



Press Release

Stuttgart, Paris, October 6th, 2021

LBBW and Natixis Corporate & Investment Banking sign cooperation agreement to develop M&A advisory business

LBBW and Natixis Corporate & Investment Banking, a subsidiary of Groupe BPCE, the second-largest banking group in France, have signed a cooperation agreement aimed at generating joint M&A advisory mandates for the companies' clients.

The agreement, which is non-exclusive and includes no equity investments between the signatories, is designed to combine the unique strengths of each company - LBBW with its extensive relationships with German corporates, and Natixis Corporate & Investment Banking with its global network of M&A boutiques – enhancing their capacity to propose a geographically diverse range of potential M&A mandates to their clients.

Natixis Corporate & Investment Banking's [global M&A network](#) spanning Europe, the US and Asia Pacific has been built over the past six years through strategic investments in seven M&A boutiques. With close to 400 M&A professionals, this unique model has underpinned multiple cross-border deals between the members of the network for the benefit of clients.

At LBBW, the M&A business is one of the strategic growth areas. The M&A team is characterized by its close integration into the Corporate Finance unit, which enables holistic strategic advice - for example, through the additional involvement of sector experts for LBBW's focus industries. At LBBW, M&A is an integral part of Corporate Finance Advisory, which has around 30 employees.

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 agreement with LBBW is 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 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. Following the launch of our own M&A office in our Singapore branch, this agreement marks a further step in the internationalization of our activities - particularly beyond the regions in which we ourselves have a presence through branches and representative offices."



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 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'Épargne, 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

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