

Hong Kong, 13 April 2016

## Natixis launches APAC Structured Credit Solutions department with new appointment



Natixis announces today the creation of the Global Structured Credit & Solutions (GSCS) department for Asia Pacific, and the appointment of Fabrice Guesde as Head of Global Structured Credit & Solutions, Asia Pacific.

Based in Hong Kong, Fabrice reports to Emmanuel Lefort, Global Head of GSCS, and locally to Viet-Linh Ha Thuc, Head of Fixed Income, Asia Pacific. He has been with Natixis since 2006, latterly in Paris as Head of Credit & Insurance Solutions, a transversal department within GSCS focused on solutions for insurers and private equity funds, as well as multi-product solutions.

The expansion of GSCS to Asia Pacific offers Natixis' regional clients the bank's full suite of structured credit solutions, including across asset-backed securities (ABS), collateralized loan obligations (CLOs), capital call facilities, and a range of bank and insurance regulatory solutions. The new team also includes Alistair Ho, who maintains his role as Head of Structured Credit Syndicate & Origination, Asia Pacific.

Viet-Linh Ha Thuc commented, "We see Natixis' global offering in structured credit solutions as highly relevant to our clients in Asia. The timing is now ideal to establish our GSCS business locally, both with regard to the evolving needs of our clients and to the ongoing rollout of our solutions-focused strategy in the region. Fabrice brings with him a wealth of experience, and his appointment to this role reflects our firm commitment to put Natixis' global expertise at the service of Asia."

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Limited liability company with a Board of Directors, with a share capital of 5,006,536,212.80 euros - Trade register No. 542 044 524 - VAT: FR 73 542 044 524

Natixis is the international corporate, investment, insurance and financial services arm of Groupe BPCE, the 2nd-largest banking group in France with 35 million clients spread over two retail banking networks, Banque Populaire and Caisse d'Épargne.

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.

Listed on the Paris stock exchange, it has a solid financial base with a CET1 capital under Basel 3<sup>(1)</sup> of €12.7 billion, a Basel 3 CET1 Ratio<sup>(1)</sup> of 11.2% and quality long-term ratings (Standard & Poor's: A / Moody's: A2 / Fitch Ratings: A).

*(1) Based on CRR-CRD4 rules published on June 26, 2013, including the Danish compromise - no phase-in except for DTAs on loss carry-forwards.  
Figures as at December 31, 2015*