



CORPORATE &
INVESTMENT BANKING

Press Release

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SG Corporate & Investment Banking Strengthens its Equity Sales & Trading Team and Boosts its Client Offer

SG Corporate & Investment Banking (SG CIB) has made key appointments across all main services within its Cash Equity Sales and Trading business in 2005, reflecting its strategy to develop its franchise with a client-driven focus.

Over the past few months, SG CIB has recruited around twenty people to its London, Paris and New York offices. This includes six people in *Hedge Funds*, one in *Market Making*, three in *Sales Trading*, three in *Sales and Specialist Sales* and three in *Marketing*.

These hires complete a series of appointments, already announced in 2005, comprising one person in *Corporate Broking* and three in *Program Trading*.

Jacques Ripoll, Global Head of Equity Sales & Trading said: "These appointments reflect our ongoing investment in products and services dedicated to our clients. We will continue to strengthen our capability in areas where we have a competitive advantage, notably the French market, execution and derivative products".

These appointments are in line with Société Générale's target for 2005, which is to hire at least 8,000 staff this year.

Please find attached biographies and details on each appointment.

For further information, please contact:

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NOTE TO EDITORS - Biographies

Hedge Funds

- **Toby Ingram**, 33 years, joined SG CIB in the **UK** as a Hedge Fund Salesperson in January 05. He was previously an Equity Salesman at Mainfirst Bank AG. Prior to this, he worked as a Vice President in Capital Markets at Lazard Capital Markets for three years and before this as an Associate Director in Equities at UBS Warburg for six years. Toby attended the University of Edinburgh, where he gained a Masters of Arts in History degree.
- **Andrew Scott**, 33 years, joined SG CIB in the **UK** as a Hedge Fund Long/Short Salesperson in March 05. He was previously a Senior Sales Trader at Pali International for two years. Prior to this, he held Sales Trader positions at United Financial Group Ltd, Commerzbank AG and Wood & Co. Andrew attended the University of Aberdeen where he obtained a Masters of Arts in Economic Science degree.
- **Angela Montero**, 40 years, has joined SG CIB in the **UK** as Director, Sales in June 05. She was previously a Senior Salesperson at Lehman Brothers for six years. She attended the University of Waterloo, Canada.
- **Sophy Tonder**, 31 years, joined SG CIB in the **UK** as a Merger Arbitrage Salesperson in August 05. She was previously in Equity Sales in Global Markets at ABN Amro Bank for one year. Prior to this, she was Chief Corporate Finance Correspondent at Reuters for eight years. Sophy attended University College London, where she gained a Bachelor of Arts in Contemporary East European Studies.
- **Alison Crandall**, 25 years, joined SG CIB in the **US** as a Hedge Fund Salesperson, responsible for US institutions in April 05. She was previously at Auerbach Grayson & Co, where she worked in Western European Institutional Sales for two years and as a Research Co-ordinator for one year. Alison graduated in International Finance from Purdue University.
- **Audrey Hamon**, 31 years, joined SG CIB in **France** as a Merger Arbitrage/Special Situations Salesperson in May 05. She previously worked in several other brokerage houses including Merrill Lynch in European Equity Sales and at Natexis Capital and Exane BNP Paribas both in Merger Arbitrage Sales.

Market Making

- **David Stockwell**, 42 years, joined SG CIB in the **UK** as part of the Facilitation Team, responsible for German equities in July 05. He was previously a Trader on European Equities at ABN Amro European Equities where he worked for two years. Prior to this, he traded Asian stocks for 17 years becoming Director of Market Making at ABN Amro Asia, where he was principally responsible for the market making capability on Asian stocks.

Sales-Trading

- **Daren Mootoo**, 38 years, joined SG CIB in the **UK** as a Senior Pan European Sales Trader, responsible for UK clients in January 05. He was previously Associate Director at UBS in Paris and then London where he worked for four years.

- **Vito Scarola**, 38 years, joined SG CIB in the **US** as Pan European Sales Trader, responsible for North American clients in May 05. He was previously at Solstice Equity Management and prior to this he was at Spear, Leeds & Kellogg Prop Trading Desk for six years, the latter two under the ownership of Goldman Sachs in 2000. Vito graduated in Economics and East Asian Studies at St Lawrence University, New York and then obtained an MBA from Seton Hall University, New Jersey.
- **Laurent Chekroun**, 35 years, joined SG CIB in the **UK** as a Senior Sales Trader, responsible for European Hedge Funds in Sept 05. He was previously at Goldman Sachs in Paris where he worked for four years. Prior to this, Laurent worked for nine years as a prop trader on Pan European equities (cash and derivatives) for Banque CPR and IXIS CIB. Laurent graduated from the Institut Supérieur de Gestion (ISG) Paris, where he undertook a three year business program with specialization in Financial Markets and International Finance.

Sales and Specialist Sales

- **Matthew Wright**, 36 years, joined SG CIB in the **UK** as a Pan European Specialist Salesman, responsible for insurance stocks in March 05. He was previously a Pan European Specialist Salesman at Commerzbank, where he worked for two years. Prior to this, he was a Pan-European Insurance Analyst at Credit Lyonnais for four years. Matthew obtained a BSc in Money, Banking and Finance from Birmingham University.
- **Edwin Hagan-Emmin**, 29 years, joined SG CIB in the **UK** as a Specialist Salesman, responsible for Specialist Sales in the Telecoms sector in February 05. He previously worked as a Telecom, Media & Technology analyst at Credit Lyonnais Securities Asia and prior to this in institutional sales at CLSE. During his MBA at Manchester Business School (UMIST), he worked with the Proprietary Special Situations Team at Mizuho Securities. He attended the University of London, where he gained a MSc. in Business and Finance.
- **Alexandre Coulier**, 29 years, joined SG CIB in France as Co-Head of the Swiss team, responsible for European Equity Sales in May 05. Before this he worked in the sales team at HSBC-CCF Securities for four years, where he dealt with Swiss institutional clients. Alexandre completed a Maitrise in Business Law (Paris XII) and then studied at the Management Centre of Bradford in the UK.

Marketing

- **Smita Thakrar**, 28 years, joined SG CIB in the **UK** as a business analyst, responsible for client relations and account analysis in April 05. She was previously a Senior Business Analyst at AON, where she worked for McLagan London for 5 years. Prior to this, she worked at Reuters as a telecoms analyst, as part of the Yankee Group. Smita graduated from the London School of Economics with a Masters in Information Systems and Management in 2000.
- **Steve Wallace**, 33 years, joined SG CIB in the **UK** as Institutional Client Relations Executive, responsible for the promotion of the equity sales, trading and research departments in April 05. He was previously an Investment Strategist for NAB Private Bank in Melbourne for three years. Prior to this, he was a Strategic Planner at AXA Australia and Ord Minnett. He graduated with a Bachelor of Business in Financial Planning at Royal Melbourne University of Technology and holds the Certificate of Investment Management from UK Securities Institute.

- **Marc Lacour**, 42 years, joined SG CIB in **France** as a Corporate Marketing Officer and is responsible for organising roadshows and conferences for French equities, particularly in the IT, Auto and Real Estate sectors in March 05. He has 15 years experience in corporate marketing - 12 of these were at Paribas and BNPParibas (after the merger), two years at Julius Baer (Kepler Equities) and eighteen months at Dexia Securities.

Corporate Broking

- **Bruno Chekroun**, 43 years, joined SG CIB in **France** as Head of Corporate Broking, responsible for advising European listed companies on all market events affecting their stock or sector in July 05. He started his career in audit and advisory roles, before moving into equity markets in 1991. He was previously in charge of French Institutional Sales for BNPP Equities and then spent twelve months at Exane.

Program Trading

- **John Emmert**, 32 years, joined SG CIB in the **US** as a Senior Program Trader, responsible for the domestic US market. He was previously a US Program Salesperson at Susquehanna International Group in New York where he worked for two years.
- **Javier Arrese**, 31 years, joined SG CIB in the **US** as a Senior Program Trader, responsible for International and LatAm markets. He was previously an International Program Sales Trader within at Santander Investment Services in the US where he worked for 5 years, focusing on Latin America and Southern European markets.
- **Michael Brocking**, 38 years, joined SG CIB in the **US** as a Director and Senior Program Sales Trader on the firm's Global Program Trading desk. He was previously a senior program trading salesperson at Dresdner Kleinwort Wasserstein. Prior to DKW, Brocking had fifteen years of global program trading experience with Merrill Lynch & Co.

SOCIETE GENERALE GROUP

Société Générale is one of the largest financial services groups in the euro-zone. The Group employs 92,000 people worldwide in three key businesses:

- **Retail Banking & Financial Services:** Société Générale serves about 18 million individual customers worldwide.
- **Global Investment Management & Services:** Société Générale is one of the largest banks in the euro-zone in terms of assets under custody (EUR 1,275 billion, June 2005) and under management (EUR 353 billion, June 2005).
- **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.

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SG CORPORATE & INVESTMENT BANKING

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- **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.

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