

Paris, February 10, 2016

## Changes in Natixis' Senior Management Committee

**Olivier Perquel** has been appointed Executive Vice President, member of Natixis' Senior Management Committee. He will henceforth manage various cross-business strategic projects, including Natixis' technological transformation. Olivier Perquel has headed up the Financing & Global Markets division of Corporate & Investment Banking since August 2012. He successfully managed the transformation of these business lines at Natixis and was instrumental in refocusing them on clients. He notably rolled out the Originate to Distribute model, which has enabled Natixis to increase its origination capabilities and meet the needs of major investors. He also strengthened Corporate & Investment Banking's leading franchises in the financing and capital markets domains by re-launching the equity derivatives business. Another of his achievements was to significantly broaden Corporate & Investment Banking's international footprint, specifically in the Americas and Asia Pacific regions. Olivier previously played a key role in turning Natixis around in his capacity as Head of Strategy, where he applied his energy and determination to dispose of illiquid assets from the 2008 crisis.

**François Riahi** has been appointed to Natixis' Senior Management Committee and will serve as co-head of Corporate & Investment Banking, in charge of Financing & Global Markets (FGM). He will be co-sharing responsibility for this role with Marc Vincent, member of Natixis' Senior Management Committee, who heads up Coverage & Advisory (CA).

Since 2012, François Riahi has been a member of Natixis' Executive Committee and has served as Head of the Corporate & Investment Banking's Asia Pacific platform, which he will continue to manage until his successor is appointed. Under François' watch, Natixis has in the space of three years successfully rolled out its capital markets and financing activities across the region. In keeping with targets under the New Frontier strategic plan, François helped expand and strengthen ties with local clients, as well as improve the quality of assistance to French clients for their transactions in Asia. In 2015, CIB revenues in the region increased by over 35% relative to 2014 and accounted for more than 10% of CIB's total revenues, compared with 5% in 2012.

In his new duties, François will take part in the current redefinition of Corporate & Investment Banking's business model in keeping with New Frontier's strategic targets, specifically focusing on its asset-light dimension and enhancing its international scope. He will continue to adapt CIB's financing and global market solutions and operating practices in order to meet client needs, comply with regulatory requirements and address the economic and financial environment.

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**Olivier Perquel** started his career in 1987 in the International Mergers & Acquisitions department of Lazard Freres in New York as an analyst, and then in Paris as a Deputy Manager. In 1994, he joined Goldman Sachs in London as an executive director in the Mergers & Acquisitions group, where he was primarily responsible for the origination and execution of a number of landmark transactions. In 1999, he joined Merrill Lynch in London, where he held a similar role. In 2002, Olivier Perquel reoriented his career towards alternative asset management and held different successive responsibilities as an analyst, portfolio manager and fund manager in various European funds in London. In May 2009, he joined Natixis as an advisor to Laurent Mignon. Appointed Head of Strategy in July 2009, he managed the assessment process of segregated assets and the set-up of BPCE's guarantee. In August 2009, he was appointed Head of GAPC and managed the team in charge of segregated portfolios. At the same time, he led the restructuring operations of the Bank's non-strategic entities: private equity and Coface. He was Head of the Financing & Global Markets division since 2012.

**Olivier Perquel**, 52, is a graduate of HEC (Hautes Etudes Commerciales) in Paris.

**François Riahi** served as an Inspecteur des Finances (auditor at the French Treasury) in the Inspection Générale des Finances from 2001 to 2005. He was then appointed to the Government's Budget Department, first as a chargé de mission reporting to the Budget Director and subsequently as Head of the Budget Policy Office. In 2007, he was appointed as an advisor of the President of the French Republic, responsible for the reform of State institutions and public finance. In March 2009, François Riahi joined Groupe BPCE Senior Management Committee, as Deputy CEO, Chief Strategy Officer. Since September 2012, he has served as Head of Corporate & Investment Banking's Asia Pacific Platform, based in Hong Kong.

**François Riahi** (42) is a graduate of the Ecole Centrale de Paris school of engineering, the Paris Institute of Political Science (Sciences Po), and the Stanford Executive Program, and is a former student of the Ecole Nationale d'Administration (ENA).

### **About Natixis**

*Natixis is the international corporate, investment, insurance and financial services arm of Groupe BPCE, the 2nd-largest banking group in France with 36 million clients spread over two retail banking networks, Banque Populaire and Caisse d'Epargne.*

*With more than 16,000 employees, Natixis has a number of areas of expertise that are organized into three main business lines: Corporate & Investment Banking, Investment Solutions & Insurance, and Specialized Financial Services.*

*A global player, Natixis has its own client base of companies, financial institutions and institutional investors as well as the client base of individuals, professionals and small and medium-size businesses of Groupe BPCE's banking networks.*

*Figures as at September 30, 2015*

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