



CORPORATE &
INVESTMENT BANKING

Press Release

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SG Corporate & Investment Banking Consolidates Its Leadership in Euro Capital Markets, Derivatives and Structured Finance

SG Corporate & Investment Banking (SG CIB) further strengthened its position as leader in its three main areas of expertise namely **euro-denominated capital markets, derivatives** and **structured finance** in 2004.

SG CIB consolidated its leadership in its European home market, particularly in **euro capital markets**, both in debt and equity:

- continued no.1 positions in **France** in equity capital markets, debt capital markets, equity research and good positions in M&A,
- in **Europe**, progression to the top 5 in euro debt capital markets with forefront rankings across:
 - *products* (no.5 all bonds in euros, no.2 global securitisations in euros, no. 1 managed synthetic CDOs (1), no.4 structured EMTN (2) and an improved no.8 position for syndicated loans in the EMEA region);
 - *client segments* (no.4 corporate bonds in euros, no.5 financial bonds in euros, no.2 supranational bonds in euros and no.4 agency bonds in euros);
 - *countries* (no.1 all Spanish bonds in euros, no. 3 all German corporate bonds in euros and no. 5 all German financial bonds in euros).

In EMEA equity capital markets, the bank continues to capitalise on its top positions in France to strengthen its franchise across Europe where SG CIB occupies overall the no. 12 position.

Sources: (1) Crediflux Q3 2004 (2) MTNi.

Unless otherwise stated, rankings are from Thomson Financial at 31 December 2004.

In **Derivatives**, SG CIB has cemented its position as the global leader in equity derivatives, winning all three of the key industry **"Equity Derivatives House of the Year"** awards (*The Banker, IFR and Risk*) in 2004. The bank also won top marks for its derivatives successes in the Italian market by *Risk Italia*.

In interest rate, credit, foreign exchange and commodity derivatives, SG CIB was ranked within the top 5 in over twenty product categories consolidating its positions among world leaders.

Société Générale

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In **Structured Finance**, SG CIB again demonstrated its global leadership in 2004:

- in export finance (Best Global Arranger for the past two years and in top 3 for past 10 years, *Trade Finance*),
- in commodities finance (Best Structured Commodity Finance Bank worldwide for the second year in a row and in the top 2 for the past five years, *Trade Finance*),
- in project finance (no. 3 Mandated Arranger EMEA Project Finance loans, *Thomson Financial* and Best Project Finance House, Asia, *Finance Asia*),
- improved positions in leveraged & acquisition finance, media & telecom finance and asset finance.

"These achievements are the result of the ambitious targets and profitable growth strategy we outlined in 2003", said Jean-Pierre Mustier, Chief Executive Officer of SG CIB. "The consolidation of our strengths in our three core product areas, the expansion of our client-related activities, and the cross-selling of all our products will continue to establish SG CIB among the best European Corporate & Investment banks". He continued, "we have successfully combined growth and profitability in the past few years making us one of the most profitable CIB businesses in the euro zone under all types of market conditions".

A complete overview of SG CIB's 2004 rankings and awards is available on the website in the section Track Record (www.sgcib.com).

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Note to Editors

Société Générale Group

Société Générale is one of the largest financial services groups in the eurozone. The Group employs 88,000 people worldwide in three key businesses:

- **Retail Banking & Financial Services:** Société Générale serves nearly 16 million retail customers worldwide.
- **Global Investment Management & Services:** Société Générale is one of the largest banks in the euro zone in terms of assets under custody (over EUR 1,100 billion) and under management (EUR 313 billion, September 2004).
- **Corporate & Investment Banking:** SG CIB ranks among the leading banks worldwide in euro capital markets, derivatives and structured finance.

Société Générale is included in the four major socially responsible investment indexes.

www.socgen.com

SG Corporate & Investment Banking

SG CIB is the Corporate and Investment Banking arm of the Société Générale Group. Present in over 45 countries across Europe, the Americas and Asia, SG CIB is a reference bank specialising in:

- **Euro capital markets.** A top ten player in debt and equity segments (bonds, securitisations, syndicated loans, equity-linked and equity issues).
- **Derivatives.** Among the world leaders in equity derivatives and in many interest rate, credit, foreign exchange and commodities derivatives.
- **Structured finance.** A worldwide leader in export, project and structured commodity finance. Combining innovation and quality of execution, SG CIB provides corporates, financial institutions and investors with value-added integrated financial solutions. www.sgcib.com.