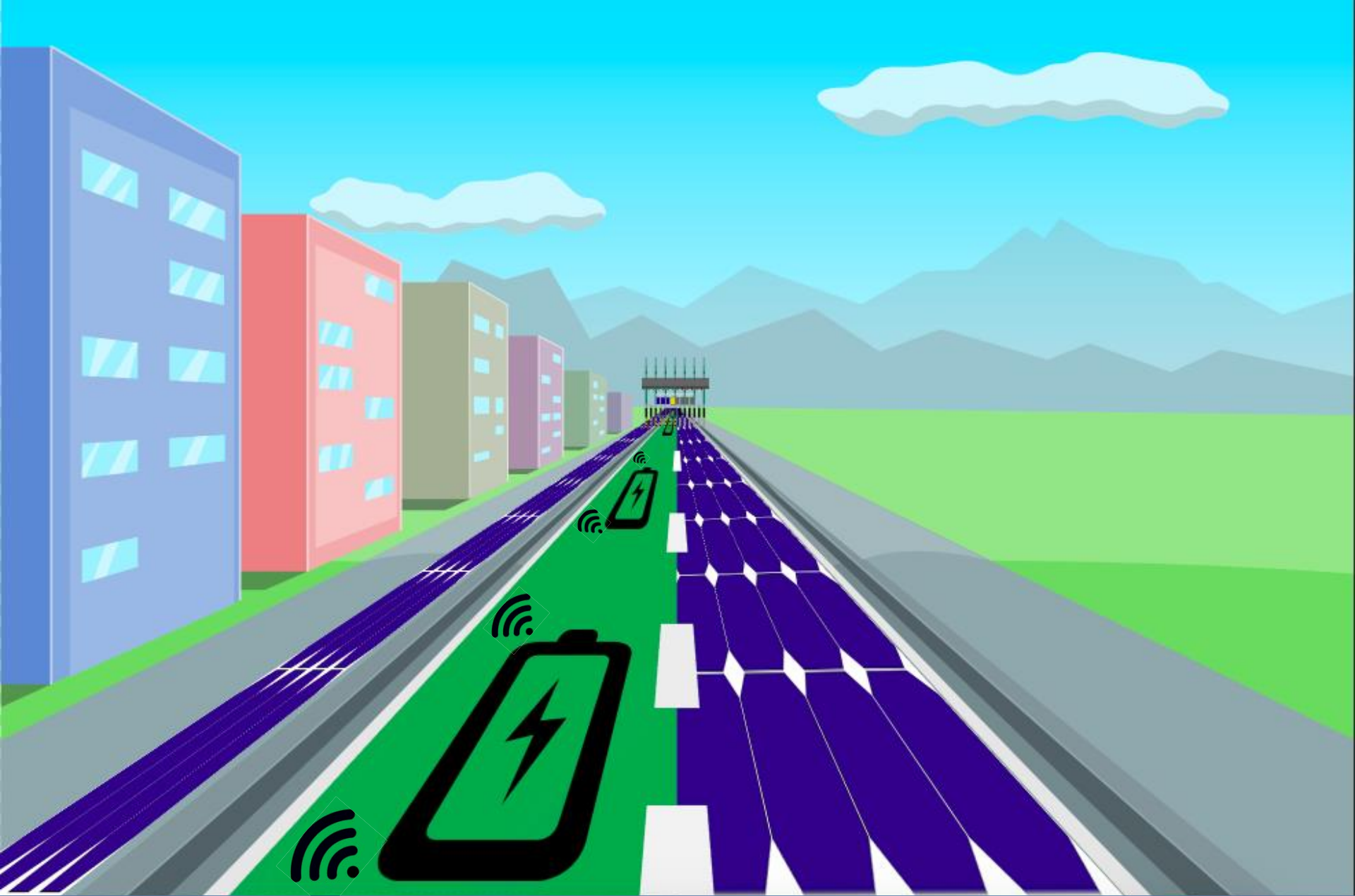
Solactive Sustainable Development Goals World Index

BNP Paribas Securities Services launches ESG Risk Analytics

BNP Paribas dedicates €15BN in financing for renewable energy



Our Solution: Smart Roads



	Reduced Emissions	Increased Safety	Time Savings
DWPT+WiFi	Yes	Yes	Yes
Solar Roadtop	Yes	Yes	No
Solar Roadside	Yes	No	No
Open Road Tolling	Yes	Yes	Yes

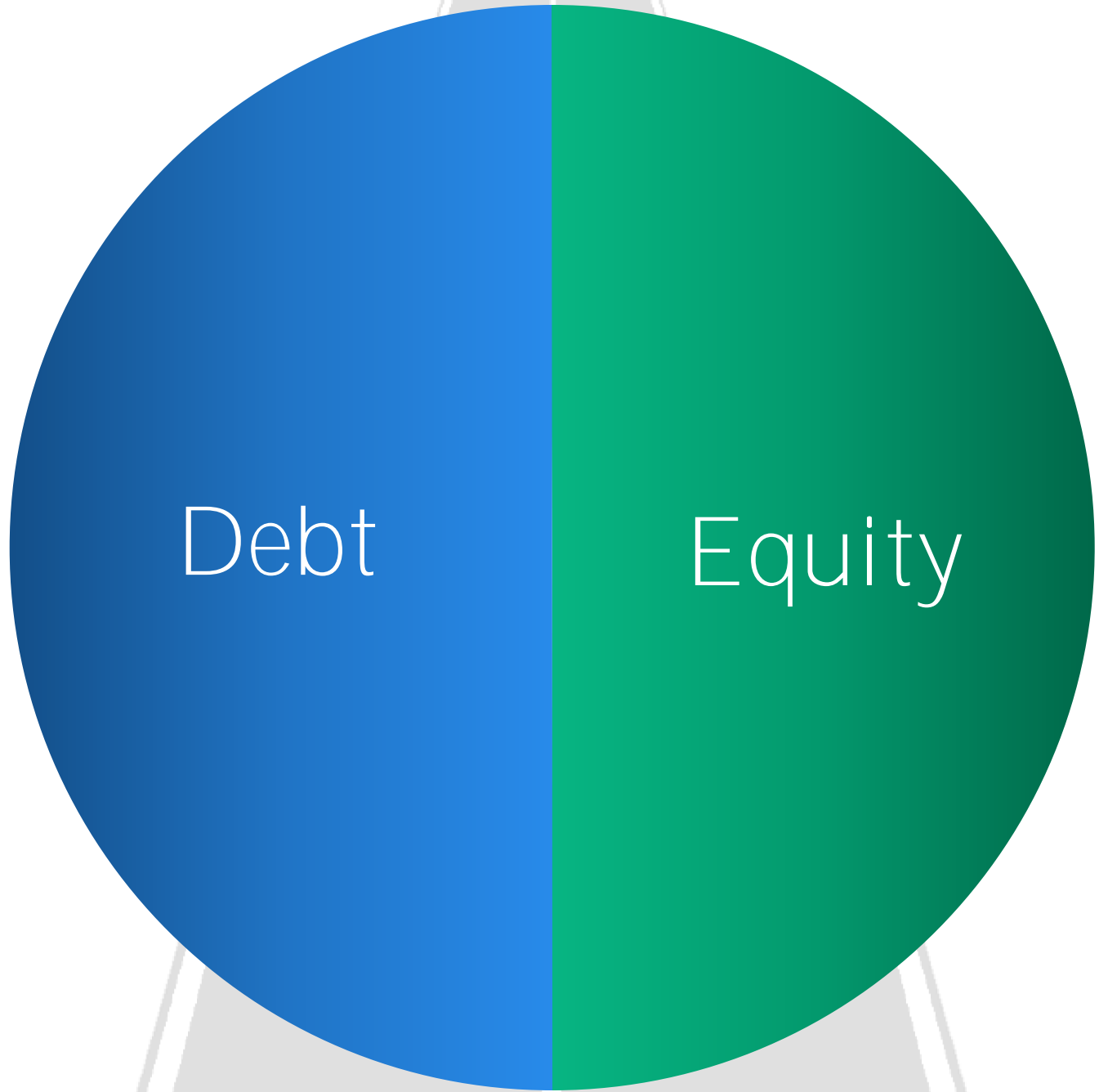
Traditional ROI: 9.06%

Smart ROI: 24.54%

Smart Road Cost
\$25 Million / Kilometer Lane



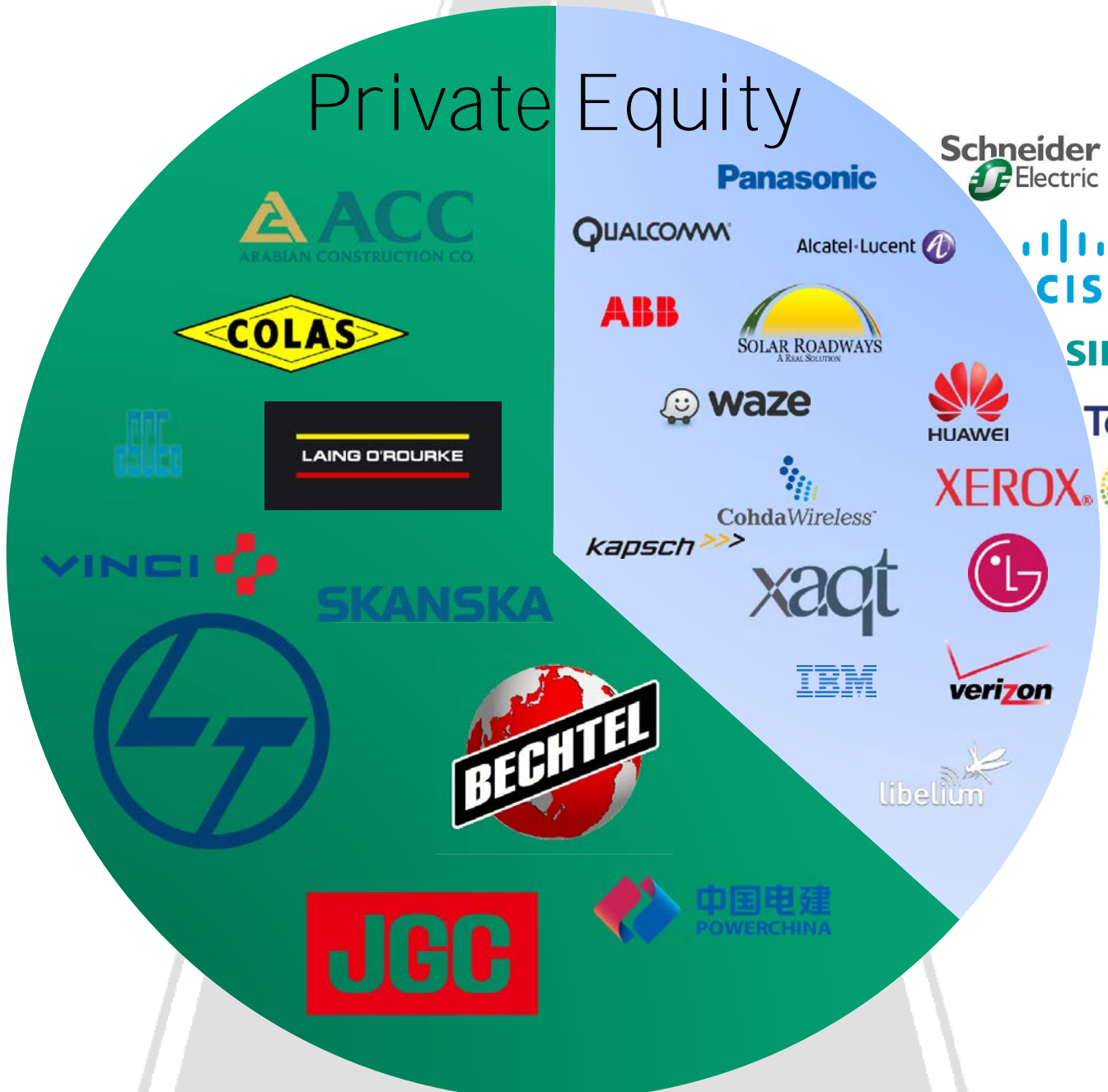
Our Solution: Smart Financing



Debt

Equity

Private Equity



ACC
ARABIAN CONSTRUCTION CO.

COLAS

ACC
ARABIAN CONSTRUCTION CO.

LAING O'ROURKE

VINCI

SKANSKA



JGC

中国电建
POWERCHINA

Panasonic

Schneider Electric

QUALCOMM

Alcatel-Lucent

CISCO

ABB

SOLAR ROADWAYS
A REAL SOLUTION

SIEMENS

waze

HUAWEI

Telensa

Cohda Wireless

XEROX

Indra

kapsch

xaqt



STUDIO ROOSEGAARDE

IBM

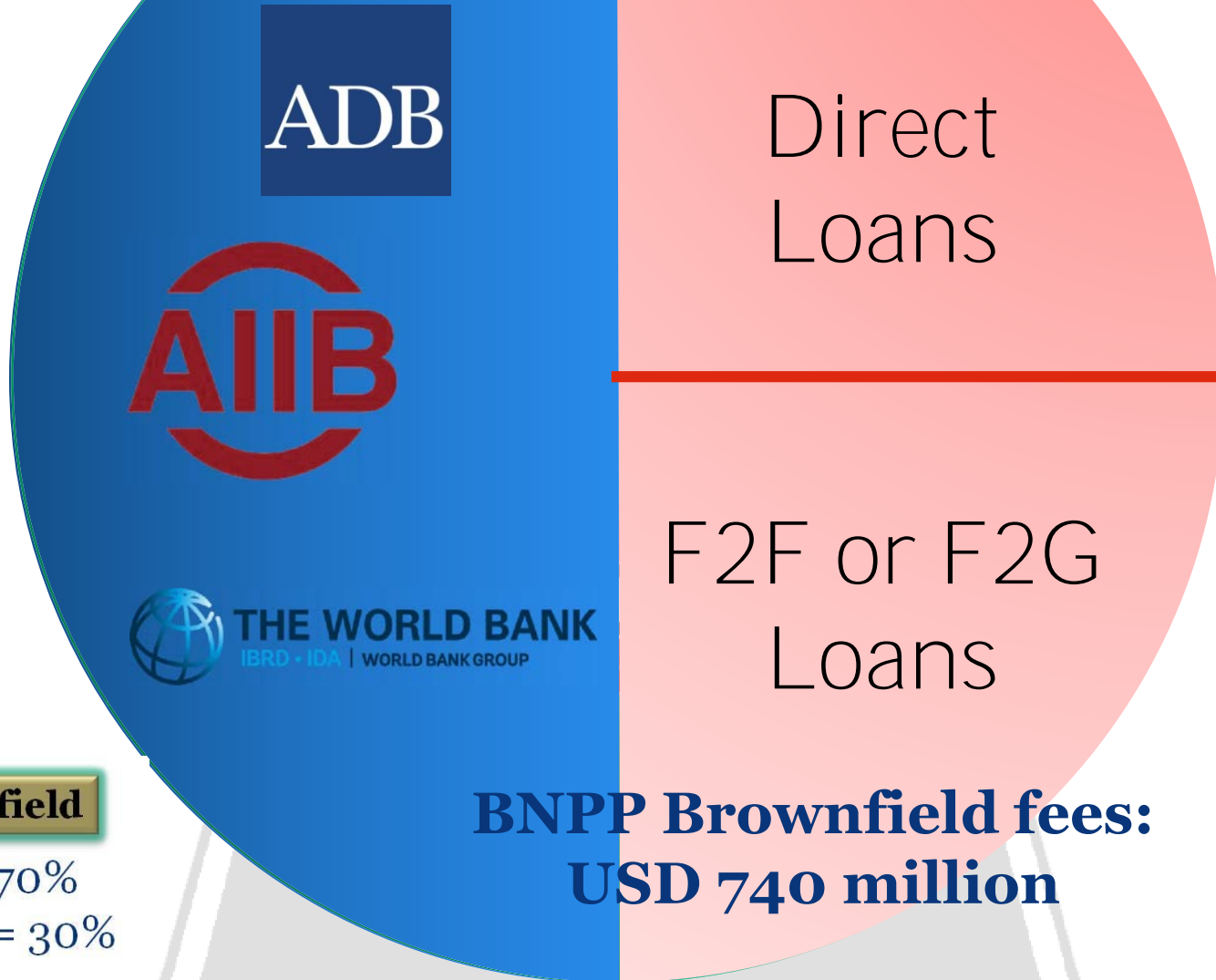
verizon

libelium

Greenfield

Debt = 50%
Equity = 50%

**BNPP Greenfield fees:
USD 893 million**



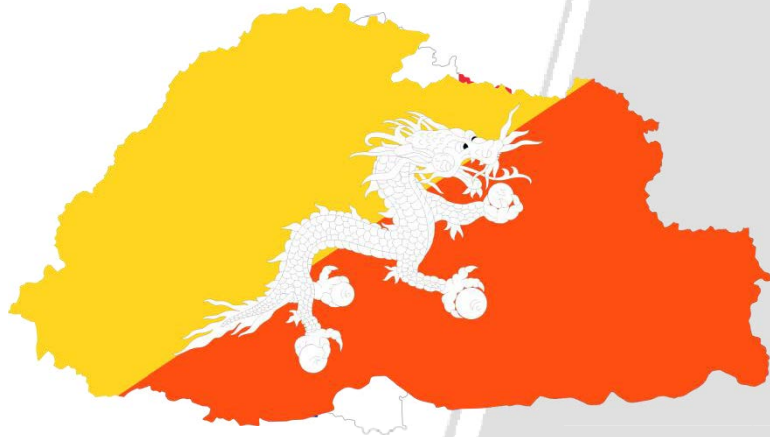
Brownfield

Debt = 70%
Equity = 30%

**BNPP Brownfield fees:
USD 740 million**



Our Solution: Smart Future





Approved Projects:

2016 – USD 1.73 Billion

2017 – USD 3.5 Billion

Measuring Impact



No. 9

- New industry growth
- Investment capital growth

No. 7 and No. 13

- Increase in renewable energy use
- Decrease in energy costs
- Decrease in GHG emissions

No. 8 and No. 11

- Increase in skilled/unskilled labor ratio
- Income growth and equitable distribution
- Community support for C&E companies

No. 17

- Goal alignment between public and private partners

SMART The Road Ahead



Courtesy of Localis UK

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