

Paris, August 2, 2012

Natixis creates a Wholesale Banking business serving economic players

Natixis is putting the finishing touches to the transformation of its business model by creating a Wholesale Banking business in order to efficiently play its role in financing economic players and in providing the best services to its clients. By doing so, it is bringing to life its vision of the future by laying the foundations for a bank fully dedicated to clients and adapted to Basel 3.

Like the whole financial sector, Natixis faces lasting and in-depth changes in the way it carries out its businesses. It is therefore finalizing the transformation began in 2009 in line with its New Deal strategic plan, by changing its Corporate and Investment Banking business into a Wholesale Banking business serving corporations, financial institutions, the public sector and Groupe BPCE networks.

Creation of Wholesale Banking

The creation of Wholesale Banking is based on three principles: positioning the client relationship at the heart of our development, deploying the Originate to Distribute model and intensifying collective efficiency.

The Wholesale Banking business will comprise two departments, each headed by a member of the Senior Management Committee:

- The **"Coverage & Advisory"** department will expand our advisory services and the equity capital market business, and strengthen synergies by further developing the global and company-wide coverage business which will cover all Natixis business lines.
- The **"Financing & Market Solutions"** department will optimize product range by implementing the Originate-to-Distribute model. By streamlining relationships between all teams in the value chain, from origination to distribution, with the active management of the balance sheet, this department will serve clients by matching borrower needs with investor needs.

In addition and to optimize operational processes, Natixis is creating a new Operations and IS department (COO) that will manage in a coordinated manner Natixis' IS and technical infrastructure projects, and the operational control and management teams of Wholesale Banking operations.

The implementation of these changes will become effective as soon as the new organization is specified and submitted as part of the information process to employee representatives.

Appointments to the Senior Management Committee

To carry out the last stage of this transformation, Natixis has made appointments to the Senior Management Committee:

- Luc Emmanuel Auberge is appointed Head of Operations and IS (COO); previously he was Head of Finance and Risks at Natixis.
- Jean Cheval is appointed Head of Finance and Risks; previously he was Head of Debt and Finance at CIB.
- Olivier Perquel is appointed Head of Financing & Market Solutions; previously he was Head of Strategy and GAPC.
- Marc Vincent is appointed Head of Coverage and Advisory; previously he was Chairman of Mediobanca France.

These appointments are in line with our strategy to transform Natixis' business model started in 2009 and fit with our profitable growth momentum.

Press contact

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Biographies

Luc-Emmanuel Auberger began his career in 1985 as financial auditor at Deloitte & Touche. He joined Crédit Lyonnais in 1994 where he held several positions before being appointed Head of CIB Finance, IT and Operations in 2001. In 2003, he joined Calyon, where he held the position of financial director in 2005 before being appointed CEO Finance in 2006 and member of the Executive Committee of Groupe Dexia. He joined Natixis in 2009 as Head of Finance and Risks and member of the Senior Management Committee and of the Executive Committee. Luc-Emmanuel Auberger, 50, is a graduate of ESSEC.

Jean Cheval began his career in 1975 at BIPE (Bureau d'Information et de Prévision Economique). In 1979, he joined Commissariat Général du Plan as project manager. He joined banque Indosuez in 1983 where he held several executive positions before being appointed CEO of Crédit Agricole Indosuez in 1999. In 2002, he became CEO of Banque Audi France et Suisse. He joined Bank of Scotland France in 2005 as CEO and then joined Natixis in 2009 as Head of CIB's Debt and Finance, member of the Executive Committee. Since July 2011, he has held this position jointly with that of Head of the EMEA region.

Jean Cheval, 63, is a graduate of Ecole Centrale de Paris and of University of California, Berkeley.

Olivier Perquel began his career in 1987 as international M&A analyst in New York at Lazard Frères. He became Executive Director in charge of M&A at Goldman Sachs in London in 1994, before being appointed to the same position at Merrill Lynch in 1999. In 2002, he took over the analysis and management of several Merrill Lynch European alternative funds. He joined Natixis in 2009, as advisor to the CEO before being appointed Head of Strategy and Workout Portfolio Management. He is a member of the Senior Management Committee and Executive Committee of Natixis. Olivier Perquel, 49, is a graduate of HEC.

Marc Vincent began his career in 1983 at Crédit du Nord in the Major Corporations department. In 1986, he joined Citibank France as Vice-President Corporate Finance, before joining Credit Suisse First Boston as director and Head of Corporate Finance. In 1996, he was appointed CEO of Schrodgers France, and Head of European capital markets and member of the Executive Committee of Schrodgers in London. In 2000, he was appointed Head of Investment Banking at Schroder Salomon Smith Barney France, and then of Citigroup France. In 2004, he became Chairman of Mediobanca France, member of the business and strategy committee of Mediobanca S.p.A.

Marc Vincent, 54, is a graduate of ESCP and IEP, Paris.

Membership of the Senior Management Committee of Natixis – September 2012

Chief Executive Officer:

Laurent Mignon

Members of the Senior Management Committee:

Luc-Emmanuel Auberger, Aline Bec, Jean Cheval, Alain Delouis, Jean-Yves Forel, André-Jean Olivier, Olivier Perquel, Pierre Servant, Marc Vincent