

## PRESS RELEASE

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### **SOCIETE GENERALE CORPORATE & INVESTMENT BANKING APPOINTMENTS WITHIN DEBT CAPITAL MARKETS**

Societe Generale Corporate & Investment Banking (SG CIB) is pleased to announce the following appointments, effective from 10 July 2017, within its Debt Capital Markets business.

- **Andrew Menzies**, currently Head of Debt Capital Markets for the Americas, is appointed **Global Co-Head of Corporate Origination** alongside Felix Orsini. Based in London, Andrew replaces Brendon Moran who moved in May 2017 to a new position within the Coverage & Investment Banking business. Andrew will report to Demetrio Salorio, Global Head of Debt Capital Markets
- **Jonathan Weinberger**, formerly Head of Capital Markets Engineering, is appointed as **Head of Debt Capital Markets for the Americas** replacing Andrew Menzies. Jonathan will be based in New York reporting to Demetrio Salorio and locally to Michael Finkelman, Head of Capital Markets, Americas.
- **Julien Brune** and **Arnaud Mezrahi**, formerly co-heads of hybrid structuring are appointed as **Co-Heads of Capital Markets Engineering** replacing Jonathan Weinberger. Based in Paris and reporting to Demetrio Salorio, Julien and Arnaud will focus on financial engineering advisory and execution services, particularly on hybrid financing, liability management solutions and new product development including green bonds.
- **Stéphane Marciel**, formerly Head of sovereigns, Local authorities for CEEMEA, is appointed as **Head of Sustainable Bonds**, Debt Capital Markets and will be based in Paris reporting to Julien Brune and Arnaud Mezrahi. In his new role, Stéphane will work closely with the Environmental and Social Advisory and Positive Impact Finance\* teams in order to further develop the Bank's sustainable financing capabilities.

Leveraging on strong advisory, structuring and execution capabilities, SG CIB's Debt Capital Markets teams accompany corporates, financial institutions and public sectors clients in their financing needs.

\* Positive Impact Finance is the one which verifiably produces a positive impact on one of the three pillars of sustainable development - the economy, the society and the environment – whilst ensuring any potential negative impacts have been properly identified and managed. The “Positive Impact principles” were launched in Paris along with UNEP in 2017.

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### *Biographies*

#### **Andrew Menzies**

Andrew Menzies joined Societe Generale Corporate & Investment Banking's New York office in 2014 as the Head of DCM for the Americas and has been responsible for the franchise build out over the past three years. Prior to this he successfully headed the bank's Northern Europe and U.K. Corporate Debt Capital Markets team for four years. Andrew joined the bank in 2003 and his breadth of experience within the capital markets extends across borders with over 14 years experience, working with clients across the Americas, the United Kingdom and Ireland, the Netherlands and across Scandinavia. Andrew graduated with an MA at the University of Edinburgh.

#### **Jonathan Weinberger**

Jonathan Weinberger was previously Head of Capital Markets Engineering in SG CIB's Debt Capital markets team, a position he held since July 2014 where he was instrumental in managing the financial engineering advisory and execution services in London focusing on hybrids, liability management, green bonds and new production development. Jonathan joined SG CIB in 2010 in the New York debt capital markets team as an originator covering North and South American large-cap clients, and was subsequently co-head of Debt Capital Markets Americas origination. Prior to joining SG CIB, Jonathan traded options for UBS and helped to develop the interest rate and debt capital markets offerings for Barclays Capital. He also worked in the corporate treasury team at Anheuser-Busch InBev. Jonathan holds a degree in mathematics from Dartmouth College and a degree in philosophy from Brown University.

#### **Julien Brune**

Julien has solid experience in capital markets engineering and hybrid structuring in particular. He was previously Co-Head of Capital Structuring, Debt Capital Markets, a position he has held since 2014 after having joined SG CIB's Hybrid Capital team in 2009. Based successively in London and Paris, he has been instrumental in establishing Societe Generale's international hybrid capital-related franchise thanks to high-profile transactions for financial institutions and corporates, including new issuances and liability management exercises. He joined Societe Generale Corporate & Investment Banking in 2004 within the Asset-Based Finance team, originating and structuring transactions for clients from the shipping and transportation sectors. Julien graduated from Ecole Polytechnique and ISAE/Supaero.

#### **Arnaud Mezrahi**

Arnaud was previously Co-Head of Capital Structuring within SG CIB's Debt Capital Markets team a position he has held since 2014, after joining the team in 2007. Arnaud has a strong expertise in the capital markets engineering, hybrid structuring in particular, and has strongly contributed to the development of the hybrid franchise. Arnaud has been responsible for the origination and execution of high profile hybrid transactions for corporate and financial institutions and for developing the insurance hybrid franchise. He joined Societe Generale Corporate & Investment Banking in 2004 within the securitisation team, where he was in charge of originating and structuring ABS transactions. Arnaud graduated from ESCP Europe and holds an engineer diploma from ENSIIE.

#### **Stephane Marciel**

Stephane joined the Debt Capital Markets team in 2001 where he held various positions in Sovereign and Public Sector origination during which he covered a wide variety of clients in Western Europe, North America and CEEMEA before integrating the CEEMEA team in June 2016. Prior to joining the Debt Capital Markets team, Stéphane worked for over four years in the Export Finance business at SG CIB. Stéphane is a graduate of EM Lyon and of holds a Finance Master's degree of ESSEC Business School.

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## SOCIETE GENERALE

Societe Generale has been playing a vital role in the economy for 150 years. With more than 145,000 employees, based in 66 countries, we serve on a daily basis 31 million clients throughout the world. Societe Generale's teams offer advice and services to individual, corporate and institutional customers in three core businesses:

- **Retail banking in France** with the Societe Generale branch network, Credit du Nord and Boursorama, offering a comprehensive range of multi-channel financial services at the leading edge of digital innovation;
- **International retail banking, insurance and financial services to corporates** with a presence in developing economies and leading specialised businesses;
- **Corporate and investment banking, private banking, asset management and securities services**, with recognised expertise, top international rankings and integrated solutions.

Societe Generale is currently included in the main sustainability indices: DJSI (World and Europe), FSTE4Good (World and Europe), Euronext Vigeo (World, Europe and Eurozone), Ethibel Sustainability Index (ESI) Excellence Europe, 4 of the STOXX ESG Leaders Indices, MSCI Low Carbon Leaders Index.

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### **SOCIETE GENERALE 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 around 12 000 professionals and a commercial offer in 37 countries, with extensive European coverage and representative offices in Central and Eastern Europe, the Middle East, Africa, the Americas and the Asia-Pacific region.

Supporting its clients across various sectors, the Corporate & Investment Bank offers bespoke financial solutions combining innovation, advisory services and high execution quality in four areas of expertise: **investment banking, financing, market activities** and **investor services**.

- For **Corporates, Financial Institutions, Sovereigns** and the **Public Sector**: providing strategic advice (M&A, debt, capital structure, and asset & liability management), as well as providing capital market access to finance projects and providing hedging solutions especially in foreign exchange and rates.
- **For Investors**: offering reliable and sound investment opportunities and risk management solutions through its integrated platform delivering comprehensive access to markets (fixed income, credit, foreign exchange, commodity markets, equity, and derivatives), as well as advice and financial engineering, quality of execution, forward-looking research, and an industry-leading clearing proposition & prime brokerage services.

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