

Paris, October 2, 2012

Appointments at Wholesale Banking

As part of the new Wholesale Banking business, Natixis has made three appointments.

- **General Secretariat**

Christophe Eglizeau is appointed General Secretary of the Wholesale Banking business. As such, he will be responsible for Financial and Commercial monitoring, Project Management and Business-line Support, Communications, Strategy and Business Development, General Affairs, Credit Activities Advisory and Market Activities Advisory. He will report both to Olivier Perquel, Head of "Financing & Market Solutions" and to Marc Vincent, Head of "Coverage & Advisory". Previously, he was General Secretary of the Specialized Financial Services arm of Natixis.

- **"Financing & Market Solutions"**

Pierre Debray is appointed Head of "Structured & Asset Finance" and member of the Natixis Executive Committee. He will be responsible for aircraft, export and infrastructure finance, global energy and commodities, acquisition finance, real estate finance and the Equity-linked finance department. Previously, he was Global Head of Asset and Export Finance for Natixis.

Christophe Lanne is appointed Head of "Global Portfolio Management and Transaction Banking" and member of the Natixis Executive Committee. He will be responsible for optimizing the bank's balance sheet as well as developing our flow-product offering. Businesses being run off and litigation activities are also housed in this department. Previously, he was Chief Operating Officer of Corporate and Investment Banking at Natixis.

Press contacts:

Laura Lionnet
laura.lionnet@natixis.com
+33 1 58 55 62 76

Joanne Morrow
joanne.morrow@natixis.com
+ 33 1 58 55 05 12

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Biographies

Christophe Eglizeau began his career in 1995 at Crédit du Nord as Head of Financial Planning and ALM. In 2001, he is appointed Head of Financial Control ALM at Crédit Foncier and member of the Executive Board of Vauban Mobilisation garanties. In 2004, he became Deputy Head of Corporate Development at Caisse Nationale des Caisses d'Épargne, where he managed the bank's partnership and acquisition projects (excl. retail). He then joined Natixis in 2006 as Deputy Head of Corporate Development before being appointed Corporate Secretary of the Specialized Financial Services division in 2007.

Christophe Eglizeau, 45, holds a Master's degree in International Management, specialized in Finance, and an MBA from the Rotterdam School of Management.

Pierre Debray began his career in 1988 at Crédit Lyonnais (currently Calyon) in the Treasury and Forex Department in New York. He was then appointed Head of Project Finance for the mines and metals sector in 1990 before becoming CFO of the Brazilian subsidiary Banco Frances e Brasileiro in 1994. In 1996, he was transferred to New York as Head of Credit Risks, before taking charge of the Central and Eastern Europe network in 2000. In 2003, he was appointed head of the Latin America platform. He joined Natixis in 2010 as Deputy Head of Corporate and Institutional Business Relations within the Corporate and Investment Bank.

Pierre Debray, 48, graduated from Ecole Polytechnique and ENSAE, and holds a Master's degree in Engineering and Economic Systems from the University of Stanford.

Christophe Lanne began his career at Inspection of Banque Indosuez, subsequently called Crédit Agricole Indosuez, where he held several positions, such as general secretary for capital market activities from 1995 to 1997 in Paris, then Head of Forex/Treasury/Fixed income in London. In 1999, he was appointed Head of Budget and Strategy and then COO for Global Markets. In 2002, he became Chief Executive Officer of Crédit Agricole Indosuez Securities Japan in Tokyo and Head of Global Markets. In 2005, Christophe Lanne joined Credit Suisse as Managing Director and COO for all Credit Suisse activities in France and member of the EMEA Management Committee. He joined Natixis in 2010 as COO of Corporate and Investment Banking.

Christophe Lanne, 49, is a graduate of Institut d'Études Politiques de Paris, of the London School of Economics, and holds a DEA [post-graduate diploma] in Economics from IEP Paris and a Master's degree in Public Law (Paris II.)