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Natixis CIB Grows its APAC Global Markets Team

Natixis Corporate and Investment Banking (Natixis CIB) has accelerated the growth of its Asia Pacific Global Markets team, with key hires to further support the development of its business in the Macro, Equities and Japan divisions.

“As part of our plans to step up the growth of our Global Markets business in Asia Pacific, we are investing into our platform and our people for the long term. Our focus is to grow selectively in the areas which play to our strengths and constantly enhance our capacity to provide the highest level of service to our clients,” said **Viet-Linh Ha Thuc, Head of Global Markets, Asia Pacific**.

Macro & Equities

Natixis CIB is continuing to build out its capabilities and offering in macro, fixed income and equities sales & trading across the region, with a significant focus on hiring and promoting top talent. Numerous senior hires have been made in the past year.

These include:

- Olivier Abitbol, who joined as Head of Flow Rates Sales, Asia Pacific, based in Singapore
- Min Ni, who joined to cover Liquids & Forex Trading, based in Shanghai
- David Rebibo, who joined to cover Global Market Sales, based in Hong Kong
- Guo Sheng Soh, who joined to cover Fixed Income Sales, Southeast Asia, based in Singapore
- Kelvin Sze, who joined to cover Emerging Market Trading, Asia Pacific, based in Hong Kong
- Cliff Choute, who joined as Head of Market Making Index Trading, Asia Pacific, based in Hong Kong
- Ilan Guez, who joined as Head of Equity Stock Trading, Asia Pacific, based in Hong Kong
- Ting Ting Rao, who joined to cover Equity Financial Engineering, based in Hong Kong
- Kai Zhi Woo, who covers Solutions Sales, South East Asia, based in Singapore

“The significant investments we have made in our platform and in our teams is testimony to Natixis CIB’s capacity to support our Asia Pacific clients and partners with a long-term view in APAC,” added **Eric Elbaz, Global Head of Credit Sales, and Head of Global Markets Sales & Structuring, Asia Pacific**. “With our strengthened and expanded team, we are excited to continue implementing our overall strategy of product offering and clients diversification across our Asia Pacific franchise.”

Japan

Natixis CIB has also made a considerable number of hires in Japan, where the bank has a long-term strategic commitment, having recently celebrated 30 years in the country.

“We strive to constantly enhance our product offering and reach for both Japanese and international clients, and we are pleased have made several key appointments in Tokyo to support our Global Markets strategy,” said **Makito Nagahiro, Senior Country Manager, Japan**.

Recent hires based in Tokyo include:

- Hidetomo Kurachi, who joined as Head of Cross Asset Solutions Sales, Japan
- Hiroto Minagawa, who joined to cover Cross Asset Solutions Sales, Japan
- Tomokazu Matsuo, who joined as Head of Equity Financial Engineering, Japan
- Aki Nitaburu, who joined to cover Macro Sales, Japan
- Tetsuya Onishi, Head of GSF Solution Marketing, Japan and Fixed Income Financial Engineering, Japan

“We are delighted to welcome these new joiners to our Japan team,” added **Koichi Watabe, Head of Global Markets Sales, Japan**. “Their significant product and market expertise, as well as strong client



relationships, will further strengthen Natixis CIB's Global Markets franchise in Japan, and position us to significantly deepen our market footprint."

About Natixis Corporate & Investment Banking

Natixis Corporate & Investment Banking is a leading global financial institution that provides advisory, investment banking, financing, corporate banking and capital markets services to corporations, financial institutions, financial sponsors and sovereign and supranational organizations worldwide.

Our teams of experts in close to 30 countries advise clients on their strategic development, helping them to grow and transform their businesses, and maximize their positive impact. Natixis CIB is committed to aligning its financing portfolio with a carbon neutrality path by 2050 while helping its clients reduce the environmental impact of their business.

As part of the Global Financial Services division of Groupe BPCE, the second largest banking group in France through the Banque Populaire and Caisse d'Epargne retail networks, Natixis CIB benefits from the Group's financial strength and solid financial ratings (Standard & Poor's: A, Moody's: A1, Fitch: A+, R&I: A+).

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