

Round Table 2:

“Asset Management Industry: Meeting the Needs of the Fast-Growing Economies”

www.paris-europlace.net

www.paris-europlace.net

Introduction to New Markets

BNPP AM

Gilles GLICENSTEIN,

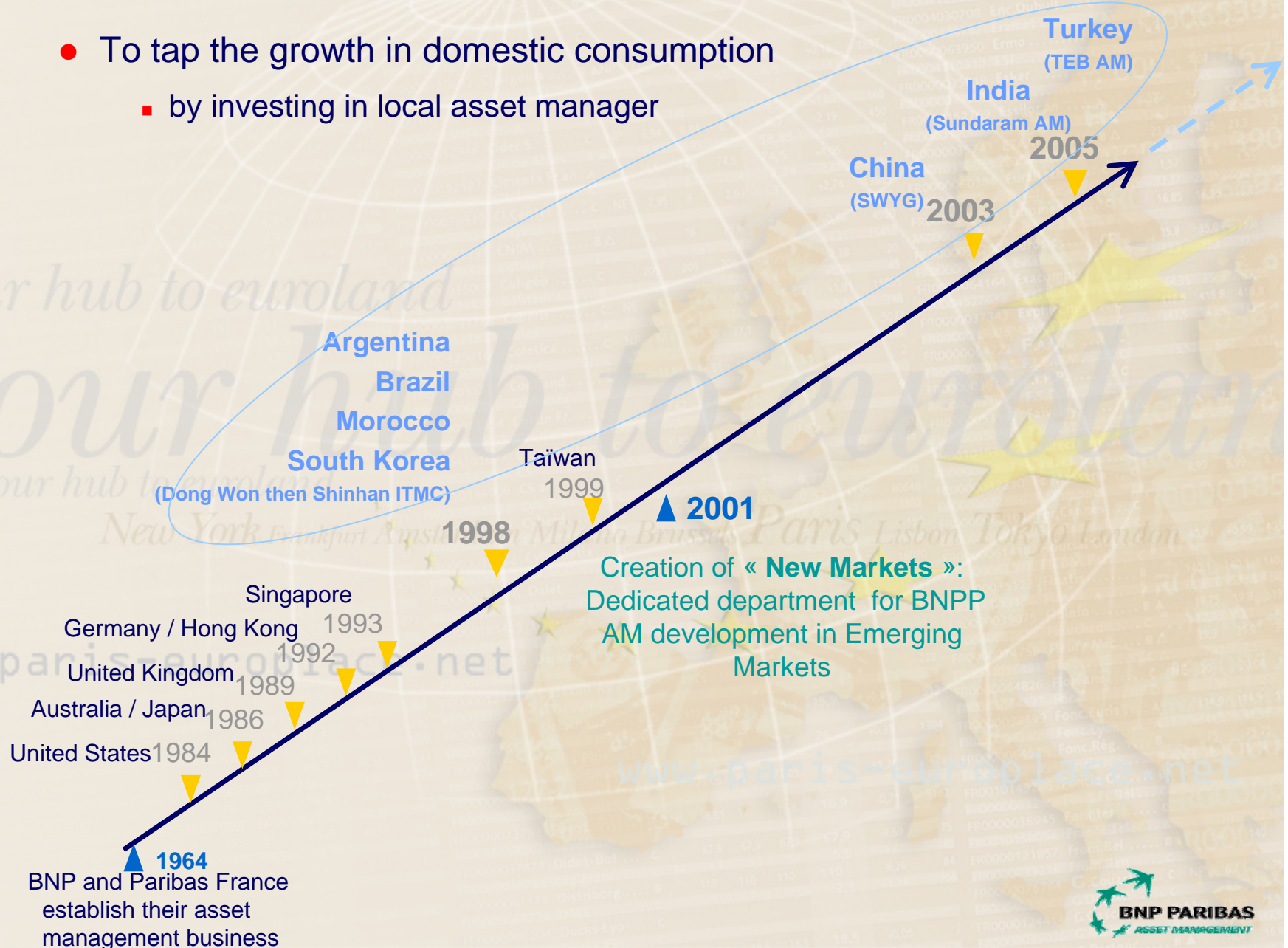
Chairman & CEO,

BNP Paribas Asset Management

Strong convictions of BNPP AM on Emerging Markets

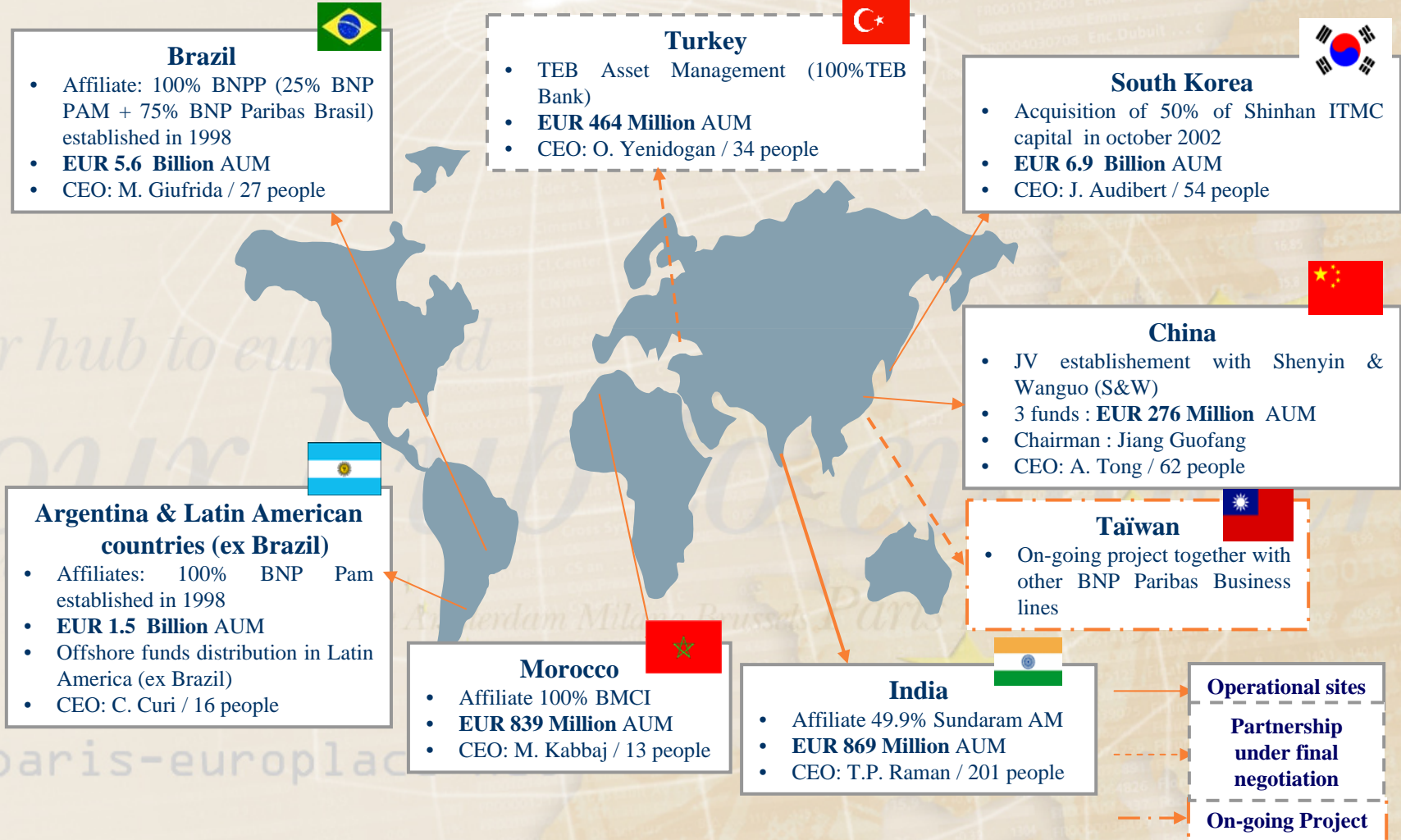
Strong, extensive and long-dated commitment

- To tap the growth in domestic consumption
 - by investing in local asset manager



BNP Paribas Asset Management New Markets

New Markets entities as of 31 05 2006



Over EUR 17 Billion in Assets Under Management
 (including single and multi country emerging asset classes)
417 professionals (10 at HQ / 407 in local entities)
3 strategic partnerships with external players (+ 1 pending with TEB AM)

New Markets as a prescriber for BNP PAM

5

BNPP AM Strategic « Round trip approach » : Paris ↔ « Local »



②

Paris → “Local” : “push”

BNP PAM Off Shore product range selling

- Latam Group / Andean countries (Parvest, Insticash)
- Brazil : Parvest range
- Shortly : Turkey, Korea (Parvest)

①

Intra-local

“Local” → “Local”

Investment Management /
distribution of local funds

③

“Local” → Paris : “pull”

Get mandates from major local institutional players for
their off shore asset buckets

- Brazil, Argentina (FFTW) today
- China (CNSSF), Korea tomorrow

Use local Investment Management capacities for the
benefit of BNP PAM global offer

- Parvest Latin America / Parworld Brazil (shortly)
- Parvest India
- Tomorrow : Parworld compartments for Turkish and NR
Indians

④

Inter-local

“Local 1” → “Local n”

Mandates given from a local entity to another local entity

- Brazil fund in Argentina
- Korean fund tomorrow for Japanese
investors
- Indian fund tomorrow for Korean investors

PARIS
EUROPLACE

FINANCIAL FORUM

Pavillon d'Armenonville

Tuesday 4 & Wednesday 5 July, 2006

www.paris-europlace.net

www.paris-europlace.net