



Ângelo Silva

Operational Transversal Training Team Leader

Present

Ângelo Silva is the team leader of the Transversal Training Team in Lisbon. Before he worked in Securities Services - Corporate Actions as an Account Manager (specialist).

Previous

Ângelo Silva has 10+ years of experience in the banking industry. He worked for a portuguese leading bank, Millenium BCP in Retail and, Corporate and Private Banking.

Education

- Graduated by Faculdade de Letras Universidade de Lisboa in English Literature
- Master's Degree in Inter-Arts Studies
- PhD in Psychomotor Rehabilitation





Regina Lopes

Operational Transversal Trainer

Present

Regina Lopes is a trainer of Transversal Training Team in Lisbon. Passionate about teaching and developing others, she believes that training has an important impact in peoples path.

Previous

Regina Lopes has 12+ years of experience in Banking Services.

Education

- Graduated by Faculdade de Sociais e Humanas da Universidade Nova de Lisboa in Portuguese Studies



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Elisa Fernandes

Operational Transversal Trainer Specialist

Present

Elisa Fernandes is trainer of Transversal Training Team in Oporto. She is an engaged and proactive professional and she believes that training will help people to evolve and will contribute for their development in the bank.

Previous

Elisa Fernandes has 20+ years of experience in the banking industry and 4+ years as an Operational Transversal Trainer.

Education

- Master's Degree in Management- Faculdade de Economia do Porto - FEP



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Łukasz Frączek

Business Training Coordinator

Łukasz is the Trainer in Internal Training Team in Warsaw. Before he worked in Securities Services OTC Transaction Team as a Senior Specialist.

Łukasz has 10+ years of experience in the fund industry. He worked for State Street & BNY Mellon as a Fund Accountant for Mutual & Hedge Funds.

- Graduated by **Krakow University of Economics**
- Master's Degree in **Foreign Trade** at Krakow University of Economics
- Postgraduate Studies in **Corporate Accounting** at Krakow Business School





Marcin Sadurski

Business Trainer

Marcin has had over 10 years of experience with corporate clients as a tutor, lecturer, and business trainer. His financial background mainly revolves around anti-money laundering and alternative investments.

Upon joining the Business Training Team in Warsaw in 2020, he has been involved in delivering content from various areas of financial markets, e.g. fund industry, asset classes, trade lifecycle, and more. As a trainer, he is especially fond of interpersonal and client-related topics.





Charlotte Phillips

Senior Liquidity Advisor

Charlotte joined BNP Paribas Securities Services in the Cash Management & Liquidity Solutions team based in London last October. She works with relationship managers and their clients globally regarding client cash deposits

Charlotte started working in the City straight out of university spending over 10yrs as a money broker, trading Interest Rate Swaps on behalf of several international banks. She then joined State Street Global Advisors in Money Market Fund sales.

- Charlotte graduated from the University of the West of England, Bristol with a Bachelors degree in Marketing





Farah Docrat

Global Product & Strategy Manager, Investment Analytics

Farah is a Product Expert in BNP Paribas Securities Services, where she helps to develop, market and pitch analytics products/ data solutions to institutional EMEA-based investors. Farah joined from Northern Trust where she worked for nine years as a senior consultant/ technical relationship manager overseeing analytics reporting for pension funds and Middle East SWF. Farah has hosted technical workshops, and presented at industry events.

Farah holds a BSc in Banking & Finance from Cass Business School, London.





Sunna Firdaus

Product Developer, Investment Analytics & Data Services

Sunna Firdaus is a Product Developer for Investment Analytics and Data Services, where she is responsible for research and product development.

She joined BNP Paribas in 2017 as a graduate initially working in Client Implementation, then rotating to work as a Business Analyst and Product Owner.

Sunna holds a Masters in Aerospace Engineering.





Ross Bowman

Head of Agency Securities Lending Client Management

Ross is responsible for the management of agency lending clients within the Securities Services business of BNP Paribas for the UK and Europe, and has worked in the financial services industry for over 30 years, specialising in the securities finance and collateral management industry since 2001.

Before joining BNP Paribas, Ross held similar positions with eSecLending, BNY Mellon and JPMorgan.





Greg Mansell

Global Head of Research, REIM

Greg has 15 years' experience analysing and forecasting global real estate markets, including residential and alternative sectors. He joined BNP Paribas in February 2022 and previously worked for Cushman & Wakefield, AXA IM Real Assets, MSCI and CoStar.

Research project to support BNP Paribas REIM's investment strategy in the UK private rental market. Macro and micro analysis of markets and the deal pipeline.

Conference presentation on the global rise of alternative real estate sectors and the influence of these investment trends on market allocations and pricing.

Research project for a Middle Eastern investor looking for the top countries and sectors on a cash-on-cash and IRR basis. Historical analysis and forecasts used to support the client in its investment decisions.





Argie Taylor

Head of International Investment Group

Argie is the head of the IIG team, a BNPPRE division including 30 advisors operating in 10 European countries and on three Asian platforms (Dubai, Hong Kong and Singapore).

Working with private individuals, institutions and sovereign wealth funds, the IIG is a trusted partner for international capital flows across Europe.

Argie Taylor joins from Cushman & Wakefield where he has been running the Global division as an International Partner in its EMEA Capital Markets team.

With a wealth of experience in international capital markets, recent highlighted deals include three separate billion-euro office transactions in London and Brussels, further office tower deals in Frankfurt and Paris as well as key headquarter sales in Dublin earlier this year.

Argie started his career over 17 years ago and initially focused on advising the major German investors Deka, Union and Commerz in the UK but over the past decade has specialised in APAC capital flows into Europe, in particular institutional investors and UHNWs from Hong Kong, Singapore and South Korea.



Swati Srivastava

Head of Institutional Sales & Investor Relations - UK, Ireland, Netherlands, Nordics, International Clients

Swati brings over 21 years of institutional client experience, strategy and capital raising in FTSE 100, as well as entrepreneurial environments. Previously, she worked at Frogmore, Aviva Investors, Fitch Ratings and Lloyds TSB.

She has also been a part of the Research Associate Program at INSEAD, Fontainebleau, France where she published research on corporate strategy and brand transformation.

She has successfully completed the Investment Management Certificate (IMC) and holds an MBA and B.Sc. (Hons.) in Physics. Swati is an avid traveller, Bollywood cinema and cricket enthusiast.





Munish Datta

Munish Datta, Director of Sustainability – Specsavers Group, Fellow - University of Cambridge, Advisor and Trustee

Munish is Director with Specsavers Group, leading the design and delivery of its global sustainable business strategy. He is a Senior Independent Advisor to BNP Paribas Real Estate Investment Management providing strategic insight for its pan European ESG investment platform. As a Fellow of the University of Cambridge Institute for Sustainability Leadership and Fellow of University of Cambridge Judge Business School, Munish empowers business leaders from a variety of global companies to tackle critical challenges. He is a trustee of sustainable development charities, Bioregional and Rama Foundation and a governor of the Stephen Perse foundation of schools in Cambridge, UK. His previous roles include Director at UK Green Building Council and Head of Sustainability, Marks & Spencer.





Adam Gomes

Project Structurer – Global Credit

Adam runs the Credit Structuring team in Europe - focusing on exotics/structured solutions (eg. CLNs, Bond Repacks, Structured swaps etc). He joined BNP Paribas in 2021 and is based in London, following the completion of Masters in Mechanical Engineering at the University of Bath





Stephane LUBENEC

Head of Client Engagement - Technology

Stéphane Lubenec is the Head of Client Engagement for Technology. He was previously the Securities Services Chief Information Officer from 2015 to 2018 and the Head of IT for Asset and Fund Services organisation at BNP Paribas Securities Services from 2008 to 2014.

From 1999 to 2008 he worked for AXA Investment Managers where he held a number of roles. Most notably, he was Head of Information Systems for the Middle and Back Offices from 2001 to 2003 and then Head of Change Management for the Marketing, Sales & Client Services organisation. Previously, he worked 9 years at Credit Lyonnais from 1990 to 1999, the last three year as the Head of Front Office Projects at Credit Lyonnais Asset Management..

Stéphane was born in the United States and studied economics at Vanderbilt University in Nashville Tennessee. He is based in Paris.





Lilia Bouajila

Digital Client Solution manager

Lilia is the Digital Client Solution manager part of the Digital Office department of Securities Services at BNP Paribas. Based in London, her strategic and client facing role is to accelerate the digital activation of new and existing channels.

Lilia has been working with BNP Paribas Securities Services for 19 years and joined as part of an apprenticeship program with the Lyon's University Institutes of Technology (France). She holds a degree in Corporates and Administrations management, specializing in Finance, Accounting, Back Office and Middle Office.

Lilia started as an Euronext Settlement Account Manager and progressively moved to different operational teams to support market harmonisation and bank transformation. With an interest in financial operations and growing passion for technology, Lilia took on the NeoLink (client web portal) Support Officer role in the Client Communication team in Paris. She joined the UK with the same remit in 2014, bringing with her a broad range of expertise in servicing clients using our technology.

In her previous role, Lilia represented the voice of the clients in a variety of client centric Data & Digital transformation strategic programs in order to enhance the digital customer experience.





Doug Bambrick

Head of Custody Product – UK & Middle East

As the Head of Custody Product for UK & Middle East, Doug is responsible both for UK local custody and for Global Custody services provided to clients contracting with the UK location.

Doug joined BNP Paribas relatively recently, in April 2024, bringing 21 years of experience in the financial services industry with him.

Doug began his career at J.P. Morgan in the back office of Cash Equities trading business, initially in settlements and then moving to project management / business development roles. From there he transitioned to J.P. Morgan's Custody Product team where he has performed a wide range of roles beginning with new market expansion and most recently leading regulatory change for the custody product, including managing the business response to regulations such as MiFID, CSDR and Shareholder Rights.





Daniel Morris

Chief Market Strategist at BNPP AM

Daniel Morris is Chief Market Strategist at BNP Paribas Asset Management (BNPP AM) and co-head of the Investment Insights Centre. In this role, he participates in the firm's investment team meetings to provide a strategic perspective. As co-head of the Investment Insights Centre, he authors and coordinates the firm's investment outlooks and thought leadership on asset allocation and investment themes.

Daniel represents BNPP AM's house view on assets and the investment outlook to clients, media, and external stakeholders. He joined our company in 2015 and is based in London. Prior to joining us, Daniel was managing director, global investment strategist at TIAA-CREF, where he was responsible for advising clients and portfolio managers on investment strategy and asset allocation. Prior to that, Daniel was global market strategist at J P Morgan Asset Management, senior equity strategist at Lombard Street Research, and US equity strategist at Bank of America Securities.

Daniel has 25 years of investment experience. He holds a BA in Mathematics from Pomona College, an MBA from The Wharton School of the University of Pennsylvania, as well as an MA in International Economics and Latin American Studies from Johns Hopkins University. Daniel is a CFA Charterholder.





Jeroen Knol

Senior Portfolio Manager

Jeroen Knol is a Senior Portfolio Manager within the European Large Cap Equities team. His primary area of expertise is covering the Financials' sector. Jeroen is one of the initial members of the BNP Paribas Asset Management European Large Cap Equities' team, joining ABN Amro Asset Management in 2006. Jeroen started his career in the Netherlands with ABN Amro in 1997.

Moving through different divisions at this bank, he joined ABN Amro Asset Management in 2002, as an equity analyst, specialising in Global Financials. Jeroen moved from the Netherlands to the UK in 2006, when he joined the core of the current team at ABN Amro.

Jeroen has over 24 years of investment experience. Jeroen holds a Master of Science degree in Finance from the Vrije Universiteit Amsterdam. He is based in London.





Sarah Annan, CFA

ESG Specialist, BNP Paribas Asset Management

Sarah joined BNPP AM's Sustainability Centre as an ESG specialist in 2021. She joined BNPP AM in early 2011 and has more than 10 years of experience in the industry. Prior joining the Sustainability Centre, she was a consultant relations manager where she was responsible for developing and maintaining relationship with global and UK investment consultants to enable ongoing business development.

She was also participating to the coordination BNPP AM Global Client Group's ESG champions' network in collaboration with the Sustainability Centre and the product strategic marketing team since December 2019.

Sarah started her career at Fundquest Advisor where she held various roles including advisory analyst and risk manager. Sarah holds a master degree in Financial Engineering from IAE Business School of the University of Nice-Sophia Antipolis, France (2011). She is a CFA[®] Charterholder and completed the Positive Impact Business Certified Training at Cambridge Institute for Sustainability Leadership. Sarah is based in London.



Edward Lees

Co-Head of the Environmental Strategies Group

Edward is co-head of the Environmental Strategies Group within Fundamental Active Equities and ESG Champion at BNP Paribas Asset Management. He is responsible for all activities related to the management and performance of the organisation's environmental strategies and portfolios, including a specialist team of 6 investment and research professionals. In his capacity as Senior Portfolio Manager, Edward is the co-lead portfolio manager for the Energy Transition Fund, Environmental Absolute Return Thematic Fund (EARTH) and the Ecosystems Restoration fund.

He joined BNPP AM in 2019. Edward began his career in 1994 at Morgan Stanley in New York in investment banking and private equity. He joined Goldman Sachs in 2000 where he was an MD and founded and co-ran the Goldman Sachs Thematic Investment Group (2005-2009).

Edward set up thematic fund Clear River Capital in 2009 and subsequently went to UBS as a MD to start a principal investing business. Since 2012, Edward was the CEO and co-founder of North Shore Partners that became part of Duet Asset Management in 2015 and later co-founded Sustainable Solutions (2017-2019) with a focus on developing environmental solutions strategies across long only as well as log short strategies.

Edward has over 27 years of investment management experience across thematic investments, capital structure and private markets. He holds a MBA from Wharton and a BA from Amherst College and is based in London.





Ulrik FUGMANN

Co-Head and Senior PM, Environmental Strategies Group

Ulrik is co-head of the Environmental Strategies Group within Fundamental Active Equities and ESG Champion at BNP Paribas Asset Management. He is responsible for all activities related to the management and performance of the organisation's environmental strategies and portfolios, including a specialist team of 6 investment and research professionals.

In his capacity as Senior Portfolio Manager, Ulrik is the co-lead portfolio manager for the Energy Transition Fund, Environmental Absolute Return Thematic Fund (EARTH) and the Ecosystems Restoration fund. He joined BNPP AM in 2019.

Ulrik began his career at Goldman Sachs, London, in 2001 investing thematically across energy, materials, agriculture and material companies globally within the Goldman Sachs Principal Strategies Group (2005 – 2007) and co-ran the Goldman Sachs Thematic Investment Group (2007-2012). Since 2012, Ulrik was the CIO and co-founder of North Shore Partners that became part of Duet Asset Management in 2015 and later co-founded Sustainable Solutions (2017-2019) with a focus on developing environmental solutions strategies across long only as well as log short strategies.

Ulrik has over 22 years of investment management experience across thematic investments, capital structure and private markets. He holds an MSc in Economics & Political Science from University of Copenhagen and is based in London.

