

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

2019



BNP PARIBAS

The bank
for a changing
world



Welcome to the BNP Paribas Official Institutions Training and Conference agenda 2019

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 2019. 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 10,000 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 2019



PARIS

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LONDON

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NEW YORK

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AMSTERDAM

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PARIS

April 1-5

June 19-21

October 14-18

November 18-22

AMSTERDAM

September 25-27

LONDON

March 19-21

June 5-7

NEW-YORK

May 13-17

October 22-25

November 5-8

JANUARY

SU	MO	TU	WE	TH	FR	SA
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SEPTEMBER

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NOVEMBER

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DECEMBER

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AGENDA

OFFICIAL INSTITUTIONS CLIENT TRAINING 2019

Mar.

Global Central Bank & Sovereigns Seminar

- BNPP AM & BNPP Global Markets
London, United Kingdom - March 19-21, 2019

8

Apr.

Asset Management Training Seminar

- Investment Academy
Paris, France - April 1-5, 2019

9

May.

- Central Bank Asset Management Seminar** ■ Investment Academy
New York, USA - May 13-17, 2019

10

Jun.

- Equity Training Seminar** ■ Investment Academy
London, United Kingdom - June 5-7, 2019

11

- Global Official Institutions Conference** ■ BNP Paribas Group
Paris, France - June 19-21, 2019

12-13

Sep.

- Quant Training Seminar** ■ Investment Academy
Amsterdam, Netherlands - September 25-27, 2019

14

Oct.

- Fixed Income Portfolio Management** ■ Investment Academy
Paris, France - October 14-18, 2019

15

- Central Bank Operations Training Seminar** ■ Investment Academy
New York, USA - October 22-25, 2019

16

Nov.

- Asset Management Training Seminar** ■ Investment Academy
Paris, France - November 18-22, 2019

9

- Fixed Income Portfolio Management** ■ Investment Academy
New York, USA - November 5-8, 2019

17

BNPP GLOBAL MARKETS & INVESTMENT ACADEMY



BNP PARIBAS
CORPORATE & INSTITUTIONAL BANKING

GLOBAL CENTRAL BANKS AND SOVEREIGNS SEMINAR 2019

This training seminar is dedicated to Central Banks, Sovereign Treasuries and Government Entities globally. This three day seminar consists of presentations, workshops and interactive case studies and will be jointly hosted by BNP Paribas CIB and BNP Paribas Asset Management.

Topics may include:

- Issues and insights of market trends and products in different regions:
 - Asia
 - Central Eastern Europe
 - Middle East
 - Africa
 - Latin America
- Money market management tools
- Inflation products
- Emerging markets features
- Government Bonds
- Economic and strategy outlook.



Where & When?

March 19-21, 2019

London, United Kingdom

Maximum number of attendees: 40

Who should attend?

A seminar that offers a tailor-made programme for Portfolio Managers, Investment Officers in Sovereign Funds, Debt Agencies, Funding for Supras, Government Entities and Treasuries to exchange views and experiences in the current challenging environment.

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?

April 1-5, 2019

Nov 18-22, 2019

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 ASSET MANAGEMENT SEMINAR

We are proud to offer for the 18th 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?

May 13-17, 2019

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.

INVESTMENT ACADEMY

INVESTMENT ACADEMY

BNP PARIBAS ASSET MANAGEMENT

EQUITY TRAINING SEMINAR

This seminar covers the essential characteristics of equities including :

- Key concepts in Equity management
 - Indices, Benchmarks
 - Valuation
 - Ratios
 - Market participants
 - Investment philosophy & process
 - Risk Management: tracking error, active
- An overview of different Equity classes:
 - Large, small and mid caps
 - Geographic exposure
 - High dividend selection
 - Styles of investing: value vs growth and quality
- Portfolio construction: higher dividend yielding portfolios, "benchmark-plus"
- Quantitative and systematic approach of portfolio management
- Risk budgeting
- Best in class methodology in SRI investment

Participants may also opt for additional subject areas of interest.

As well as formal training, there are a number of practical workshops

Where & When?

June 5-7, 2019

London, United Kingdom

Maximum number of attendees: 20

Who should attend?

Attendance is open to all clients.

BNP PARIBAS GROUP



BNP PARIBAS

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 3-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?

June 19-21, 2019

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

The conference is hosted by **Jean Lemierre** (Chairman of BNP Paribas), which shows how much BNP Paribas, up to the highest level of the organization, is committed to servicing the Official Sector.



INVESTMENT ACADEMY

INVESTMENT ACADEMY

BNP PARIBAS ASSET MANAGEMENT

QUANT ASSET MANAGEMENT SEMINAR

This seminar will explore the techniques of Quantitative portfolio management. Training will cover topics including:

- Key concepts in Quantitative Asset Management
- Empirical Research about Factor investing
- Low risk anomaly
- Smart Beta and beyond
- Behavioural finance
- Multi factor portfolio construction
 - volatility
 - quality
 - Momentum
 - Low volatility
- Multi factor investing in Equity
- Quant Multi factor in Fixed Income
 - Government Bond, currency & credit
- Multi Asset Allocation
- Risk indicators
- ESG and Quantitative Asset Management etc...

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?

September 25-27, 2019

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 measures, coupon variations
- 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
- Market outlook in emerging bonds, RMB bonds, etc...

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?

October 14-18, 2019

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 2019.

Where & When?

October 22-25, 2019

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?

November 5-8, 2019

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 2018 these have included:

- Economic outlook and investment considerations in the short and long term given creative disruptions
- Outlook on the first 100 days of President Trump (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 2019, 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 seventh year (2019) 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.

BNP PARIBAS TRAINING AND CONFERENCE AGENDA FOR OFFICIAL INSTITUTIONS 2019

CONTACT DETAILS:

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Global Central Banks and Sovereigns Seminar, London
10, Harewood Avenue
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julie.vanthoff@bnpparibas.com

Global Official Institutions Conference, Paris
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To register or if you need more information on
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BNP PARIBAS

The bank
for a changing
world