

# Press release

London, 28 January 2010

# Société Générale Corporate & Investment Banking reinforces UK coverage with two key appointments

Société Générale Corporate & Investment Banking strengthens its client orientation and investment banking capabilities with the appointment of Fiona Paulus as Head of Coverage & Investment Banking UK within its Coverage & Investment Banking division.

In this newly created position, she will be responsible for driving the investment banking strategy for UK clients and overseeing the UK Coverage & Investment Banking teams. Fiona will be based in London and will report to Thierry Aulagnon, Head of Client Coverage & Investment Banking and Ian Fisher, Group Country Head for the UK.

Fiona comes from RBS where she was Head of Energy & Resources, EMEA. She joined in 2001. She has also worked in senior roles for ABN AMRO, Deutsche Bank and Citibank in the US, UK and Australia.

Andrew Nason has also recently joined Société Générale Corporate & Investment Banking as a Senior Banker and Head of the UK Financial Institutions Group (FIG). Andrew's arrival will further strengthen client coverage, in particular in the financial institutions sector. He is based in London and reports to Fiona. Previously, he was Managing Director of FIG UK for Lazard.

These appointments take place in the context of the plan announced by the bank last year to strengthen its senior bankers and M&A specialist teams, in order to develop its investment banking activities on a global basis.

### Biographies

#### Fiona Paulus

Fiona Paulus is Head of Coverage & Investment Banking UK at Société Générale Corporate & Investment Banking. Previously, Fiona was Head of Energy & Resources for Europe, Middle East and Africa at RBS. She spent 2008 setting up a global coverage team for private equity firms worldwide in her role as Global Head of Financial Sponsors. From 2003 to 2008, Fiona was the Global Head of Energy & Resources at ABN AMRO Bank (bought by RBS in 2007). Fiona also set up (in 2003) and led the Metals & Mining sector banking team. Fiona joined ABN AMRO in July 2001 from Deutsche Bank, New York where she ran the Telecom, Media & Technology business for Latin America. She worked for 3 years for Deutsche Bank/Bankers Trust, 3 years for JP Morgan Chase, and 13 years for Citibank. From 1989 to 2001, Fiona spent 12 years in Latin American investment banking.

In total, she has spent over 27 years in investment banking, 10 of them in New York and 2 in Australia. Fiona has worked across many product areas including FX, Derivatives, securitisation, debt capital markets, leveraged finance and corporate finance.

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#### Andrew Nason

Andrew Nason is a Senior Banker and Head of the UK Financial Institutions Group at Société Générale Corporate & Investment Banking. Andrew previously worked at Lazard as a Managing Director where he worked on some of the largest transactions in financial services - including Barclays offer for ABN AMRO, Old Mutual's acquisition of Skandia, AVIVA's acquisition of Amerus and the demutualisation of Standard Life. He worked with Bruce Wasserstein at both Lazard (2002-2008) and Wasserstein Perella (1999-2001). From 2001-2002 he was a Managing Director frIG UK at Deutsche Bank. From 1993-1999 he was a Director in FIG for Merrill Lynch. Andrew has over 21 years' experience in Investment Banking having worked on over 100 transactions including M&A, IPOs debt and equity capital raisings and restructurings.

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#### Société Générale

Société Générale is one of the largest financial services groups in the euro-zone. The Group employs 163,000 people worldwide in three key businesses:

- Retail Banking & Financial Services: Société Générale serves more than 30 million individual customers worldwide.
- Global Investment Management & Services: Société Générale is one of the largest banks in the euro-zone in terms of assets under custody (EUR 3 073 billion, September 2009) and under management (EUR 348 billion, September 2009).
- Corporate & Investment Banking: Société Générale tailors solutions for its clients across sectors by capitalising on its worldwide expertise in investment banking, global finance, and global markets.

Société Générale is included in the socially-responsible investment indexes: FTSE4Good and ASPI. <u>www.societegenerale.com</u>

#### Société Générale Corporate & Investment Banking

At the core of Société Générale's universal banking business model, the Corporate & Investment Bank is a welldiversified and leading player with 12 000 professionals present in over 40 countries across Europe, the Americas and Asia-Pacific.

Standing by its clients across sectors, the Corporate & Investment Bank tailors solutions for them by capitalising on its worldwide expertise in **investment banking**, global finance, and global markets.

- For Corporates, Financial Institutions and public sector: providing a global advisory approach (M&A, debt, equity transaction, capital structure, and asset & liability management), as well as quality capital raising solutions across the debt and equity spectrum, optimised financing and expert risk management responses notably in the realm of foreign exchange and rates derivatives.
- For investors: offering reliable and sound investment opportunities and risk management solutions through its integrated global markets platform delivering seamless access to markets (equity, rates, credit, currencies, commodities and derivatives), as well as advice and solid financial engineering, quality of execution and forward-looking research across asset classes.

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