

Hong Kong, February 8, 2022

Natixis CIB Appoints Bertrand Guiot as Head of Real Assets & Investment Banking, South East Asia, and Head of Infrastructure Funds Coverage, Asia Pacific

Natixis Corporate & Investment Banking (Natixis CIB) is pleased to announce the appointment of Bertrand Guiot as Head of Real Assets & Investment Banking, South East Asia, and Head of Infrastructure Funds Coverage, Asia Pacific, effective January 2022.

Based in Singapore, Bertrand reports locally to Sanjeev Kumar, Senior Country Manager, Singapore, and Head of South East & South Asia, to Raghu Narain, Head of Investment Banking, Asia Pacific, and to Emmanuel Gillet-Lagarde, Head of Real Assets & Global Trade, Asia Pacific.

Bertrand will work closely with business lines and regional country representatives to support Natixis CIB's strategic initiatives and operational developments in the South East Asia region.

Commenting on Bertrand's appointment, Sanjeev Kumar said: "We are delighted to welcome Bertrand back to Asia Pacific, to lead not only the expansion of our Real Assets and Investment Banking business in South East Asia, but also the growth of our Infrastructure Funds Coverage across Asia Pacific. His extensive infrastructure and investment banking experience, and his deep knowledge of the business environment across the region, are second to none and will play an integral role in the continued development of our long-term, sustainable business."

Biography

Bertrand Guiot is the Head of Real Assets & Investment Banking, South East Asia, and Head of Infrastructure Funds Coverage, Asia Pacific, for Natixis Corporate & Investment Banking.

Bertrand has been with Natixis CIB for close to a decade, in various roles. Prior to his current appointment, Bertrand served as the Senior Country Manager for Natixis Canada Branch for two and a half years. Before this, he was the Head of Infrastructure, Asia Pacific, based in Hong Kong, overseeing all of the bank's investment banking, financing and advisory activities pertaining to the infrastructure sector across the region. Before relocating to Hong-Kong in 2017, Bertrand led finance activities for Natixis CIB in Australia across multiple segments: greenfield infrastructure, privatizations, telecom assets and renewable energy projects.

Prior to joining Natixis CIB, Bertrand was with Dexia, where he coordinated PPPs in the infrastructure sector and arranged corporate acquisition financing in the telecom sector, before being appointed to lead the company's project finance activities in Canada. Before Dexia, Bertrand spent 14 years in various business development/ strategy/ finance roles in large IT/telecommunication companies such as British Telecom and Cable and Wireless in Europe, leading global teams and managing outsourcing/acquisition deals through to completion.

Bertrand holds a master's degree in Finance from ESC Lille, France.

About Natixis

Natixis is a French multinational financial services firm specialized in asset & wealth management, corporate & investment banking, insurance and payments. A subsidiary of Groupe BPCE, the second-largest banking group in France through its two retail banking networks, Banque Populaire and Caisse d'Epargne, Natixis counts over 16,000 employees across 36 countries. Its clients include corporations, financial institutions, sovereign and supranational organizations, as well as the customers of Groupe BPCE's networks. Natixis has a solid financial base with a CET1 capital under Basel 3⁽¹⁾ of €12.4 billion, a Basel 3 CET1 Ratio⁽¹⁾ of 11.5% 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 30 June 2021

Press contacts:

Kay Withers
+852 3900 8065
Kay.withers@natixis.com

Rowena Lai
+852 3103 0116
Rowena.lai@citigatedewerogerson.com

www.natixis.com



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