



PRESS RELEASE
**BNP Paribas Securities Services Opens
New Offices in Colombia and Chile,
Makes Senior Hires**

London, UK – 12 March 2012 - BNP Paribas Securities Services (BNP Paribas) today announced that it has opened new offices in Colombia and Chile and appointed local experts in the two markets. It extends the custody bank's on-the-ground presence to 34 locations across the globe.

The move means that BNP Paribas can now give banks, brokers and institutional investors in Colombia and Chile access to the world through its global custody product offering and fund distribution support, as well as market and financing services. The bank will also use its local market expertise in the two markets to service other global banks and institutional investors wishing to operate or invest in Colombia and Chile.

BNP Paribas has appointed Claudia Calderón as head of Colombia, while Emiliano Martínez will spearhead the bank's business development efforts in Chile.

Ms Calderón has significant experience in developing custody and clearing solutions, first at Santander Investment Trust and then at Cititrust Colombia, and will play a key role in developing BNP Paribas' business in Latin America. Mr Martinez joins the global custodian from the BNP Paribas group's asset management division, bringing significant experience in servicing Chilean institutional investors. Both Ms Calderón and Mr Martínez will report to Álvaro Camuñas, BNP Paribas Securities Services' regional manager for Spain, Portugal and Latin America.

"We are delighted to welcome Claudia and Emiliano to BNP Paribas," commented Mr Camuñas, who is also a member of the bank's executive committee. "With 15 years' experience in developing solutions for blue-chip South American clients, Claudia also has a successful track record in helping global custodians and international brokers set up their operations in Colombia. Her expertise, and Emiliano's relationships with corporate and institutional investors in the region, are significant assets to us and will be key to developing our business in South America," Mr Camuñas added.

In February 2011, BNP Paribas Securities Services' CEO Patrick Colle outlined an expansion strategy that included a strong focus on Latin America. The first phase consisted of the launch of its local custody and clearing solutions in Brazil in 2010 while the latest developments in Colombia and Chile mark the second milestone in Mr Colle's strategy.

The plan already appears to be paying dividends as the bank signed up its first Latin American client – SecurityAM, the fund management division of leading Chilean bank Banco Security – in late 2011.



“Last year we said that we were going to increase our scale and our ability to service global clients with truly innovative solutions,” said Mr Colle, “and launching our services in Colombia and Chile is a key milestone in realising that ambition.”

Colle cited his organisation’s experience with multi-country exchanges such as Euronext as a key advantage when developing services in Latin America. “With initiatives around MILA (Integrated Latin American Market) mirroring developments in Europe and Asia where we are already a leading player, we feel that we have a competitive edge in helping clients understand the landscape and maximise their investment opportunities,” Mr Colle concluded.

#ends#

Press Contacts

Andrew Achimu, Corporate Communications, Securities Services	+ 44 (0) 207 410 2717
Andrew.achimu@uk.bnpparibas.com	
Celeste Brown, UK Media Relations	+ 44 (0) 207 595 4653
Celeste.brown@uk.bnpparibas.com	
Julia Boyce, Group Press Office	+ 33 (0) 1 43 16 82 04
Julia.boyce@bnpparibas.com	

About BNP Paribas

BNP Paribas (www.bnpparibas.com) has a presence in 80 countries with nearly 200,000 employees, including more than 150,000 in Europe. It ranks highly in its three core activities: Retail Banking, Investment Solutions and Corporate & Investment Banking. In Europe, the Group has four domestic markets (Belgium, France, Italy and Luxembourg) and BNP Paribas Personal Finance is the leader in consumer lending. BNP Paribas is rolling out its integrated retail banking model across Mediterranean basin countries, in Turkey, in Eastern Europe and a large network in the western part of the United States. In its Corporate & Investment Banking and Investment Solutions activities, BNP Paribas also enjoys top positions in Europe, a strong presence in the Americas and solid and fast-growing businesses in Asia.

About BNP Paribas Securities Services

BNP Paribas Securities Services (<http://securities.bnpparibas.com/jahia/Jahia/site/portal>), a wholly-owned subsidiary of the BNP Paribas Group, is a leading global custodian and securities services provider backed by a strong universal bank (rated AA- by Standard and Poor’s). It provides integrated solutions to all participants in the investment cycle including the buy-side, sell-side, corporates and issuers.

The bank has a local presence in 32 countries across five continents, effecting global coverage of more than 100 markets. It partners with clients to help overcome complexity, while offering a one-stop shop for all asset classes, both onshore and offshore, around the world.

Key figures as at 31 December 2011: USD 5,854 billion of assets under custody, USD 1,073 billion of assets under administration, more than 7,000 administered funds and 7,700 employees.

BNP Paribas Securities Services is a société en commandite par actions (partnership limited by shares) incorporated in France, with limited partners with limited liability and one general partner with unlimited liability, with its registered office at 3, rue d’Antin - 75002 PARIS - Paris Trade Register B552 108 011 RCS.

BNP Paribas Securities Services is authorised and supervised by the Autorité de Contrôle Prudentiel (ACP) and by the Autorité des Marchés Financiers (AMF). BNP Paribas Securities Services London branch is authorised by and subject to limited regulation by the Financial Services Authority for the conduct of its investment business in the United Kingdom; details on the extent of our regulation by the Financial Services Authority are available from us on request. BNP Paribas Securities Services London Branch is also a member of the London Stock Exchange. BNP Paribas Trust Corporation UK Limited and Investment Fund Services Limited are authorised and regulated by the Financial Services Authority. BNP Paribas Securities Services, London Branch is registered in England and Wales under No. FC023666.

The services described in this document, if offered in the U.S., are offered through BNP Paribas and its subsidiaries and its affiliates. Securities products are offered through BNP Paribas Securities Corp., a subsidiary of BNP Paribas, a broker-dealer registered with the Securities and Exchange Commission and a member of SIPC, the Financial Industry Regulatory Authority, New York Stock Exchange and other principal exchanges.

