

## YOUR CHALLENGE, OUR EXPERTISE

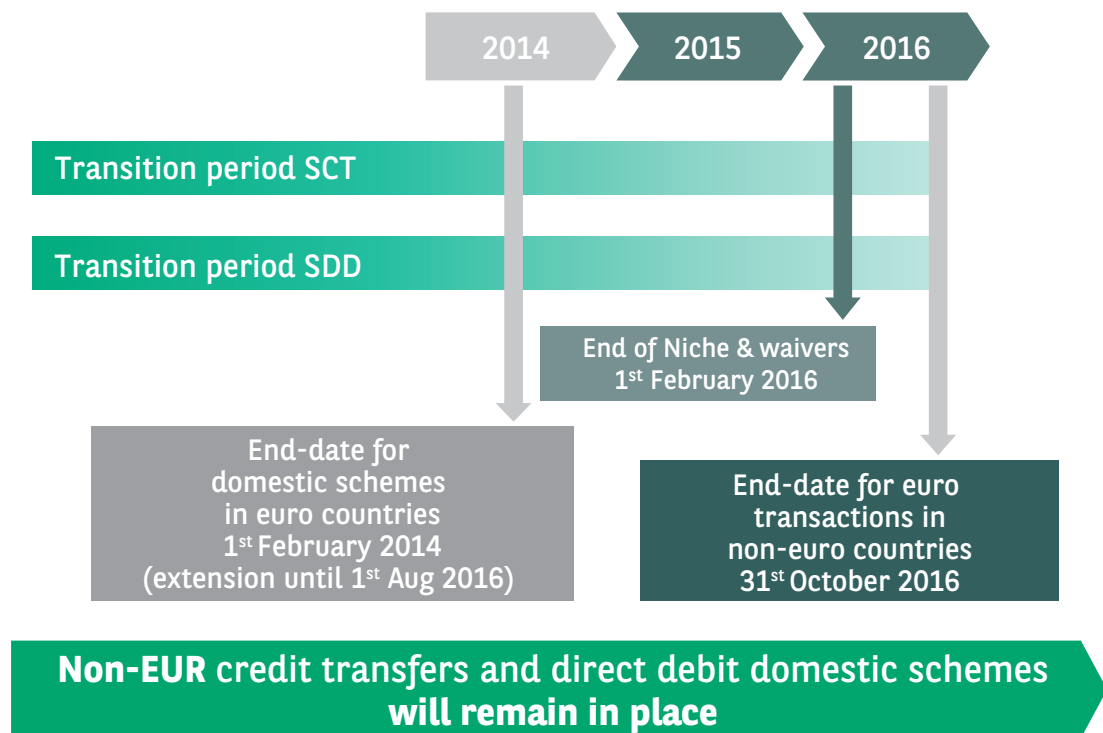
Cash Management

### ➤ Your challenges

Since the 1st of August 2014, all your Euro payments performed from Euro-based countries towards the SEPA area (33 countries) must follow the SEPA Regulation.

This big step towards a single domestic market being achieved, the next challenges are yet to come:

- By February 2016, countries that declared niche products will replace these products either by integrating them into existing schemes or by introducing Additional Optional Services (AOS). This will come together with the expiration of waivers that still allow the use of non-XML formats in some countries (e.g. Italy, Portugal, Spain).
- By October 2016, all non-Euro countries will have to migrate to SEPA as well, but only for their transactions in Euro.

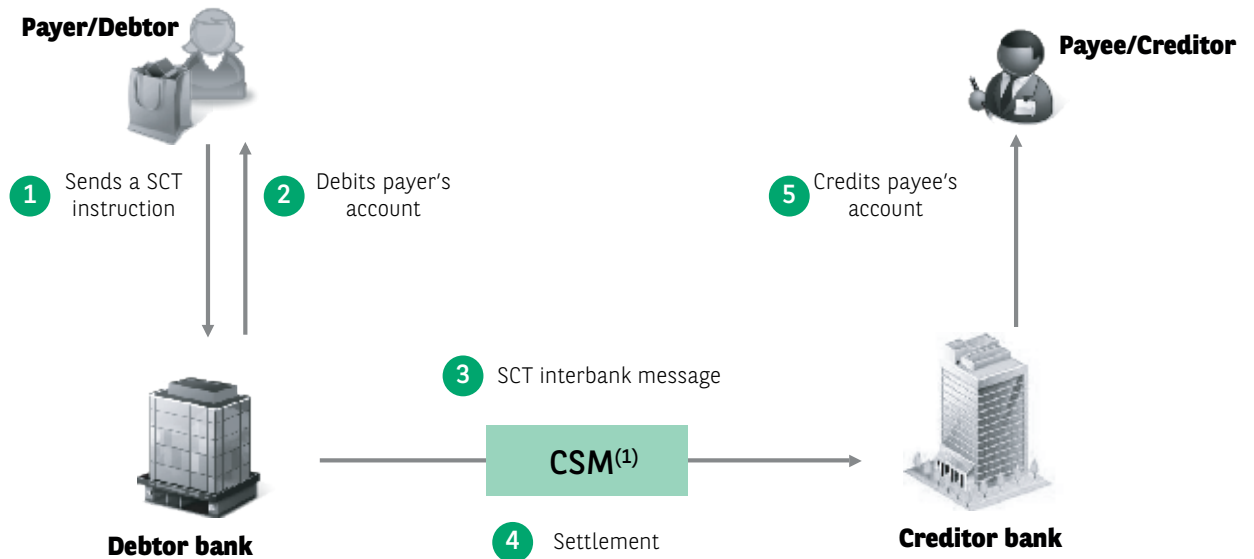




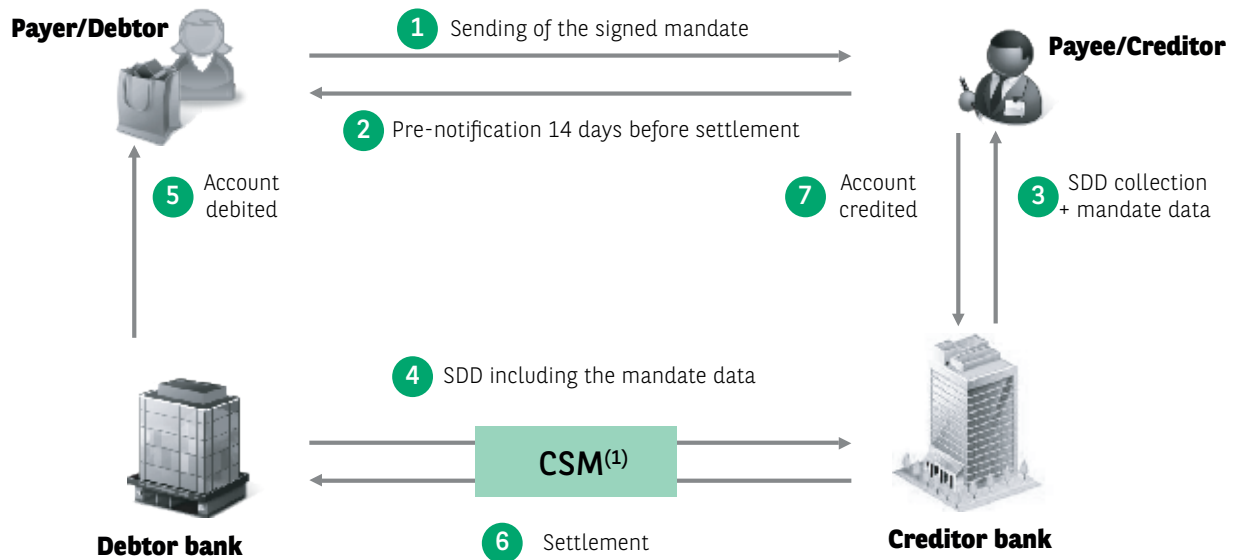
## > Product description

SEPA is supported by two main means of payment: SEPA Credit Transfer and SEPA Direct Debit.

### SEPA Credit Transfer (SCT)



### SEPA Direct Debit (SDD)



(1) CSM = Clearing & Settlement Mechanism



## ➤ Product functionalities

Product:	Our offer:
SCT Standard	<ul style="list-style-type: none"><li>• Full SCT offer, already mature thanks to our large footprint and its extensive usage across Europe</li><li>• Initiation and reception possible from Euro and non-Euro accounts</li></ul>
SCT Urgent	
SDD Core/COR1	<ul style="list-style-type: none"><li>• Full offer SDD from Euro accounts</li><li>• Support of COR1 where applicable</li><li>• Support of B2B in all BNPP countries</li><li>• Attractive cut-off times</li></ul>
SDD B2B	
Management of SEPA specifics	<ul style="list-style-type: none"><li>• Management of Niche products and waivers</li><li>• Additional Optional services (AOS): SEDA in Italy, CAI/VAI in France, 'Overstap' in the Netherlands, ....</li><li>• Direct connection to all strategic clearing houses</li></ul>

## ➤ User benefits

BNP Paribas has the largest European footprint and moreover the largest domestic footprint within the SEPA European countries. We are delivering global solutions while also handling individual market specifics.

This allow us to offer pan-European players a harmonised offer across the SEPA area, allowing the standardisation of their treasury and payments activities. On top of that, treasurers wishing to leverage on local market specificities will also find the related features in our product offer.

## ➤ Think further! BNP Paribas can help you leverage on SEPA

- Usage of XML format for initiation of all types of messages

### Advantages:

- One single format for all your transactions
- Enriched reporting information

- Extend reconciliation tools

### Advantages:

- Full range of XML-reporting
- Availability of all local and global reporting formats

- Implementation of payment & collection factories

### Advantages:

- Rationalise your account structure
- Centralise your activities

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