



**BNP PARIBAS**

The bank  
for a changing  
world



## BNP Paribas New York One World Guaranty

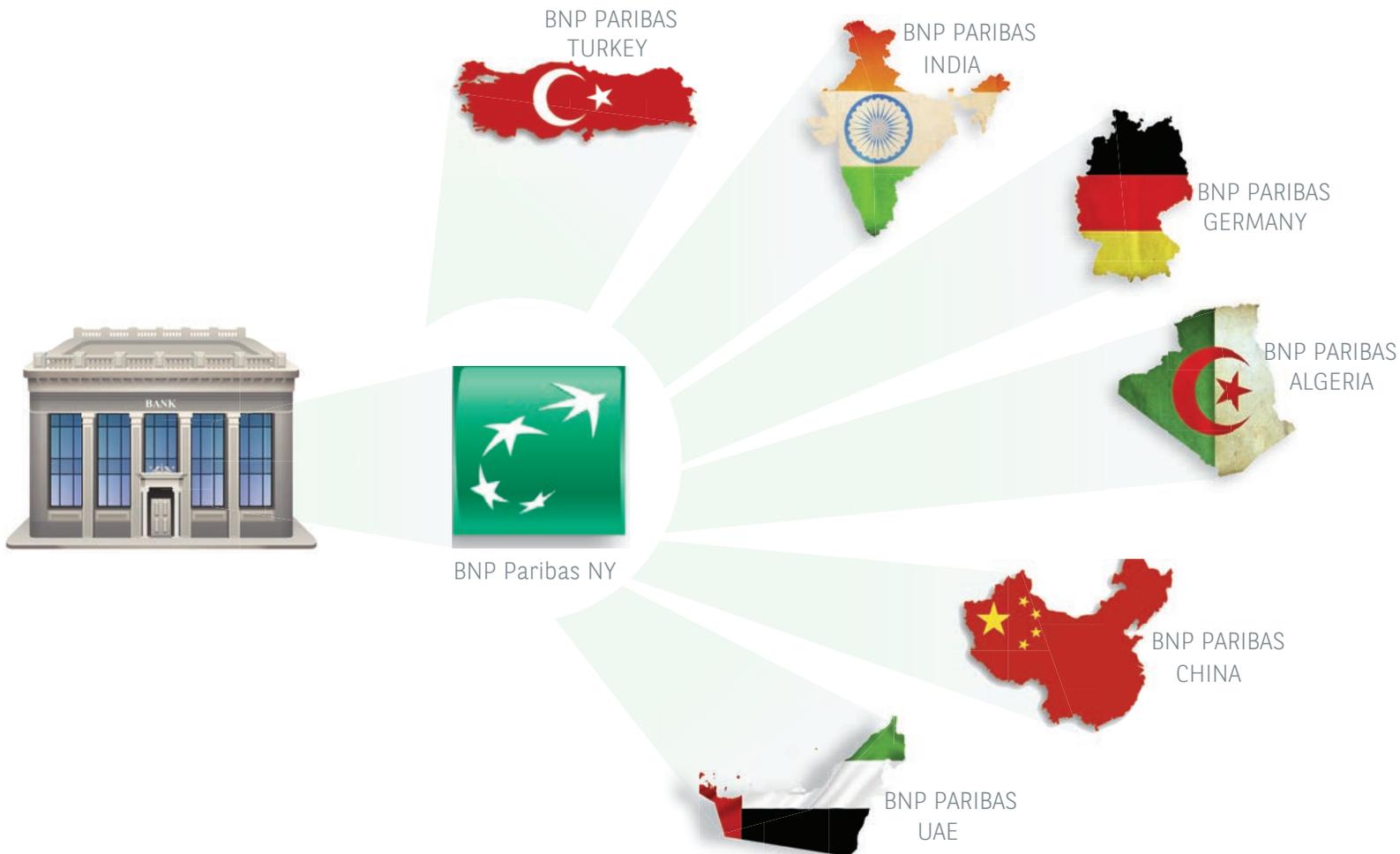
*BNP Paribas Can Be Your Trusted Trade Partner, Providing You with the Global Reach Necessary to Support Your Corporates' International Needs*

### TRADITIONAL METHODS OF INTERNATIONAL GUARANTEE ISSUANCE CREATE CHALLENGES

- Absence of local presence to manage interaction with beneficiaries directly
- Multitude of time zones to juggle and languages in which to operate
- The regulatory environment in the local market: complex specificities & frequent change to manage
- One-off SWIFT key exchange – time & effort involved in exchanging RMAs with counterparties with whom you may not have recurring flows
- KYC may be needed in dealing directly with foreign counterparties
- Lack of local relationship contacts to help resolve urgent issues
- Tenor mismatch in certain markets between:
  - Credit conditions the applicant enjoys from its domestic bank; and
  - Contract terms the applicant executes with the beneficiary

# BNP Paribas, Your Trade Partner in 60 Markets

## *One World Guaranty* Can Help You to Overcome the Challenges of Traditional Guarantee Issuance



- One World Guaranty is a new product offered by BNP Paribas NY to select partner banks, enabling them to leverage the BNP Paribas Group global network.
- By leveraging the BNP Paribas NY platform as a gateway to the BNP Paribas global trade network, you can:
  - Use a single commercial and operational entry point to the 61 countries composing the BNP Paribas global trade network
  - Streamline the issuance process to multiple markets
  - Use one BIC for all guarantees
  - Use BNP Paribas NY to pre-vet guarantee text before sending the MT 760, avoiding multiple amendments
  - Use one point of contact for issuance
  - Access customer support in your time zone
  - Benefit from competitive pricing for transactions within the parameters of the program