

Hong Kong, September 20<sup>th</sup>, 2021

## **Natixis Corporate & Investment Banking Reinforces its Green & Sustainable Hub in Asia Pacific**

**Natixis Corporate & Investment banking (Natixis CIB) has appointed Olivier Menard as Head of Green & Sustainable Hub, Asia Pacific. Based in Hong Kong, Olivier took up the role in late July, reporting to Raghu Narain, Head of Investment Banking, Asia Pacific, and globally to Orith Azoulay, Global Head of Green & Sustainable Finance.**

Olivier, who has worked for Natixis CIB since 2001, has been appointed to head the Green & Sustainable Hub's Asia Pacific team, as part of Natixis CIB's strategy to position itself as its clients' preferred banking partner for their energy transition. Asia Pacific is a major priority in this strategy, and Olivier will oversee a push to offer issuer and investor clients in the region a broad spectrum of expertise in green and sustainable finance.

Natixis has also recently hired Xing Lan as a Vice President in its Green & Sustainable Hub, to further build out its expertise in Asia Pacific. Based in Hong Kong, Xing reports to Olivier Menard.

Natixis CIB, and its Green & Sustainable Hub, is recognized for its expertise and innovation in green finance. In 2019, Natixis CIB launched the Green Weighting Factor, an in-house mechanism to promote the financing of deals that have an affirmative environmental impact and support the transition to a low-carbon economy, while providing for a negative adjustment for financing deals with environmental risks.

Raghu Narain said: "We are delighted that Olivier has taken on this role. His appointment comes at a very exciting time for ESG financing in Asia Pacific. Sustainable financing is moving evermore towards the mainstream and issuers and investors are increasingly looking to the theme of energy transition, an area that Natixis CIB is well-placed as a go-to advisor and financial partner to accompany clients on this journey. I have no doubt that given his past experience in the APAC region and intimate working knowledge of green and sustainable financing activities, Olivier will be a key advisor to our clients and a driving force behind the further development of our green and sustainable financing franchise in the region."

## Biographies

**Olivier Menard** is the Head of the Green & Sustainable Hub Asia Pacific, at Natixis Corporate & Investment Banking. Olivier joined the Green & Sustainable Hub as senior cross-asset originator for Asia Pacific (based in Paris) in October 2020. He has more than 20 years' experience in advising & financing clients in the Energy & Metals commodity sectors across EMEA and Asia Pacific.

Olivier initially joined Natixis in 2001, in corporate banking with the Shanghai Branch. In 2004, he joined the Energy & Natural Resources franchise, working in both Paris and Hong Kong, where he specialized in commodity structured & trade finance. Most recently, Olivier was a senior banker in Paris, advising and financing large commodity trading houses in the Energy & Metals sectors.

Olivier holds a master's degree in Management, majoring in Corporate Finance from Neoma Business School.

**Xing Lan** is a Vice President in the Green & Sustainable Hub, Asia Pacific, at Natixis Corporate and Investment Banking.

Xing has significant experience as a sustainability practitioner, having focused on sustainable finance advisory, Environmental, Social and Governance (ESG) reporting, carbon management, climate competence and corporate sustainability strategies in her previous roles. Prior to joining Natixis, she was most recently an associate director with Carbon Care Asia Ltd, providing sustainable consultancy services to clients in Hong Kong, Singapore and Mainland China. She started her career as a research associate in Hong Kong Polytechnic University, with a focus on the life cycle assessment approach and product-level carbon accounting.

Xing has a Master of Science in Environmental Measurement and Assessment from Chalmers University of Technology in Sweden.

## 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+).

<sup>(1)</sup> Based on CRR-CRD4 rules as reported on June 26, 2013, including the Danish compromise - without phase-in.

Figures as at 30 June 2021

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