

Paris, December 20, 2007

CORPORATE AND INVESTMENT BANKING: NEW ORGANIZATION

Jean-Marc Moriani, Global Head of Natixis Corporate and Investment Banking (CIB), presented to the Employee representative bodies, as part of an information-consultation process to be continued in January, and to the key business line managers, the plan for CIB new organization.

The new organization, which rationale, in today's more demanding environment, is to be simpler and tighter, will revolve around three main business lines:

- **Coverage**, headed by **Bertrand Duval**, will manage client coverage on a global basis and will also supervise M&A.
- **Capital Markets**, headed by **Nicolas Fournier**, will be structured around its two core businesses: Equities & Commodities on the one hand, and Fixed Income (trading & distribution) on the other. It will also include Treasury.
- **Debt & Finance**, headed by **Ramine Rouhani** (assisted by **Pierre Besnard**), will group together the Structured Finance & Commodities division and the Principal Finance & Securitization department.

Furthermore, two regional platforms, **North America** and **Asia**, will report directly to Jean-Marc Moriani and will benefit from dedicated resources to foster the development of their activities, in coordination with the business lines, Coverage and support functions.

"This plan for a simpler, tighter and more consistent organization will enhance our capacity to adapt to our markets. By strengthening the existing departments, pooling together a number of activities and optimizing support functions, we will further improve our global efficiency", said Jean-Marc Moriani.

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