

## Press release

London, 3 February 2010

### **Société Générale Corporate & Investment Banking strengthens its Mergers & Acquisitions team**

Société Générale Corporate & Investment Banking strengthens its Mergers & Acquisitions capabilities with the following appointments:

- **Stefan Goetz** has been appointed Managing Director, Head of the Financial Institutions sector, based in Paris. He was previously Head of the European M&A business for banking and insurance clients at Credit Suisse.
- **Axel Malkomes** has been appointed Managing Director, Head of the Healthcare sector, based in Paris. He was previously Director in the Global Healthcare Team focusing on leveraged buyouts at 3i plc.
- **Rafael Nagapetians** has been appointed Managing Director, Head of the Mergers & Acquisitions business in Russia, based in Moscow. He was previously Head of Corporate Finance at Alfa Bank.
- **Marcus Schroeder** has been appointed Managing Director, Head of the Automotive sector, based in Frankfurt. He was previously Director in the industry team with a prime focus on the European Automotive and Industrial sector at Merrill Lynch.
- **Stéphane Souchet**, Managing Director, has been named Head of Metals and Heavy Industries, a new sector within the Mergers & Acquisitions business. He will be based in Paris.
- **Daniel Weisslinger** has been appointed Managing Director, covering Technology within the Technology, Media & Telecommunications (TMT) sector, based in Paris. He was previously co-Head of Technology and Services within the corporate finance department at BNP Paribas.
- **Luis Zubillaga** has been appointed Managing Director, co-Head of M&A in Spain and Portugal, together with Bruno Bibas. He was previously M&A Managing Director at JP Morgan. He will be based in Madrid.

They report to the Mergers & Acquisitions management committee, headed by Michel Payan, Global Head of Mergers & Acquisitions.

In addition, the following people from Financial Sponsor Coverage have had their current roles extended to include M&A activities:

- **Nick Heptinstall** has been appointed as M&A Managing Director for the UK, Benelux and Nordic Countries. He is based in London.
- **Richard Lewis** has been appointed as Head of M&A for Asia Pacific. He is based in Hong Kong.

They report to both Scott Phillips, Global Head of Financial Sponsor Coverage Group, and to the Mergers & Acquisitions management committee.

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A French corporation with share  
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552 120 222 RCS PARIS

These appointments form part of the plans announced by the bank, to develop its investment banking business to enhance its offering to clients.

## **Biographies**

### **Stefan Goetz**

Before joining Société Générale Corporate & Investment Banking, Stefan Goetz spent his entire career working with financial institutions in various roles at Credit Suisse. From 2007 to 2009, he was head of the European M&A business for banking and insurance clients in London and Zurich. Previously he had served as global head of corporate strategy and M&A at Credit Suisse's head office in Zurich and in Hong Kong. Stefan originally started his investment banking career in London in 1994 as a member of the financial institutions practice, advising clients on corporate finance, M&A and capital raisings.

Stefan holds an MBA in Finance from Columbia University and a PhD in International Law from the University of Basle. He is also a graduate of the Advanced Management Program of Harvard Business School

### **Axel Malkomes**

Axel Malkomes has joined Société Générale Corporate and Investment Banking from 3i plc where he was a Director in the Global Healthcare Team focusing on leveraged buyouts since 2007. During his first 9 years (1993-2002) Axel focused on M&A and Corporate Finance transactions at Dresdner Kleinwort Benson, at Sal. Oppenheim, as Vice President at Donaldson Lufkin Jenrette (acquired by Credit Suisse First Boston) and as Director at Lehman Brothers in London and Frankfurt. Between 2002 and 2007 Axel held senior roles at Merck KGaA, first as Vice President Corporate M&A for Merck Group, and later as CEO Merck Austria and as Vice President Corporate Strategic Planning for Merck Group.

Axel Malkomes holds a degree in Business Administration from the University of Bamberg and is an alumnus of Merck's Executive Management Program (INSEAD Fontainebleau, Northwestern Kellogg and Hong Kong University of Science and Technology).

### **Rafael Nagapetians**

Rafael Nagapetians began his career at the USSR Ministry of Finance in 1984 and in 1991 became the Deputy Chairman of Foreign Investments Committee by the Government of the Russian Federation. In 1995, he joined JSB Inkombank for which he became a Vice-President for international operations. He moved on to join the Sun Group in 2001 as Director before becoming Managing Director and Head of Corporate Finance at Alfa Bank.

Rafael Nagapetians holds an economics PhD from the State Academy of Finance (International Finance) and the State University of Moscow and a research doctorate from the Belgorod Cooperative University.

### **Marcus Schroeder**

Before joining Société Générale Corporate & Investment Banking, Marcus Schroeder worked for Merrill Lynch as a Director in the Industry team with prime focus on the European Automotive and industrial sector. In addition, he was Relationship Manager for selected Industrials & Automotive clients in German speaking countries. Prior to that, he has worked for more than 3 years at ThyssenKrupp AG, where he was appointed Vice President and Deputy Head of M&A, after having worked for Citigroup Investment Banking M&A for three years. Having begun his career in 1995 with Dresdner Kleinwort Benson in London, Marcus Schroeder has worked in international investment banking for 14 years including secondments in London and New York.

Marcus Schroeder holds a degree in Business Administration from the University of Cologne.

### **Stéphane Souchet**

Prior to Société Générale Corporate & Investment Banking, Stéphane worked for four years on cross border M&A transactions at BHF-Bank in Frankfurt. Stéphane joined Société Générale Corporate & Investment Banking's M&A activity in 1998, firstly based in Paris executing numerous transactions in the industrial sector in Europe and since 2006 in New York to develop the transatlantic M&A practice.

Stéphane Souchet has graduated from ESCP Europe

### **Daniel Weisslinger**

Before joining Société Générale Corporate & Investment Banking Daniel Weisslinger was Co-Head of Technology and Services at BNP Paribas Corporate Finance. He started his career in 1990 at the Industrial Bank of Japan as a Manager in Debt Origination and then in M&A. From 1994 to 1998 he joined Daiwa Europe in London as an Assistant Director in Emerging Markets Corporate Finance and then as a Director of Equity Capital Markets. In 1998 he joined BNP Paribas in London as Head of Equity Capital Markets for Northern Europe. In 2000 he was appointed Head of Technology, International, in London and moved to Paris in 2002 to head the technology sector globally.

Daniel Weisslinger graduated from ESCP with a major in Accounting and Finance and holds a MSC in Finance from the London Business School.

### **Luis Zubillaga**

Before joining Société Générale Corporate & Investment Banking, Luis Zubillaga was Managing Director within M&A at JP Morgan in London where he developed his professional career over the past 15 years. His most recent responsibilities included Natural Resources as well as being the Engagement Officer for EMEA.

Luis Zubillaga is an engineer graduated from Polytechnic University in Madrid and holds a MBA from IESE in Barcelona.

### **Nick Heptinstall**

Nick Heptinstall joined Société Générale Corporate & Investment Banking in 2001 from Merrill Lynch where he was a Director in the M&A Department focusing on financial sponsor transactions in Europe. Prior to that Nick worked in the M&A Department of Dresdner Kleinwort. At Société Générale, he is a Managing Director and Head of Financial Sponsor Coverage in the UK, Benelux and Nordic countries. He was appointed as a Senior Banker in 2008. Nick Heptinstall holds a MA degree in Classics from the University of Cambridge.

### **Richard Lewis**

Richard Lewis has over 13 years of experience of closing M&A transactions in Europe, Asia Pacific and the US. Richard started his career with Ernst & Young in London, where he qualified as chartered accountant, and thereafter moved to the corporate finance department of Hambros and subsequently Société Générale Corporate & Investment Banking, working on both M&A and Equity Capital Market transactions. He joined the M&A team in Asia-Pacific in 2001 in Hong-Kong. In 2007, he took the newly created role of Financial Sponsor Coverage Head for Asia Pacific, developing close relationships with key global private equity firms in Asia Pacific. Richard Lewis holds a BSc in Statistics from the University of Bath.

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### **Société Générale**

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- **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.

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### **Société Générale Corporate & Investment Banking**

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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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