CLIENT TRAINING Academy

powered by SECURITIES SERVICES

AGENDA OCTOBER 2024

14 October – 25 October 2024

BNP PARIBAS

The bank for a changing world

DAY 1: Monday, 14 October

Composite Rooms 6.24 / 10 Harewood Avenue

09h30 - 10h00	**Welcome by Pat Hayes (UK Location Manager)**		00:30
10h00 - 11h30	**Financial Markets Instruments**	Angelo Silva,Carla Nobrega, Elisa Fernandes	1:30
11h30 - 11h45	Break		00:15
11h45 - 13h00	**Financial Markets Instruments (cont)**	"	1:15
13h00 - 14h00	Lunch		1:00
14h00 - 15h30	**Trade Lifecycle**	"	1:30
15h30 - 15h45	Break		00:15
15h45 - 16h30	**Trade Lifecycle (cont)**	"	00:45

Financial Markets Instruments

Understand the main trading venues and markets. The training will cover:

1) Capital Markets and its two main instruments, Stocks and Bonds
2) Money Markets - main functions, and main characteristics and flows for the following instruments: T-Bills, Certificate of Deposits, Commercial Paper, Repurchase Agreement and Bankers Acceptance.
3) Derivatives Markets covering hedging, speculation and arbitrage, relating them to the following instruments: Futures, Forwards, Options and SWAPS.
4) Foreign Exchange Market and all instruments: Spot, Futures, Forwards, Options and FX SWAPS.

Trade Lifecycle

Understand the 5 stages of the securities trade flow: Pre-trading, Trading, Clearing, Settlement and Custody.
We will explain how each market player is involved in the flow and its main purpose.
The main differences between trading ON EXCHANGE and OTC will be explained.

DAY 2: Tuesday, 15 October

Composite Rooms 6.24 / 10 Harewood Avenue

09h30 - 10h45	**Investment Game**	Angelo Silva, Carla Nobrega, Elisa Fernandes	1:15
10h45 - 11h00	Break		00:15
11h00 - 13h00	**Investment Game (cont)**	"	2:00
13h00 - 14h00	Lunch		1:00
14h00 - 15h30	**Settlement and Cash Games**	"	1:30
15h30 - 15h45	Break		00:15
15h45 - 16h30	**Settlement and Cash Games (cont)**	"	00:45

Investment Game

Develop a full understanding of how the main financial instruments work by putting the participants in the Investor's shoes.
Throughout this interactive operational team mission played on a specific platform created by the training team, participants will experience the differences of two venues, buying and selling securities ON-Exchange and OTC (Primary and Secondary Market) and understand the speed and volatity of Forex Market and Listed Assets in a Stock Market.
Participants will be able to recognize particularities of the primary and secondary markets as well as understanding the flow of events with the impacts of Mandatory and Mandatory with Options events.

Settlement and Cash Games

Cover Settlement and Cash Departments from an Operational Point of View via an interactive operational mission. The flow of the processes from On-Exchange and OTC from the capture of a trade until the positions reconciliation will be understood.

DAY 3: Wednesday, 16 October

Composite Rooms 6.24 / 10 Harewood Avenue

10h00 - 11h30	**Custodian Game**	Angelo Silvia, Carla Nobrega, Elisa Fernandes	1:30
11h30 - 11h45	Break		00:15
11h45 - 13h00	**Custodian Game**	"	1:15
13h00 - 14h00	FREE TIME		1:00
14h00 - 15h30	**Funds Industry Fundamentals**	Lukasz Fraczek, Marcin Sadurski	1:30
15h30 - 15h45	Break		00:15
15h45 - 17h00	**Fund Accounting – booking on T-accounts**	"	1:15

Notes:

- *No lunch will be served on Wednesday 16th October*
- *The **Client Training Academy attendee dinner** will be hosted by BNPP at the Great Central pub within the Landmark Hotel, 222 Marylebone Road, NW1 6JQ from 6pm onwards*

Custodian Game Objectives

Interactive Operational Mission to explain Corporate Actions and Income events from a custodian point of view, presenting the flows and players in the Corporate Actions chain.
Combining Securities Services day to day activities in the Corporate Actions and Income Department with all the events and the connections between departments in the delivery system.

The relationship between CA and Tax Activity and Department will be understood with a brief explanation of Relief At Source, Tax Reclaim Procedures and a hands on experience of day-to-day Tax activities

Fund Industry Fundamentals

The aim of the training is to provide in-depth understanding of the different fund types and the legal basis of funds operations. The participants may expect to find out about: how to set up a fund, why to invest in funds, counterparties involved, popular fund types and their structures, open-ended vs closed-ended funds, Prospectus, KIID, share classes.

Fund Accounting – booking on T-accounts

The aim of this training is to provide participants with the knowledge of key accounting concepts from the investment funds viewpoint. Practical activities are included to get the real feel of booking account for various transaction types and securities.

DAY 4: Thursday, 17 October

Composite Rooms 6.24 / 10 Harewood Avenue

10h00 - 12h00	**Private Equity & Alternative Investments – Fund accounting**	Lukasz Fraczek & Marcin Sadurksi	2:00
12h00 - 12h15	Break		00:15
12h15 - 13h15	**Securities and Derivatives Pricing**	"	1:00
13h00 - 14h15	Lunch		1:15
14h15 - 15h00	**Securities and Derivatives Pricing (cont)**	"	00:45
15h00 - 15h15	Break		00:15
15h15 - 16h15	**Securities Lending**	Ross Bowman	1:00

Private Equity & Alternative Investments – Fund accounting

The aim of the session is to present participants with Fund Accounting view on Private Equity & Private Debt Funds and point out differences to Mutual Funds.

Securities and Derivatives Pricing

The aim of this session is to familiarize participants with pricing of securities and derivatives based on practical examples. You may expect to learn something about equity pricing, bond pricing and futures contracts pricing.

Securities Lending

Objective – Understand the basic concept of Securities Lending. What is Agency Lending?

DAY 5: Friday, 18 October

Composite Rooms 6.24 / 10 Harewood Avenue

10h00 - 11h15	**Performance Analytics**	Sunna Firdaus & Farah Docrat	1:15
11h15 - 11h30	Break		00:15
11h30 - 12h45	**Treasury and Cash Management**	Charlotte Phillips & Samarth Jhaveri	1:15

Performance Analytics

Objective – Introductions of Investment Analytics services – Scope / CIB2S platforms / Positioning on the investment value chain

Treasury and Cash Management

Objective – to provide an overview of the bank's treasury management processes and related products and solutions for clients.
Also covering interest rate trends and inflation and the effect of this on the bank and its clients

Notes:

- *Lunch will not be served on Friday 18th October to enable attendees to finish early and enjoy London for the afternoon.*

DAY 6: Monday, 21 October

Composite Rooms 6.24 / 10 Harewood Avenue

10h00 - 11h15	**Research presentation on European Real Estate Market**	Greg Mansell	1:15
11h15 - 11h30	Break		00:15
11h30 - 13h00	**BNP Paribas Real Estate product offering & services in Europe**	Argie Taylor Swati Srivasta	1:30
13h00 - 14h30	Lunch		1:30
14h30 - 16h00	**Real Estate Investment Management - Sustainability**	Munish Data	1:30

Presentation on the European Real Estate Market

Objective – understand the size and composition of the private equity European real estate market, particularly who the main investors are and how they invest. Understand our outlook for investment performance and future investment strategies.

BNP Paribas Real Estate Services in Europe

Objective – to understand BNPPRE global approach as a leading advisor through our synergetic collaboration between different branches, resulting in a robust presence in 30 European countries to provide bespoke solutions for every step of our client's investment process.

Real Estate Investment Management product offering and services

Objective – overview of BNP Paribas' real estate investment management business (REIM), our capabilities in European real estate and introduction to specific fund offerings and separate account mandates.

DAY 7: Tuesday, 22 October

Composite Rooms 6.24 / 10 Harewood Avenue

10h00 - 11h15	**Global Credit**	Adam Gomes	1:15
11h15 - 11h30	Break		00:15
11h30 - 13h00	**Sustainable Research**	Trevor Allen	1:30
13h00 - 14h00	Lunch		1:00
14h00 - 14h45	**Sustainable Investing Trends**	Trevor Allen	00:45
14h45 - 15h30	**Exploring the Synergy of Analytics and ESG Investing**	Giulio della Roca	00:45
15h30 - 15h45	Break		00:15
15h45 - 16h15	**Exploring the Synergy of Analytics and ESG Investing (cont)**	Giulio della Roca	00:30

Global Credit

Objective - An overview on both primary & secondary credit markets. By the end of this session, you should understand the key drivers of primary issuances and key instruments trading in secondary markets, including both cash bonds and derivatives.

Sustainable Research

Objective – an overview of how data related to environmental, social and governance (ESG) factors) is gathered, analysed and interpreted.

Sustainable Investing Trends

Objective - We explore how investors are aligning their investments with net zero and other ESG objectives.

Exploring the Synergy of Analytics and ESG Investing

Objective - ESG data is now more crucial than ever. We explore the key challenges investors face with ESG data and examine the solutions.

AGENDA – Digital & Future

DAY 8: Wednesday, 23 October

Composite Rooms 6.24 / 10 Harewood Avenue

09h30 – 10h45	**Artificial Intelligence**	Stephane Lubenec	1:15
10h45 - 11h00	Break		00:15
11h00 - 12h00	**Partnerships & Innovation/Our technology journey**	Stephane Lubenec/Lilia Bouajila	1:00
12h00 - 13h00	Free Time		1:00
13h00 - 14h00	**Industry partner – Access Fintech**	Moderated by Doug Bambrick	1:00
14h00 - 15h30	**Digital Assets**	Doug Bambrick	1:30

Artificial intelligence: The future of business?

Objective – Artificial intelligence is touted as the next big thing in financial services. We explore the impact of AI on our businesses.

Innovation & partnerships

Objective – We proactively participate in industry partnerships and ventures to stay on top of market innovations. We provide an overview of our open banking strategy, including investment in Fintechs.

Digital assets – are expectations changing?

The topic of digital assets has been around for some time. Initially, commentators thought that it would rapidly revolutionize the financial world. While this hasn't quite come to pass, the digital overhaul is gaining momentum. This session will cover what digital assets are, the types of assets that are being digitised and the trends in the industry.

Notes:

- *Lunch will not be served on Wednesday 23rd October*

AGENDA – BNPPAM Investment Academy

DAY 9: Thursday, 24 October

Composite Rooms 6.24 / 10 Harewood Avenue

10h00 - 10h15	**Introduction to the AM Investment Academy Programme**	Hannah Scott	00:15
10h15 - 11h15	**Global Investment Strategy Themes Part 1**	Daniel Morris	1:00
11h15 - 11h30	Break		00:15
11h30 - 13h00	**Global Investment Strategy Themes Part 2**	Daniel Morris	1:30
13h00 - 14h00	Lunch		1:00
14h00 - 14h45	**European Equities**	Jeroen Knol	00:45
14h45 - 15h00	Break		00:15
15h00 - 16h30	**Sustainable Investing within Asset Management & Gameshow**	Sarah Annan	1:30

Global Investment Strategy Themes

Objective – understand the challenges and opportunities facing investors, particularly Official institutions in the current macro-economic environment. Understand the effect of current market forces on different asset classes and in different regions.

European Equities

Objective - gain an understanding of the current landscape of European Equities and how the portfolio managers structure and construct their portfolios. This session aims to give you a working knowledge of this asset class and its outlook

Sustainability-related investing within Asset Management

Objective - gain an understanding of the various sustainable investing methodologies and how they are implemented within an investment portfolio. You will cover various aspects of the key areas of sustainability in Asset Management; ESG integration, stewardship and exclusions and should gain a working knowledge of how these are used within the financial universe.

Sustainability Gameshow

Objective – familiarise yourself with the concepts of sustainability both in finance and more generally. By the end of the session, you should have a thorough understanding of the climate emergency and how human activity has accelerated the issue.

DAY 10: Friday, 25 October

Composite Rooms 6.24 / 10 Harewood Avenue

10h00 - 11h00	**Energy Transition**	Edward Lees/ Ulrik Fugmann	1:00
11h00 - 11h15	Break		00:15
11h15 - 12h15	**Emerging Market Debt**	Thomas Dickson	1:00
12h15 – 13h00	Closing Ceremony	Edward Lees/ Ulrik Fugmann	1:00

Energy Transition

Objective – Energy transition is a key investment theme in the thematic universe and a good way for investors to facilitate the transition to net Zero. By the end of this session, you should understand and concepts and methodology surrounding the strategy along with the key market movements and trends.

Emerging Market Debt

Objective – a deep dive on the intricacies of Emerging Market Debt. This session aims to give you a working knowledge of this asset class and its current outlook.

Notes:

- *Lunch will not be served on Friday 25th October to enable attendees to finish early and enjoy London for the afternoon.*

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