

Paris, July 2, 2012

Appointments at CIB

Olivier Allard appointed Head of Capital Markets of Natixis' London branch

Olivier Allard began his career in 1983 at Arthur Andersen, before moving on to CCF where he held the positions of Head of Syndication and Head of Bond Origination. In 1993, Olivier became Head of Strategy and secretary of the Management Board at Demachy Worms & Cie.

In 1998, he joined CDC Ixis Capital Markets as joint Head of Primary and Secondary Bond markets and Structuring. In 2002, he took charge of Debt Corporate Finance for France, at Bear Stearns in London. In 2004, Olivier Allard returned to CDC Ixis Capital Markets – to become Natixis after the 2006 merger – where he held the positions of Senior Banker, Managing Director and Global Head, Public Sector in London before being appointed Global Head, Financial Institutions and Public Sector in Paris in 2010.

Olivier Allard will take up his position of Head of Capital Markets of Natixis' London Branch in September 2012. He will be reporting to the Global Head of Capital Markets and to the Senior Country Manager in London.

Aged 54, Olivier Allard is a graduate of Ecole Supérieure d'Electricité (Supélec) and holds a B.A in Economy from the Sorbonne.

Guillaume de Saint-Seine appointed Global Head, Financial Institutions and Public Sector, Coverage of Natixis

Guillaume de Saint-Seine began his career in 1987 at BNP, before moving to the Groupe E. Stern in Paris, on Equity Markets, M&A and Direct Investments.

In 1992, he joined Banque Indosuez in Paris as Assistant Manager M&A and then as assistant director where he created the Financial Institutions Group. In 1996, he was appointed Managing Director, Financial Institutions at Citigroup Global Markets before joining Leonardo & Co. in 2007 as Managing Director, Head of Financial Institutions for France, Benelux and Switzerland.

Guillaume de Saint-Seine joins his position of Global Head, Financial Institutions and Public Sector, Coverage of Natixis' Corporate and Investment Banking today. He will develop global commercial relationships with all the Bank's clients in the financial and public sector, with a team of senior bankers and relationship managers based in Paris and abroad. He will replace Olivier Allard and report to Virginie Banet, Global Head of Coverage and M&A at Natixis.

Aged 50, Guillaume de Saint-Seine is a graduate of Institut d'Etudes Politiques de Paris and holds a post-graduate degree in Financial Markets and Business Management from Paris IX Dauphine University.

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