

BNP PARIBAS TRAINING AND CONFERENCE AGENDA FOR OFFICIAL INSTITUTIONS



 **No.2**
in training and
transfer of
knowledge to
the Central Bank
community

 **CENTRAL
BANKING**

Leaders in Reserve
Management Services 2018

2020



BNP PARIBAS

The bank
for a changing
world

Welcome to the BNP Paribas Official Institutions Training and Conference agenda 2020

With a presence in 75 countries, including all the main international financial markets, BNP Paribas can boast one of the most extensive global banking networks.

The mutually complementary nature of its commercial and financial activities also enables BNP Paribas to play an outstanding role in the provision of Corporate and Institutional Banking, Private Banking and Asset Management.

BNP Paribas has built up 2 major complementary areas of activity, on which the strategic focus of the group's activities is centred and where its financial strength essentially lies.

Thanks to the synergies created between our various lines of financial business and between our establishments across the world, we are excellently placed to rise to the challenges which our clients set us.



We are delighted to welcome you to the Official Institutions Training and Conference Agenda for 2020. This calendar of events has been created from dedicated teams servicing the Official Institutions segment within BNP Paribas.

BNP PARIBAS CORPORATE & INSTITUTIONAL BANKING (CIB)

Fully integrated in the BNP Paribas Group, BNP Paribas Corporate and Institutional Banking (CIB) is a leading provider of solutions to two client franchises: corporates and institutionals.

BNP Paribas CIB strives to service the global economy by providing solutions to its clients in financing, flow banking, financial advisory, global markets, risk management, and the securities services requirements of the world's leading Official Institutions.

CIB is a leader in distribution of Sovereign Debt and has dedicated coverage and sales teams for Official Institutions clients across all regions.

RETAIL BANKING & SERVICES

is the international network of retail banking and specialised financial services, the Group's consistent and sustainable force for growth. It is divided into 2 entities worldwide: Domestic Markets and International Financial Services.

Within International Financial Services, BNP Paribas Asset Management offers institutional and retail clients around the world a full range of asset management services.



As issuers, investors, and policy makers, Official Institutions play a major role in global confidence by supporting market conditions and promoting financial stability. However, the changing rate environment as well as the long awaited normalization of monetary policy creates new challenges for reserve managers, Treasuries and Sovereign Wealth Funds. In such context, BNP Paribas is well positioned to provide these institutions with relevant guidance through our global network, extensive research, efficient risk management tools and robust investment services.

Laurent Leveque
Global Head of Official Institutions
Coverage BNP Paribas.



Having managed investment mandates for central banks and Official Institutions since 1975, we understand the requirements of these organizations, specifically their focus on capital preservation, liquidity and their need to meet a certain earnings return. We appreciate the responsibility central banks have to manage their currency reserves and how the current low rate environment is presenting challenges in doing so. Our knowledge of their needs, together with the fact that we have several former central bankers on staff, positions BNP Paribas Asset Management well to meet the ever evolving opportunities and challenges these organizations face.

Johanna Lasker,
Head of Central Banks and Official
Institutions, BNP Paribas
Asset Management

TRAINING

We firmly believe that it is our responsibility as a financial services provider to share our expertise with our clients. We know that learning is a continuous process and new ideas and techniques are evolving.

We offer unique access to a wide range of expertise within the group and offer a comprehensive training schedule in a number of locations with different focuses.

The agendas for these sessions are drawn up in consultation with clients as we recognise that it is important for programmes to be tailored to different expertise levels and, wherever possible, in the language of the participant.



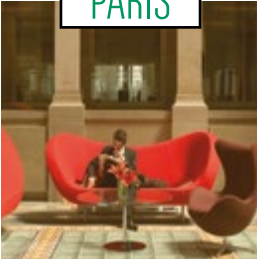
The Investment Academy was created in 2009 specifically for the purpose of offering training and sharing knowledge. To date more than 12,000 participants have attended Investment Academy sessions in the form of internships, seminars and customised training. As well as the events mentioned here in the brochure, we regularly welcome our Official Institutions clients for customised or dedicated training sessions at one of our many offices worldwide. We also offer an extensive e-learning suite - please feel free to contact me to discuss your educational needs.

Julie van't Hoff
Head of Investment Academy,
BNP Paribas Asset Management



PROGRAMME 2020

PARIS



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SHANGHAI



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PARIS

6-9 April
17-18 June
12-16 October
16-20 November



LONDON

1-5 June

AMSTERDAM

22-25 September



NEW YORK

11-15 May
20-23 October
3-6 November



SHANGHAI

16-18 September



AGENDA

OFFICIAL INSTITUTIONS CLIENT TRAINING 2020

Apr.

9

ASSET MANAGEMENT TRAINING SEMINAR

- Investment Academy
- Paris, France - 6-9 April 2020**

May.

10

CENTRAL BANK ASSET MANAGEMENT SEMINAR

- Investment Academy
- New York, USA - 11-15 May 2020**

Jun.

9

ASSET MANAGEMENT TRAINING SEMINAR ▪ Investment Academy

London United Kingdom - 1-5 June 2020

11

GLOBAL OFFICIAL INSTITUTIONS CONFERENCE ▪ BNP Paribas

Group Paris, France - 17-18 June 2020

Sep.

13

CENTRAL BANKS AND OFFICIAL INSTITUTIONS SEMINAR

- Investment Academy
- Shanghai, China - 16-18 September 2020**

14

QUANT TRAINING SEMINAR ▪ Investment Academy

Amsterdam, Netherlands - 22-25 September 2020

Oct.

15

FIXED INCOME PORTFOLIO MANAGEMENT ▪ Investment Academy

Paris, France - 12-16 October 2020

16

CENTRAL BANK OPERATIONS TRAINING SEMINAR

- Investment Academy
- New York, USA - 20-23 October 2020**

Nov.

17

FIXED INCOME PORTFOLIO MANAGEMENT ▪ Investment Academy

New York, USA - 3-6 November 2020

9

ASSET MANAGEMENT TRAINING SEMINAR ▪ Investment Academy

Paris, France - 16-20 November 2020



INVESTMENT ACADEMY

INVESTMENT ACADEMY

BNP PARIBAS ASSET MANAGEMENT

ASSET MANAGEMENT TRAINING SEMINAR

With a choice of two dates in April and November, these seminars will cover the essential characteristics of different Asset classes and their place within an investment strategy.

Training will cover the following topics:

- Key concepts in asset management – understanding risk and return
- Portfolio management: from theory to diversification
- Strategic, dynamic and tactical asset allocations
- Risks – definition and measurement and how to determine the appropriate level of risk for a portfolio
- An in depth look at different asset classes:
 - Equities essentials: indices and benchmarks, market participants, allocation strategies, panorama of the Equities markets
 - Fixed income essentials: interest rates references, yield curve, duration etc.
 - Social & Responsible Investing in asset management: selection principles and due diligence
 - In search of yield: Absolute return, Loans, Structured securities, etc.
 - Listed real estate: with its own GICS sector classification as of 2016, impacts on asset allocation

Training is given predominately by BNP Paribas Asset Management experts, but we often feature keynote speakers in the areas of risk, communication or industry issues etc. Participants may also opt for additional areas of interest upon request.

Where & When?

6-9 April 2020

16-20 November 2020

Paris, France

1-5 June 2020

London, United Kingdom

Maximum number of attendees: **20**

Who should attend?

Attendance is open to all clients.



CENTRAL BANK ASSET MANAGEMENT SEMINAR

We are proud to offer for the 19th year running this very popular seminar which is specifically designed for our Central Bank and Official Institution clients.

The seminar will focus on topics of relevance to front and middle office personnel from Central Banks including:

- Introduction to futures and interest rates swaps
- Portfolio construction
- Risk budgeting risk management tools
- Performance attribution
- Yield curve management
- Physical allocation versus use of derivatives Investments:
 - Mortgage market: trading strategies, MBS, CMOs and derivatives, processing
 - Inflation linked securities
 - Currency management - overlay and hedging techniques

There is ample opportunity for roundtable discussions on topics specifically relevant to Central Bank and Official Institutions personnel. Every year we take into account both recent trends in the market and across the central bank community as well as feedback from prior years' seminars to put together a programme that is timely, provocative and rigorous.

Where & When?

11-15 May 2020

New York, USA

Maximum number of attendees: 18

Who should attend?

Attendance is limited to personnel from Central Banks and Official Institutions. The seminar is developed for front and middle office personnel.



GLOBAL OFFICIAL INSTITUTIONS CONFERENCE

This conference is our flagship event dedicated to Official Institutions, which BNP Paribas has run and constantly adapted to our client needs for more than 15 years.

The 2-day conference aims at gathering senior representatives of Central Banks, Treasuries, Multilaterals, Agencies and Sovereign Wealth Funds in an exclusive and friendly get together designed to favour interaction and sharing of views on the current topics of interest for the official sector: as issuers, as investors, and as policy makers.

In this conference, we leave the floor to our valued Official Institutions clients, with BNP Paribas experts playing only a moderating role.

This unique format has been extremely popular as participants can learn most from each other's experience and from the direct and informal access to a very global range of decision makers, mixing issuers and investors.

Where & When?

17-18 June 2020

Paris, France

Maximum number of attendees: 125

Who should attend?

A forum dedicated to Head of Reserves, Chief Investment Officers in Sovereign Funds, Chief Operating Officers, Heads of Debt Agencies, Heads of Funding for Supras and Agencies, Heads of Treasury, Heads of Risk Management, Heads of Strategy and Asset Allocation.

As a reference, topics addressed in previous editions of the conference included:

- Global Economy: between comfort and unease
- The Future of Europe
- United States: Trump, Trade and Geopolitics
- RMB internationalization and financial liberalization: what's next?
- Emerging Markets: a sudden chill?
- Monetary Policy: Back to Normality?
- Diversification of reserves Management: where to next?
- Sovereign Wealth Funds: Long term investing in rough waters
- The role Official Institutions have to play to help catalyse, and support the transition to a sustainable resilient global economy
- Global cooperation and the Multilateral Development Banks agenda
- Regulatory agenda: work in progress...
- Financing and Investment Union: a collective approach to better channel savings into productive investment in Europe
- Money Systems & digital Cash On Ledger - What does that mean for the incumbents



INVESTMENT ACADEMY

INVESTMENT ACADEMY

BNP PARIBAS ASSET MANAGEMENT

CENTRAL BANK INVESTMENT SEMINAR (ASIA EDITION)

This bespoke seminar provides the platform for clients and participants to examine the implications of the Federal Reserve's monetary and fiscal policies, how they impact emerging markets and selected challenges facing policy makers. With these changes as the backdrop, practical application on asset allocation strategy will also be discussed.

Official institutions continue to add allocations to Asian investments through the currency, fixed income and equity markets. In its sixth consecutive year, the upcoming seminar will shed light on the most recent developments, with special focus on the countries of most interest to the official sector. Our Central Bank and Official Institution clients will be able to network and share insights on such a thought-provoking forum.

Main themes include:

- Market outlook
- Reserve management trends
- Fixed Income
- Equity
- Alternatives
- Socially responsible investing
- Investing in Asia
 - Asian Fixed Income
 - Asian Equities
- Quantitative and systematic approach of portfolio management

Where & When?

16-18 September 2020

Shanghai, China

Maximum number of attendees: 25

Who should attend?

Attendance is limited to personnel from Central Banks and Official Institutions



ASSET ALLOCATION AND QUANT SOLUTIONS SEMINAR

This seminar will explore the techniques of quantitative portfolio management, traversing the benefits and limitations of factor investing.

Training will cover the following topics:

- Key concepts of Asset Allocation - strategic, dynamic and tactical allocation
- Portfolio management - the use of derivatives and how to mitigate the associated risks
- Factor investing and ESG – measuring factor exposures of ESG and assessing the effect on multi-factor strategies
- An in-depth look at Factor Investing :
 - How factors contribute to Smart Beta: allocation rules, optimisation and diversification
 - Multi factor portfolio construction - volatility, quality, momentum and low risk
 - Quantitative models in Fixed Income – factor investing in Fixed Income market

Training is given predominately by BNP Paribas Asset Management experts, but we often feature keynote speakers in the areas of risk, communication or industry issues etc. Participants may also opt for additional areas of interest upon request.

Where & When?

22-25 September 2020

Amsterdam, Netherlands

Maximum number of attendees: 25

Who should attend?

Attendance is open to all clients.

INVESTMENT ACADEMY

INVESTMENT ACADEMY

BNP PARIBAS ASSET MANAGEMENT

FIXED INCOME PORTFOLIO MANAGEMENT SEMINAR

This seminar will explore, in depth, the techniques of fixed income portfolio management.

Training will cover the following topics:

- Key concepts in Fixed Income
- Yield curves – bond markets overview, issuers, money market instruments
- Risks of Fixed Income – duration and convexity, credit risks, credit ratings and default risks, liquidity, FX, inflation
- Bond hedging overview – understanding contract specifications, interest rate swaps and Credit Default Swaps
- Management of portfolios and market risks – main indicators, Value at Risk

We will also look at a number of topical areas such as:

- European Sovereigns – trends, risks and strategies
- Credit markets – Investment Grade and High Yield
- Senior Secured Corporate loans
- Absolute Return Fixed Income and its role in a portfolio
- Convertible bonds – understanding the asset class and market outlook

Training is given predominately by BNP Paribas Asset Management experts, but we often feature keynote speakers in the areas of risk, communication or industry issues etc. Participants may also opt for additional areas of interest upon request.

Where & When?

12-16 October 2020

Paris, France

Maximum number of attendees: 20

Who should attend?

Attendance is open to all clients.

INVESTMENT ACADEMY

INVESTMENT ACADEMY

BNP PARIBAS ASSET MANAGEMENT

CENTRAL BANK OPERATIONS TRAINING SEMINAR

This seminar focuses on back office operations for Central Bank personnel.

Training will cover topics including:

- Trade conception to confirmation – how Front, Middle and Back Offices interact
- Trading systems, standard settlement instructions maintenance, Back Office best practices
- The role of the custodian, processing and relationship management
- Basic characteristics and how to process:
 - Derivatives - Inflation linked securities
 - Mortgage backed securities

As well as formal teaching, there are a number of quizzes and games to make the sessions more interactive.

Perhaps of equal importance is that there is ample opportunity for roundtable discussions. We recognise that there are not many opportunities for Central Bank Back Office personnel to convene and discuss topics specifically relevant to their role at the bank as opposed to investments or portfolio management topics.

This seminar has become known as a unique opportunity to focus on an equally important part of the investment business: settlements and operations, as well as the latest developments in Operations Processing, Technology, and Current Events affecting a Central Bank Operations Department.

This has proven to be a very successful seminar for Back Office professionals from Central Banks around the globe and we are delighted to offer this programme again in 2020.

Where & When?

20 - 23 October 2020

New York, USA

Maximum number of attendees: 18

Who should attend?

Attendance is limited to personnel from Central Banks and Official Institutions. The seminar is developed for back office personnel.

INVESTMENT ACADEMY

INVESTMENT ACADEMY

BNP PARIBAS ASSET MANAGEMENT



BNP PARIBAS

CORPORATE & INSTITUTIONAL BANKING

FIXED INCOME PORTFOLIO MANAGEMENT SEMINAR

This seminar gives an insight into the fundamentals of fixed income management

Training will cover topics including:

- Yield curve management
- Risk budgeting
- Portfolio construction
- Introduction to swaps and futures
- Physical allocations vs use of derivatives
- Fixed income sectors
 - Mortgage backed securities
 - Inflation linked securities
 - Corporate securities
 - Emerging market debt securities

Training takes place in the form of lectures, round table discussions and quizzes.

Where & When?

3-6 November 2020

New York, USA

Maximum number of attendees: 18

Who should attend?

Attendance is open to all clients.

DEBATES

SEMINARS, CONFERENCES AND DEBATES FOR OFFICIAL INSTITUTIONS

OFFICIAL INSTITUTIONS DEBATES: PARIS, LONDON AND NEW YORK

For Official Institution staff based in London, Paris and New York, we offer a series of lunches or breakfast debates featuring topical themes.

For example, in previous years these have included:

- Economic outlook and investment considerations in the short and long term given creative disruptions
- Review of the US election (London)
- Internationalisation of RMB
- From QE to QT: the effect on Central Banks and Markets
- The First 50 Days (New York)
- The Outlook for US Monetary Policy

If you would like to be added to the invitation list, please send an email to julie.vanthoff@bnpparibas.com

LEARNING SERIES

This brochure gives an overview of the annual seminars and conferences that will take place in 2020, however there are regular events such as "The Investment Academy Learning Series" in many locations in Asia and Europe.

BNPP AM INVESTMENT ACADEMY

YOUR E-GATEWAY TO LEARNING

BNP Paribas Asset Management, together with BNP Paribas Securities Services are delighted to be able to offer our clients an extensive range of training modules via **e-learning**.

This professional e-learning suite has been developed together with a leading provider and allows our clients to learn, or refresh on a number of investment related topics, ranging from accounting to zero coupon bonds!

Please contact your relationship manager, or julie.vanthoff@bnpparibas.com for more details.

BNP PARIBAS SECURITIES SERVICES



BNP PARIBAS
SECURITIES SERVICES

BNP Paribas Securities Services offers a range of customised and dedicated client training sessions for institutions such as central banks and sovereign wealth funds. Taking place at locations worldwide, our sessions take you through global custody and its value-added services such as yield enhancement and risk analytics. You will also understand why your assets are safe with us and how we are adapting our services to meet your regulatory needs.

As well as offering training for smaller groups in our offices, we also have many years' experience in conducting client trainings on their own premises to allow a larger group to benefit.

GLOBAL LEADERS' FORUM

Now in its eighth year (2020) the Global Leaders Forum is an exclusive and intimate knowledge-sharing and networking event. Held over two days, the event provides approximately 50 invitees with the opportunity to frame and debate the issues and opportunities which face the institutional investment community. Typical attendees include Chief Executive Officers, Chief Operating Officers, Chief Investment Officers, and seniors in the fields of Finance, Distribution and Risk & Compliance.

A focused agenda allows meaningful discussion on significant topics, with keynote speakers drawn from industry (financial or otherwise), regulators, academia and, of course, our clients. Our aim is to facilitate lively discussion and thought-provoking views and, as such, BNP Paribas takes the role of moderator for the event.

CONTACT DETAILS

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BNP Paribas Asset Management

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Global Official Institutions Conference, Paris

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To register or if you need more information on
BNP Paribas or the Investment Academy,
please contact us: julie.vanthoff@bnpparibas.com



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