

Equator Principles

2015 Reporting

By adopting the Equator Principles, Natixis acknowledges the importance of environmental, health, safety and social risks (the “E&S” risks) of financed projects. The Bank is committed to apply - alongside 83 other financial institutions (EPFIs) – an agreed risk assessment and management framework, leading its customers to minimize, mitigate and address project impacts on the environment and society.

In order to apply the Equator Principles to its various project-related financings, Natixis has adopted a dedicated internal organization and credit approval process, and delivered regular training sessions. Business sectors subject to the Equator Principles within Natixis are mainly infrastructures, energy (onshore and offshore oil and gas), power and mining.

► Implementation and organization

An Environmental and Social Responsibility (ESR) team is in charge of environmental and social business matters for Natixis CIB. Within CIB Global Business Management to which it belongs, ESR’s role includes setting up the organizational structure needed to apply and monitor the application of the Equator Principles.

This organizational structure is based on the principle that both the business lines and the ESR team are involved in the assessment and management of transactions.

The business lines are directly in charge of assessing the E&S risks of transactions and appraising the adequacy of the client's E&S management systems, which are considered to be an integral part of the overall assessment of risk quality.

The assessment evaluates compliance with the requirements of the host country and international laws, and for project located in non-designated countries ¹, the requirements of the IFC Performance Standards and the World Bank Group Environmental, Health and Safety (EHS) Guidelines.

Each transaction subject to review is categorized (A = significant adverse E&S impact, B = limited adverse E&S impact, C = minimal or no adverse E&S impact) according to

¹ Countries not appearing on the list of designated countries available on the website of the Equator Principles Association. Designated countries are countries deemed to have a robust legislative and regulatory framework.

the International Finance Corporation (IFC) classification, which affects the internal credit approval process (see below).

For the most sensitive transactions (category A and, where appropriate, category B), a prior review of E&S documentation must be performed by an independent consultant, and an on-site visit and interviews conducted, primarily in order to validate the conclusions of the initial analysis and determine any additional actions needed to correct and mitigate the impacts as much as possible.

An action plan is then drafted and added to the project's financial documentation so that the borrower is required to comply with the actions provided for throughout the loan's lifetime.

For category A and B transactions, the ESR team conducts its own review of the project's E&S documentation and the independent consultant's report, if one is required, at the same time as the business line is doing its analysis. For transactions arranged by Natixis, the ESR team also assists the business lines to prepare and monitor the independent consultant's review and to conduct the various steps leading to the financial close.²

Special attention is focused on transactions hosted in non-designated countries generating potentially high E&S risks.

An E&S Appendix, summarizing the key components in the project's evaluation, must be presented for any new transaction pending credit approval. This appendix is prepared by the business line and, for category A and B projects, expanded on by the ESR team, which validates or amends the project category and outlines its position and recommendations on the project.

The E&S Appendix is an integral part of the credit application; accordingly, the various members of the credit approval body study this document before making any decisions. For category A projects, the procedure provides for referral to a higher-ranking credit approval body.

The transactions undergo E&S monitoring throughout the loan's lifetime.

Where it is deemed appropriate, the ESR team may notify and inform Natixis CIB's senior management of any E&S-related aspects of transactions through Business Committee meetings (among other possibilities).

The ESR team is also called upon to oversee and manage the E&S risks and impacts of transactions located outside the scope of the Equator Principles.

² Where the conditions precedent have been met.

► **Team training**

The ESR team has pursued over the year the training program initiated in 2014 by delivering sessions to business lines and support functions teams. Business lines, Risk Department, Compliance and Legal Departments, from various regions were given training on the proper implementation of the Equator Principles.

Beyond this, the ESR team provides permanently assistance for any queries raised concerning E&S business matters.

► **Main changes introduced by the EP III amendment**

The EP III amendment gave rise to a new version of the Equator Principles in June 2013, aiming at meeting many expectations.

The main changes introduced by the amendment include the expansion of the scope of the Equator Principles to include the four types of financing or services associated with a project: project finance, project finance advisory, project-related corporate loans, and bridge loans.

In addition, a number of changes were made that involved taking CO2 emissions into account for projects emitting high pollution levels, recognition of social and human rights due diligence, and reporting principles to promote greater transparency.

► **Activity**

The current report includes new data that EPFIs are required to provide on the basis of transactions that were reviewed under the Equator Principles assessment framework and reached financial close³ during the reporting period.

Natixis' activity during the reporting period running from January 1 to December 31, 2015, is presented in the tables below ⁴:

³ Where the conditions precedent have been met

⁴ Note: the number of transactions reviewed in 2015 was significantly higher than the number of transactions that reached financial close in the same year. This was due both to time-lag effect until financial close and failed transactions. Also and as a reminder, only the transactions that are eligible to the Equator Principles are reported here, by definition excluding non-eligible transactions for which Natixis may require that an environmental and social due diligence be conducted. Thus, the present Equator Principles reporting does not reflect Natixis' comprehensive activity which is significantly broader.

► **Number of project finance transactions that reached financial close**

By sector	BREAKDOWN BY CATEGORY		
	Category A	Category B	Category C
Mining	1	-	-
Infrastructure	-	2	-
Oil and Gas	-	2	-
Power (o/w Renewable energy)		7 (6)	1 (1)
By region	Category A	Category B	Category C
Americas	1	6	1
Europe	-	4	-
Middle East and Africa	-	1	-
Asia-Pacific	-	-	-
By country designation (i)	Category A	Category B	Category C
designated countries	1	7	1
non-designated countries		4	
Independent review (ii)	Category A	Category B	Category C
Yes	1	11	1
No	-	-	-

(i) The list of designated countries is available on the website of the Equator Principles Association. Non-designated countries are countries not appearing on this list.

(ii) A review must be conducted by an independent consultant for most transactions. Nevertheless, transactions with minimal impacts are not systematically reviewed by an independent consultant.

The 13 transactions reported above represent a total of USD 12.3 bn in project costs.

► **Number of project-related corporate loans transactions that reached financial close:** none of the transactions reviewed in 2015 reached financial close during the year

► **Number of project finance-related financial advisory mandates signed**

BREAKDOWN BY SECTOR AND BY REGION	
By sector	
Mining	-
Infrastructure	11
Oil and Gas	4
Power	5
<i>(o/w Renewable energy)</i>	<i>(-)</i>
Other	-
By region	
Americas	10
Europe	5
Middle East and Africa	4
Asia-Pacific	1

The above data include financial advisory mandates in support of clients acting in an ongoing competing bidding process for which the winner is yet unknown.

► **Name of project finance transactions having reached financial close in 2015**

EPFIs are required to annually report to the Equator Principles Association the names of project finance transactions that reached financial close and were subject to review.

Natixis' 2015 report of project names will be published in the course of 2016 and will be available on the Association's website (<http://www.equator-principles.com/index.php/about-ep/about-ep>).



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