



## Press Release

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# Natixis Corporate & Investment Banking signs cooperation agreements with LBBW and Tyndall Group to develop M&A advisory business

**Natixis Corporate & Investment Banking has signed cooperation agreements with LBBW in Germany and Tyndall Group in Chile aimed at generating joint M&A advisory mandates and enhancing the three companies' ability to support their clients' international business development.**

The agreements, which include no investments by the signatories in the equity capital of the others, are designed to extend the capability of Natixis Corporate & Investment Banking and its seven M&A boutiques to support clients on M&A transactions into or out of Germany and Latin America. LBBW and Tyndall Group likewise benefit from a fluid dialogue with Natixis Corporate & Investment Banking's global M&A network, enhancing their capacity to propose a geographically diverse range of potential M&A mandates to their clients.

Natixis Corporate & Investment Banking has, over the past six years, built a [global M&A network](#) spanning Europe, the US and Asia Pacific through strategic investments in seven M&A boutiques. This unique model has underpinned multiple cross-border deals between the members of the network for the benefit of clients, and has enabled Natixis Corporate & Investment Banking to grow revenues from M&A activities to over €200 million in 2020 from around €30 million in 2014.

Nicolas Namias, Natixis CEO said: "Natixis Corporate & Investment Banking's M&A model is founded on two principles: expertise, which is the basis of all we do; and cooperation, for the benefit of all parties and of our clients. Our agreements with LBBW, with its extensive network among German corporates, and Tyndall Group, an entrepreneurial and client-centric M&A boutique, are fully aligned with these principles and will allow us to originate new transactions for our clients and continue to develop our M&A business as we implement our strategic plan, BPCE 2024."

Karl Manfred Lochner, Member of the Board of Directors of and responsible for LBBW's Corporate Banking commented: "We are glad to cooperate with the Natixis Corporate & Investment Banking's global M&A organization which is an impressive transaction powerhouse. Working together will add substantial value for our corporate client relationships. It will also be a catalyst for LBBW M&A's growth strategy and improve their global reach."

Jose Urribarri, partner at Tyndall Group said: "We are delighted to cooperate with Natixis Corporate & Investment Banking and its global M&A network, and to have the opportunity to work alongside such a talented group of professionals. This is a very important step for Tyndall that will broaden our reach and capabilities, enabling us to continue adding value to our clients."



#### 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<sup>(1)</sup> of €12.4 billion, a Basel 3 CET1 Ratio<sup>(1)</sup> 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

#### About LBBW

With total assets of EUR 304bn and 10,000 employees (as of 30 June 2021), LBBW is one of Germany's leading financial institutions. Core activities include its corporate customer business, especially with small and medium-sized enterprises, and its business with retail customers and savings banks. It also engages in real-estate and project financing in selected markets, as well as its customer-oriented capital market business with banks, savings banks and institutional investors. LBBW's corporate banking business provides support to clients in the international markets, providing innovative and complex financing and advisory solutions. To this end, LBBW has 17 international offices in 16 countries worldwide.

In Germany, LBBW has a track record in M&A advisory of more than 120 transactions in recent years. It now intends to build on this track record with an ambitious growth strategy both in its home market and in selected international markets. The key areas of M&A expertise in the Bank's experienced team are succession planning, MBO and MBI, involved in transactions on the sell-side as well as the buy-side, whereby the Bank specializes in transactions of EUR 20m to EUR 200m.

#### About Tyndall Group

Tyndall Group provides financial and strategic advisory services, and structures alternative investment opportunities, to clients and investors throughout Latin America, with close to 40 successful transactions announced in the region since its founding in 2014. Tyndall's team is comprised of professionals with complementary skills and extensive experience in M&A, debt and equity capital markets, proprietary trading, credit, and risk management. The partners have accumulated significant expertise in the region's business and political dynamics, as well as extensive industry knowledge in all relevant sectors during their decades-long careers. They have a longstanding relationship, having shared most of their working life at the same large international financial institution prior to founding Tyndall, offering a flexible and multidisciplinary execution team with active senior involvement during all stages of the processes.

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