



PRESS RELEASE
**For its *Doers & Thinkers* conference series,
BGL BNP Paribas welcomed
Jean-Marc Gales, an eminent
representative of the automotive world**

BGL BNP Paribas invited Jean-Marc Gales to speak on 24 May 2011 as part of its *Doers & Thinkers* conference series. A "doer" of considerable importance, Mr Gales shared the views of a leader in Europe's car-making industry about the automobile of tomorrow. Entitled "The car of tomorrow and European leadership", the conference took participants on a trip into the contemporary – and future – world of the auto industry.

Started in April 2007, the BGL BNP Paribas *Doers & Thinkers* series of seminar-debates is intended to foster the values of entrepreneurship and innovation. Events are held twice a year, with guest speakers who are either "doers" from the business community or "thinkers" from the world of academia or research.

After inviting Gideon Rachman, Chief Foreign Affairs Commentator with the *Financial Times* and keen business observer, to address the conference in September 2010, BGL BNP Paribas gave the floor to Jean-Marc Gales, a Luxembourger with a passion for innovation and the ability to think and act out of the box.

"If everything seems under control, you are just not going fast enough." These opening words speak volumes about Jean-Marc Gales, member of the Managing Board of PSA Peugeot Citroën and Executive Vice President, Peugeot and Citroën, and his determination to keep pushing forward and put innovation front and centre.

The 49-year old has a dazzling track record. He holds a Master of Science in Management from Imperial College, London as well as a Mechanical Engineering degree from the University of Karlsruhe. Mr Gales started out in the automobile industry in 1990 with BMW, where he held various executive positions in strategic planning, group coordination and organisation. From 1998 to 2003, he worked at Volkswagen, first as Director of Strategic Marketing and then as Group Marketing Director. For the three years subsequent to that, he worked at General Motors, where he was appointed Managing Director, Light Commercial Vehicles, and later Managing Director, Sales, Marketing and Customer Service, Central Europe for Opel and Saab. In 2006, he was placed in charge of Global Sales for Mercedes Benz at Daimler Chrysler AG.



He has garnered praise and attention for his brilliant understanding of automobile brands, marketing and local issues, with the result that Jean-Marc Gales is widely regarded as one of the people that will shape the future of the automobile in Europe.

In April 2009, he joined the Managing Board of the PSA Peugeot Citroën Group as Executive Vice President, Citroën, before being named Executive Vice President, Peugeot and Citroën in June of the same year. He arrives at a decisive moment, when the automotive industry is having to reinvent itself to cope with competition, particularly out of Asia, and growing environmental concerns.

Eric Martin, Chairman of the BGL BNP Paribas Management Board, comments: "BGL BNP Paribas is the bank for a changing world. Entrepreneurs are often people with real vision that contribute to driving change. Our bank wants to support and present these forward-looking "doers" to its business relations, customers and employees. We want them to be inspired and to embrace the constant change that our world requires of us. With his outstanding career path, Luxembourger Jean-Marc Gales is an eminent representative of the automotive industry, which in turn exemplifies the continually shifting environment that we face today".

About BGL BNP Paribas

BGL BNP Paribas (www.bgl.lu) is one of the largest banks in the Grand Duchy of Luxembourg. As a leader on its domestic market, it offers an especially wide range of financial products to individuals, professionals, private banking clients and businesses. BGL BNP Paribas is Luxembourg's number-one provider of banking services to professionals and small- and medium-size companies, and number two in services for individuals. It is also the leader for bancassurance.

About BNP Paribas

BNP Paribas (www.bnpparibas.com) is one of the six strongest banks in the world*. The Group has a presence in more than 80 countries and more than 200,000 employees, including more than 160,000 in Europe. It ranks highly in its three core activities: Retail Banking, Investment Solutions and Corporate & Investment Banking. In Europe, the Group has four domestic markets (Belgium, France, Italy and Luxembourg) and BNP Paribas Personal Finance is the leader in consumer lending. BNP Paribas is rolling out its integrated retail banking model across the Europe-Mediterranean zone and boasts a large network in the western part of the United States. In its Corporate & Investment Banking and Investment Solutions activities, BNP Paribas also enjoys top positions in Europe, a strong presence in the Americas and solid and fast-growing businesses in Asia.

* Rated AA by Standard & Poor's i.e. 3rd rating level on a scale of 22.

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