

Paris, March 7, 2017

## **Natixis shows marked Debt Capital Markets momentum in Asia and bolsters team with two senior hires**

**David So and Maureen Yu appointed as Natixis steps up its Debt Capital Markets (DCM) focus and achieves growing deal flow**

**David So** has been appointed Executive Director – Debt Capital Markets, Asia Pacific. Based in Singapore he reports to Raghu Narain, Head of Investment Banking, Asia Pacific, and locally to Pin Chua, Senior Country Manager, Singapore and Head of South East & South Asia.

David is responsible for Debt Capital Markets origination for financial institutions throughout Asia Pacific and for corporates in South East Asia. He has over 10 years' DCM experience and prior to joining Natixis was Director – Debt Capital Markets, Asia Pacific, with Commerzbank in Singapore.

**Maureen Yu** has been appointed Executive Director, Debt Capital Markets, Greater China. Based in Hong Kong, she reports to Raghu Narain. Maureen is responsible for Debt Capital Markets origination in Greater China. She has over 10 years' DCM experience, most recently from Barclays Capital in Hong Kong.

These senior appointments reflect Natixis' renewed focus on its Debt Capital Markets business in Asia Pacific, including through the creation of a regional Investment Banking business line, announced in September 2016.

Alain Gallois, Chief Executive Officer, Asia Pacific commented: "Natixis has extensive fixed income expertise globally, and we have been building on these solid foundations in order to provide our Asian clients with high quality solutions in the offshore euro and dollar markets."

Raghu Narain added: "The gathering momentum in our DCM business has been achieved through a firm focus on meeting the needs of our clients by combining our capabilities in capital and ratings advisory, debt structuring, market intelligence and distribution. The appointments of David and Maureen signify our intention to continue this positive trajectory and further develop our DCM franchise in the region."

Natixis brought numerous deals to market for key Asian clients in 2016, with an acceleration into the end of the year, serving as joint global coordinator or joint bookrunner in several transactions.

The deals include:

March: The €500m 5-year first euro covered bond issue by Singapore's United Overseas Bank;

June: US\$1.25bn senior unsecured Reg S dual-tranche issue by Citic Ltd;

July: US\$500m senior unsecured Reg S issue guaranteed by China Development Bank International Holdings Limited (issued by CDBI Treasure I Limited);

October: US\$300m senior unsecured Reg S issue by Zhuzhou City Construction Development Group Co., Ltd;

October: US\$500m senior Reg S perpetual NC5 issue by Aluminum Corporation of China;

November: US\$350m senior Reg S perpetual NC3 issue by China Aluminum International Engineering Corporation;

December: €700m senior unsecured Reg S 5-year issue guaranteed by China National Chemical Corporation (issued by CNRC Capital Limited), the first euro bond issuance by the ChemChina group.

Natixis also remains active supporting its parent company, Groupe BPCE, issuing bonds in the Japanese market. In addition to a number of issuances in 2016, in January 2017 it participated in the distribution of Groupe BPCE's issuance of the first ever French senior non-preferred samurai bond.

### Natixis APAC DCM Awards in 2016

#### **IFR Asia Awards**

*Singapore Capital Markets*

*Deal of the Year*

Joint bookrunner for UOB's €500m 5-year covered bond issue – March 2016.

#### **Global Capital Asia Awards**

*Best Investment Grade Bond*

Joint bookrunner for Citic's US\$1.25bn senior unsecured Reg S dual-tranche issue in June 2016

#### **Global Transport Finance Awards**

*Aircraft Lessor Capital Markets Private*

*Placement Deal of the Year*

Joint placement agent, structuring agent and rating advisor for Goshawk Aviation's US\$231m private placement



### **About Natixis**

Natixis is the international corporate, investment, insurance and financial services arm of Groupe BPCE, the 2nd-largest banking group in France with 31.2 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 11.0 % and quality long-term ratings (Standard & Poor's: A / Moody's: A2 / Fitch Ratings: A).

<sup>(1)</sup> Based on CRR-CRD4 rules as reported on June 26, 2013, including the Danish compromise - without phase-in except for DTAs on tax-loss carryforwards following ECB regulation 2016/445.

Figures as at December 31, 2016

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