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PRESS RELEASE

## BNP Paribas' Securities Services business appoints Global Head of Sales & Relationship Management for Institutional Investors

BNP Paribas' Securities Services business, a leading global custodian with USD 12.6 trillion under custody<sup>1</sup>, today announced the appointment of Sébastien Danloy as Global Head of Sales & Relationship Management for Institutional Investors, with immediate effect.

In this new role, Sébastien is responsible for further strengthening Securities Services' full suite of solutions and multichannel client experience for the institutional investors segment, by harnessing the bank's integrated model, future-oriented approach to technology and broad sustainable offering. He will continue to develop Securities Services' client-centric strategy to deliver the utmost quality of service, with a focus on official institution clients.

Sébastien brings over 25 years' experience within the banking, asset management and securities services industry. After working for the Securities Services business of BNP Paribas from 2001 to 2005, Sébastien held several senior roles at Société Générale Securities Services and RBC Investor Services. More recently, he held the role of Global Head of Investor Services, Markets & Securities Services at HSBC.

Sébastien becomes a permanent member of Securities Services' Management Board. Based in London, he reports to Alvaro Camuñas, Head of Client Development for Securities Services.

**Alvaro Camuñas, Head of Client Development, Securities Services, BNP Paribas**, commented: "Institutional investors are a segment of strategic importance for Securities Services. In a fast-moving market environment, Sébastien's extensive managerial expertise, combined with his in-depth knowledge of asset owners, asset managers and alternatives (hedge funds & private capital) clients' needs, will be instrumental in further positioning Securities Services as a long-term, trusted partner for buy-side clients."

-Ends-

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Securities Services at BNP Paribas on Twitter – [@BNPP2S](https://twitter.com/BNPP2S)



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**About Securities Services at BNP Paribas ([securities.cib.bnpparibas](https://www.bnpparibas.com/securities.cib.bnpparibas))**

BNP Paribas's Securities Services business is a leading global custodian providing multi-asset post-trade and asset servicing solutions to buy-side and sell-side market participants, corporates and issuers. With a global reach covering 90+ markets, its custody network is one of the most extensive in the industry, enabling clients to maximise their investment opportunities worldwide.

<sup>1</sup> As at 30 September 2023. Source: [BNP Paribas Group's Q3 2023 results](#)



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