

BNL BNP Paribas signs a partnership with French scale-up papernest

The BNL BNP Paribas "BNL Abito" network will add French Tech solution papernest to its service range to accompany customers in reducing housing expenses.

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BNL BNP Paribas and **papernest** sign a partnership that allows customers to make use of a value-added service to better manage the costs of their household utilities. This service, provided by papernest, is integrated into the "**BNL Abito**" ecosystem: a modular hub of complete and tailor-made solutions for the housing, not only financial related. This is designed specifically for individuals and families, to offer - as a "trusted companion" - advices and solutions related to the acquiring of a house, its renovation and furnishing or to make it more eco-sustainable and protected from unforeseen events or simply to manage the house day-by-day needs.

papernest allows customers to reduce their housing expenses in a few minutes, for free. According to a papernest research, the average saving for an Italian family, with typical consumption, could be computed around € 400/year.

"BNL's strategy, according to an 'open banking' rationale, is to develop tailor-made solutions for the banking and non-banking needs of each client. We aim to achieve this through synergies with the specialized companies of the BNP Paribas Group, but also by establishing partnerships with leading players in other non-banking industries, such as papernest"

Luca Bonansea, Head of Retail Banking Division BNL BNP Paribas:

"We share with BNL a strong ambition to accompany on a daily basis our customers with concrete and useful solutions. We are proud to partner with this institution to continue supporting our users in managing their recurring expenses."

Philippe de la Chevasnerie, CEO, papernest

papernest, serving BNL's beyond banking strategy

It thus represents a high value-added service acting alongside existing expense analysis functionalities already provided by BNL BNP Paribas. In this way, the Bank confirms its willingness to respond to new market requirements for complete, innovative and personalized support.

A move that has already proven its worth. Given the excellent satisfaction score of the pilot phase customers (Net Promoter Score of 80), the impact of such a collaboration on the customers' experience - and thus long-term loyalty - is no longer to be confirmed.

papernest's main purpose is to revolutionize the way individuals manage their daily budget. A goal they share with the banks to which the scale-up offers, since 2019, its services as a strategic partner. A win-win collaboration for papernest to address better targeted customers, and for BNL to provide a useful and innovative solution to their clients.

About BNL BNP Paribas

BNL BNP Paribas, with over 100 years of activity, is one of the main Italian banking groups and among the best known brands in Italy, presents throughout the national territory with Branches, Private Banking Centers, Business Centers "Creo BNL for the Entrepreneur", Corporate Banking Centers and Public Administration. BNL offers a wide range of solutions, products and services, from the most traditional to the most innovative, to meet the multiple needs of customers (individuals and families, businesses, entities and institutions). Since 2006 BNL is part of BNP Paribas Group, present in 68 countries, with approximately 193,000 collaborators, of whom over 148,000 in Europe, where it has four domestic markets: Belgium, France, Italy and Luxembourg. BNP Paribas holds key positions in its major business sectors: Domestic Markets and International Financial Services (retail banking networks and financial services are included by Retail Banking & Services) and Corporate & Institutional Banking. As well as the whole BNP Paribas Group, BNL is particularly committed to economic, social and environmental sustainability; a #PositiveBanking strategy that summarizes the Bank's ambition to generate, through its business, a positive impact on customers, collaborators and the whole community, contributing to a more sustainable future.

About papernest

Founded in 2015, papernest is a French scale-up, member of the French Tech 120, which assists individuals in the daily management of subscriptions. Initially specialized in the moving procedures, the platform allows users to centralize, cancel and subscribe housing subscriptions (electricity, gas, internet box, etc.) in a few clicks and for free. The scale-up has gradually implemented other types of subscriptions (streaming platforms, gyms, travel passes etc.) to build the best solution for its customers to take back control over their recurring expenses.

Since 2015, papernest has grown significantly: more than 1 000 000 users, 900 collaborators, 4 markets in Europe and offices in Paris, Reims, and Barcelona.

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