

## **NEWEDGE : A NEW FORCE IN GLOBAL BROKERAGE**

**Paris, 22 January 2008** -- Newedge, a leading new force in global multi-asset brokerage business, is detailing today in a press conference in Paris, the thinking behind the company's creation, its priorities and the opportunities ahead. Newedge is also launching today its brand identity and positioning, advertising campaign, and website ([www.newedgegroup.com](http://www.newedgegroup.com)), reflecting a highly innovative brand strategy.

Newedge is a 50/50 joint-venture between Société Générale and Calyon, the corporate & investment banking division of Crédit Agricole Group, and combines the Fimat and Calyon Financial businesses. Marc Litzler, CEO of Calyon, and Philippe Collas, Deputy CEO of Société Générale, have been appointed as Chairman and Vice-Chairman respectively, for the first two years. These roles will be assumed by Société Générale and Calyon alternately, rotating every two years. Patrice Blanc, former Chairman and CEO of Fimat, is CEO of Newedge and Richard Ferina, former Chairman and CEO of Calyon Financial, is Deputy CEO.

Newedge benefits from the backing of Société Générale and Crédit Agricole's strong credit ratings, while operating independently of its parent shareholders. Benefiting from bank status, Newedge offers robust financial strength to its customers, specifically in financing and margining operations. The complementarity of the combined entities in terms of products, services and geography gives to Newedge a highly diversified revenue base that should enhance its competitiveness and the quality of its future earnings.

With a leading market position in its core business as a Futures Commission Merchant (FCM), Newedge ranks among the top 5 global players in clearing and execution on all of the top 10 exchanges, with more than 5 million contracts executed on average per day. Pro-forma, Newedge generated over 1 billion euros in revenues in 2007.

Focusing its strategy on its clients' needs, Newedge provides a wide range of standard products in futures and options, securities, FX and OTC. Newedge also offers a portfolio of leading-edge services centred around Global Asset Execution, Global Asset Clearing and Prime Brokerage. Building on its strong market position in global execution and global clearing, Newedge intends to extend its prime brokerage offer on multiple asset classes (including equities, bonds, currencies and commodities) and will actively pursue business opportunities from its e-Brokerage platform.

Newedge has a strong global franchise with a presence in 25 locations in 17 countries, with direct access to more than 70 derivatives and stock exchanges all over the world. Newedge's employees of around 3,000 people are strategically located to serve the 24 hour-a-day business needs of their customers – financial institutions, hedge funds, asset managers, professional trading groups and corporates.

Commenting on the strategic vision behind the creation of Newedge, Chairman Marc Litzler said:  
*"Globalization is transforming the business landscape and consolidation is accelerating. By combining Fimat and Calyon Financial, we have created a unique and independent brokerage player. We intend to develop the leadership positioning of Newedge and we are confident that Newedge will double its results over the next three years. In addition to the merger's benefits and its already strong position in its core business, it is Newedge's ambition to become a key player in the promising prime brokerage business. In due course, and while continuing to support the company's development, the shareholders hope to engage in an IPO within 18 to 24 months."*

Commenting on the business rationale behind the creation of Newedge, Chief Executive Officer Patrice Blanc said:

*“The creation of Newedge could not have come at a better time. We operate in a fast-moving industry where current economic uncertainties create plenty of opportunities for us. In a context of globalization and exploding volumes, scale is critical to maintain a leadership position. Bigger is definitely better. Through our increased size, we can create the larger liquidity pools that our customers require. Newedge is today on an aggressive growth track. We are an innovative new player, poised for growth and conquest, driven by a culture of partnership with our customers.”*

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#### **Cantos**

A video interview with Patrice Blanc is available on: <http://www.newedgegroup.com> and on <http://www.cantos.com>

#### **About Newedge:**

Newedge, a 50/50 joint venture between Société Générale and Calyon, is a major force in global multi-asset brokerage business, with a world-leading position in the execution and clearing of listed derivative products. With a presence in 25 locations in 17 countries, Newedge offers a full range of clearing and execution services covering options and futures contracts for financial products and commodities, as well as for money market instruments, bonds, FX, equities, and commodities on OTC markets. Newedge provides a range of value added services, including prime brokerage, asset financing, an electronic platform for trading and order routing, cross margining, and the centralized reporting of client portfolios. Newedge, which primarily serves institutional clients, provides access to more than 70 exchanges. Newedge's 3000+ employees form a close-knit, multinational team that can innovatively respond to its clients in fast-moving markets. For more information about Newedge Group, [www.newedgegroup.com](http://www.newedgegroup.com)

“Newedge” refers to Newedge Group and all of its branches and subsidiaries. Only Newedge USA, LLC and Newedge Financial Inc. are members of FINRA and SIPC (although SIPC only pertains to securities-related transactions and positions). Newedge Group (UK Branch) and Newedge Group (Frankfurt Branch) do not deal with, or for, Retail Clients (as defined under MiFID). Only Newedge Canada Inc. is a member of the CIPF. Not all services are available from all Newedge organizations or personnel. Consult your local office for details.