

BNP PARIBAS ASSET MANAGEMENT

BANKING AND CREDIT MANAGEMENT SERVICES

BNP Paribas Asset Management ('BNPP AM') is a global asset manager that serves individual, corporate and institutional clients in 72 countries.

BNP Paribas Asset Management

BNPP AM approached BCMGlobal's team in 2017 when they identified a gap in the market for Small-Medium Enterprise (SME) loans. Their first SME Alternative Financing platform was built in the UK to invest in SME companies' ambitious projects via direct loans.

These are unsecured loans that range from £500,000 to £5 million, leading to larger margins to compensate for the higher risk for the lender.

BNPP AM required a reliable partner to deliver a full range of services with precision, timeliness, jurisdictional expertise and proven best practice.

After a thorough process, BCMGlobal were appointed as BNPP AM's loan servicer in January 2018, soon followed by the first loan drawdown in May that year.

Our joint business has continued to grow. Early on, BNPP AM established a platform in the Netherlands to add to their presence in the UK, with both portfolios fully serviced by us. A platform in Germany has just been established that we will supporting.

In the UK, we service a portfolio size of 45 loans worth £100m. In the Netherlands, there are 21 loans worth €41m and in Germany, so far, one loan worth €3.5m.

How we support BNPP AM

BCMGlobal provides a full range of services across front, middle and back-office to support BNPP AM's strategic objectives and add value to their performance.

These services include:

- Asset and operational management
- Cash management
- Reporting
- Increased monitoring services
- Special services

We work closely with originating partners who source the best possible deals for our client. Post-drawdown, we support and manage BNPP AM's accounts from completion through to redemption.



We also manage all borrower communications to alleviate BNPP AM's time and resources. For example, we contacted every borrower in their UK and Dutch portfolios about repayment holidays provided in 2020 (75 per cent accepted). We help BNPP AM's borrowers overcome challenges such as COVID-19 and retain their most effective strategies.

BCMGlobal, including our Structured Finance Group (SFG) team, monitors and reports on covenant obligations under managed facilities, protecting BNPP AM from a range of risks.

Our flexible end-to-end solution is compliant with automated document creation, full reporting capability, audit trails and histories.

The future



We will continue to deliver a full service to one of our largest international clients. We have built a trusted relationship since the start of 2018 and supported them throughout some of their major milestones across Europe. Our next step will be fully servicing their new platform in Germany where we will continue to deliver all required by BNPP AM.

“We are hugely ambitious for our SME Alternative Financing platforms and it is great to have a partner that shares our vision. BCMGlobal has a wealth of expertise across Europe which means that they are the perfect fit to support these funds and our growth strategies.”

**Stephane Blanchoz, Head of SME
Alternative Financing at BNP Paribas
Asset Management**