

Hong Kong, March 1, 2019

Natixis Appoints Charles Picard as Head of Private Bank and Family Office Coverage, Asia Pacific, Corporate & Investment Banking



Natixis announced the appointment of Charles Picard as Head of Private Bank and Family Office Coverage, Asia Pacific, Corporate & Investment Banking (CIB) effective immediately. In this newly created role, Charles will lead the development of Natixis' business relationships with private banks and family offices in Asia Pacific. He also maintains his existing role as Executive Director, Strategic Equity Transactions (SET), CIB, overseeing origination in South East Asia.

Charles remains based in Singapore. For his new role, he reports to Damien Cleris, Head of Coverage and Co-head of Investment Banking, Asia-Pacific, CIB. For his SET role, he maintains his reporting lines to Pin Chua, Senior Country Manager, Singapore and Head of South East & South Asia, CIB, and to Stephan Verhelst, Head of Strategic Equity Transactions, Asia Pacific, CIB.

Charles has over 18 years' banking experience. He joined Natixis in September 2017, prior to which he had been with BNP Paribas for 16 years. At BNP Paribas, he covered various positions within the Equity Derivatives Department and later on, Wealth Management, where he was the Head of Tailor-made Derivatives & Structured Investments – initially for the

European division, before setting up the franchise for Asia. Charles holds a Master of Engineering from ECE Paris and a Master of Business from ESSEC Business School.

Commenting on the appointment, Damien Cleris said: "We established Charles' new role as part of our strategic initiative to develop stronger relationships with Private Banks and Family Offices in Asia-Pacific, fast-growing client segments in the region which increasingly require tailor made solutions. Working closely with coverage bankers as well as teams across all of our product lines, Charles will spearhead our efforts to deliver integrated solutions that meet the business needs of our clients."

About Natixis

Natixis is the international corporate and investment banking, asset management, insurance and financial services arm of Groupe BPCE, the 2nd-largest banking group in France through its two retail banking networks, Banque Populaire and Caisse d'Épargne.

With more than 18,000 employees, Natixis has a number of areas of expertise that are organized into four main business lines: Asset & Wealth Management, Corporate & Investment Banking, 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(1) of €12 billion, a Basel 3 CET1 Ratio (1) of 10.8 % and quality long-term ratings (Standard & Poor's: A+ / Moody's: A1 / Fitch Ratings: A+).

*(1)Based on CRR-CRD4 rules as reported on June 26, 2013, including the Danish compromise - without phase-in .
Figures as at December 31, 2018*

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