

# Press release

London, 8 July 2009

# Société Générale Corporate & Investment Banking's enhanced business model goes live

Société Générale Corporate & Investment Banking announces the implementation of Evolution – the plan to optimize its business model in order to adapt to today's changing financial world and to be best positioned to capture upcoming opportunities - effective immediately.

As announced in February 2009, the objectives are to grow client revenues and to increase operational and commercial efficiency by focusing on three priorities: sharpened client orientation, increased operational efficiency and improved risk profile.

The plan is a continuation of the bank's strategy based on three areas of expertise in which the bank wants to develop to better serve its clients: investment banking, global finance, and global markets.

The solutions and services that the bank offers in each of these areas have been regrouped in a new organizational structure aligned with each type of client need:

# **Coverage & Investment Banking**

The division, headed by **Thierry Aulagnon**, manages and develops the Corporate & Investment Bank's global relationships with strategic clients, offering the global palette of services of the bank and of the Group. It has a focus on growing investment banking activities, including strategic advisory services such as M&A and capital raising solutions in conjunction with the Global Finance division.

## **Global Finance**

Headed by Jean-Luc Parer, and his deputies: David Coxon, Jean-François Mazaud and Pierre Palmieri, this division consolidates all capital raising across the debt to equity spectrum, structured financing and hedging solutions for issuers (corporates, financial institutions, public sector).

#### **Global Markets**

The integrated platform dedicated to investors brings together cross-asset investment and risk management solutions, with seamless connections across fixed income, equities and commodities. It is headed by Christophe Mianné.

- Flow Fixed income & currencies is headed by Chico Khan-Gandapur
- Flow Equity is headed by David Escoffier and Gian-Luca Fetta
- Commodities is headed by Edouard Neviaski

- The Solutions Group is headed by Sofiene Haj-Taieb
- Global Trading (clients and proprietary) is supervised by Dan Fields
- Global Research is headed Patrick Legland
- Lyxor continues to be headed by Laurent Seyer
- Treasury & Repo continues to be headed by Danielle Sindzingre

In the Americas, the platform is managed by **François Barthélemy**, and in Asia-Pacific by **Andrew Wardle**.

It is supported by a rigorous and integrated approach to market and operational risks so as to place the bank at the highest standards of operational efficiency and security.

With this cross asset platform, the bank aims to position itself among the leaders in fixed income, commodities and equities.

In terms of governance, Société Générale Corporate & Investment Banking continues to operate with the core and extended executive committee structure put in place on March 31<sup>st</sup>, with the addition of **Inés de Dinechin** who is appointed Head of Human Resources, reporting to Michel Péretié (*please see notes to editor for list of members*).

Regionally, **Pascal Augé** is named CEO of Western Europe and **Slawomir Krupa**, in addition to his appointment as Head of Strategy & Corporate Development is named CEO of Central and Eastern Europe, Middle East and Africa, both reporting to Michel Péretié.

"With Evolution, our goal is set to reinforce our client orientation and to grow in our three areas: investment banking, global markets and global finance as they deliver their full potential to meet our client needs. Pursuing on our strategy, we feel we are well placed to be positioned among the leading corporate and investment banks" said Michel Péretié, CEO of Société Générale Corporate & Investment Banking.

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#### **Notes to Editors:**

Société Générale Corporate & Investment Banking's core Executive Committee comprises:

- Michel Péretié, CEO of Société Générale Corporate & Investment Banking,
- Thierry Aulagnon, Head of the Coverage & Investment Banking division,
- Christophe Mianné, Head of the Global Markets division,
- Jean-Luc Parer, Head of the Global Finance division,
- Slawomir Krupa, Head of Strategy & Corporate Development.

This core Committee is complemented by an enlarged Executive Committee including:

- The members of the core Executive Committee.
- The Head of resources functions, François Boucher, and heads of corporate functions: Inés de Dinechin, Head of Human Resources, Hervé de Kerdrel, Head of Accounting & Finance, and Laetitia Maurel, Head of Communication,
- The regional heads: Pascal Augé, CEO of Western Europe, Dé Doan-Tran, CEO of Asia-Pacific, Slawomir Krupa, CEO of Central and Eastern Europe, Middle East and Africa, and Diony Lebot, CEO of the Americas,
- Key representatives from business lines: Dan Fields, Global Head of Trading, Sofiene Haj Taieb, Global Head of the Solutions Group, Chico Khan-Gandapur, Global Head of Flow Fixed Income & Currencies, Jean-François Mazaud, Deputy Head of Global Finance, Pierre Palmieri, Deputy Head of Global Finance, and Michel Payan, Global Head of M&A.

## Biographies are available upon request

#### 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 2 762 billion, March 2009) and under management (EUR 332 billion, March 2009).
- Corporate & Investment Banking: Société Générale ranks among the leading banks worldwide in euro capital markets, derivatives and structured finance.

Société Générale is included in 3 socially-responsible investment indexes: FTSE4Good, ASPI and Ethibel. <a href="https://www.societegenerale.com">www.societegenerale.com</a>

#### Société Générale Corporate & Investment Banking

At the core of Societe Generale's universal banking business model, the Corporate & Investment Bank is a well-diversified 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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