

PRESS RELEASE

BNP PARIBAS REAL ESTATE EXECUTIVE BOARD BECOMES MORE INTERNATIONAL

To boost its growth and consolidate its position as a benchmark player on the European real estate market, BNP Paribas Real Estate has appointed three new members to its executive board, two of which are based in the UK.

Olivier Bokobza, member of the executive board of BNP Paribas Real Estate since 9 November 2017



As of February 2016, Olivier Bokobza is General Manager of BNP Paribas Immobilier Residential division. He is in charge of all residential activities for France: Property Development, Transaction and services accommodation (Studélites and Hipark). His teams assist the public authorities and developers in drafting and executing residential schemes at the city, district or building level for landlords, individual and institutional investors.

Olivier Bokobza joined BNP Paribas Immobilier in 2000 as Head of Estate Engineering before being appointed Head of Residential Consulting in 2004. He became Deputy General Manager in 2006, then General Manager in 2007 before being appointed deputy CEO of residential transaction business line in 2008. In 2010, Olivier Bokobza joined the residential property development business line of BNP Paribas Immobilier, as Deputy General Manager in charge of Land Development in Ile-de-France, then for Residential Property Development in Ile-de-France in 2011. Olivier Bokobza is graduated from ESSEC with an MBA in General International Management (2007) and from Ecole de Management de Bordeaux with a Master of Finance and Real Estate (2000). Olivier is a RICS member

Andy Martin, member of the executive board of BNP Paribas Real Estate since 9 November 2017



Prior to becoming CEO of BNP Paribas Real Estate Advisory UK Andy Martin was senior partner of Strutt & Parker since 2009. Andy's areas of expertise lie in funding, investment, development, master planning and place making with particular emphasis on developing market positions and strategies with clients such as the Arlington Business Parks Partnership which led him to create the Business Parks Index with the IPD now regarded as a benchmark for the Industry. He also advised the first UK investors into Prologis European Distribution Fund as well as advising clients such as Carlyle, Legal & General, Delancey and Wellcome Trust. He was appointed Trustee of the Urban Land Institute in April 2015, following two years as

Chairman of the ULI's United Kingdom District Council. He is also a trustee of the ULI Foundation Board and became a member of the ULI Global Exchange Council in 2017. He was formerly Chairman and Board member of the Investment Property Forum, and is now a life member. In 2011, he joined the Advisory Board of Oriel Securities, now Stifel, and is a member of Hodes Weill Advisory Board. Andy set up the Strutt & Parker Charity initiatives which have raised over £500,000 since 2011 and is Vice President of the Muscular Dystrophy Campaign.

Andy graduated from Reading University in Estate Management and studied Corporate Finance at London Business school.



Etienne Prongué, member of the executive board of BNP Paribas Real Estate since 9 November 2017



Until October 2017 Etienne Prongué headed the International Investment Group, which he grew from three people in 2013 to 28 investment specialists situated in Europe, Middle East and Asia and which today advises on all types of assets across Europe. In addition, Etienne was responsible for the relationship between Real Estate and Wealth Management and CIB. Since 2012, the team has concluded 70 deals with Wealth Management clients with a volume of €1.5bn, and €5.6bn of deals with CIB clients in the last two years. In addition, Etienne advised BNP Paribas Real Estate Property Development division on the sale of its £320m Kings Cross development to AXA REIM in 2012, the acquisition of the RISANAMENTO prime Paris portfolio for €1.225bn on behalf of Chelsfield in 2014 and the sale of 9 Place Vendôme to NBIM for €1bn in 2016.

Etienne began his career in the UK, where he spent eight years working in London for Lambert Smith Hampton. As such, he is familiar with the UK market, culture and clients. Etienne has dual nationality (French/British). He studied Urban Estate Management at Kingston University

*“Established in 36 countries, BNP Paribas Real Estate is seizing the opportunity to create a new major player in Europe. The composition of our management board reflects our ambition and proves the balance of our business model as well as our ability to offer our clients comprehensive coverage for each type of asset. We are also integrating RSE and Digital Innovation in our strategy, spawning new models and creating a real performance driver. As such, the members of our management board share a daily challenge: to forecast economic, social and environmental change to situate today’s real estate in the city of the future, says **Thierry Laroue-Pont**, Chairman of the Management Board of BNP Paribas Real Estate.*

BNP PARIBAS REAL ESTATE EXECUTIVE BOARD



Thierry Laroue-Pont
Chairman & Chief Executive Officer
of BNP Paribas Real Estate



Dominique Jones
Deputy Chief Executive Officer
of BNP Paribas Real Estate
in charge of Central Functions



Barbara Knoflach
Deputy Chief Executive Officer
of BNP Paribas Real Estate
in charge of Investment Management



Lauric Leclerc
Deputy Chief Executive Officer
of BNP Paribas Real Estate
in charge of Property Management
& International Advisory



Piotr Bienkowski
Chief Executive Officer
Advisory Germany



Olivier Bokobza
Managing Director
Residential France



Laurent Boucher
Chief Executive Officer
Advisory France



Andy Martin
Chief Executive Officer
Advisory UK



Etienne Prongue
Deputy Chief Executive Officer
Advisory UK



**BNP PARIBAS
REAL ESTATE**

Real Estate
for a changing
world

About BNP Paribas Real Estate

BNP Paribas Real Estate, one of the leading international real estate providers, offers its clients a comprehensive range of services that span the entire real estate lifecycle: property development, transaction, consulting, valuation, property management and investment management. With 3,900 employees, BNP Paribas Real Estate supports owners, leaseholders, investors and communities in their projects thanks to its local expertise through 36 countries (16 direct facilities and 20 through its Alliance network) in Europe, Middle-East and Asia.

BNP Paribas Real Estate generated € 704 m revenues in 2016 with, for property development, 154 000 sqm of completions and more than 1,500 homes launched; € 24.1 bn assets under management in Investment Management; 38m sqm managed in Property Management; 6.2m sqm taken up and € 19bn invested in Transaction; and three main types of Consulting services: Real Estate Advisory for occupiers, Building Consultancy and Outsourced Real Estate Management.

In 2017, BNP Paribas Real Estate merged with Strutt & Parker, one of the UK's largest independent property partnerships.



For more information: www.realestate.bnpparibas.com

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Real estate for a changing world

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