

PRESS RELEASESydney, May 10th, 2019

Natixis to expand its global M&A advisory network through strategic investment in Azure Capital

Natixis and Azure Capital (“Azure”) announce today that they have entered into an agreement under which Natixis will invest in a majority stake of Azure. The investment is expected to be completed by the end of the second quarter of 2019. Azure will continue to be managed by its current leadership team.

Established in 2004, Azure Capital is one of Western Australia’s leading boutique M&A advisory firms, with a track record advising prominent domestic and international companies. It is focused on the sectors of energy & natural resources – notably mining, mining services and oil & gas – and infrastructure. Counting 28 employees, including 8 partners, Azure has one of the largest teams of corporate finance professionals covering the Western Australian market. Its senior team has extensive experience across a wide range of industries, transaction types and sizes.

Natixis has had a presence in Australia since 2007 and counts energy & natural resources and infrastructure among its key areas of expertise in the country. These are two of the four sectors in which Natixis aims under its 2018-20 strategic plan, New Dimension, to become the “go-to” financial institution for its clients by enhancing its advisory capabilities to complement its longstanding financing expertise. As part of this strategy, Natixis has established a global network¹ of M&A partners, of which Azure will become the seventh member following the completion of the investment. The partnership will allow Azure to draw on Natixis’ resources and global presence to drive its development and enhance its offering to clients.

Adrian Arundell, Joint Managing Partner, Azure Capital said: “We are pleased to welcome Natixis as a strategic partner to Azure Capital. Its values, and its business focus on deep sector and advisory expertise, are a unique fit with our own. The opportunity to become part of this multi-boutique global network whilst retaining our independence and autonomy is a powerful proposition for our clients and staff.”

Simon Price, Joint Managing Partner, Azure capital said: “Azure Capital is excited to be joining Natixis’ global network of M&A boutique advisers. The six existing members are all leading advisers in their relevant geographies and fields providing us with significant exposure to global opportunities. The partnership also provides strong domestic opportunities for our clients with Azure Capital planning to open an office in Sydney in the next few months.”

François Riahi, Chief Executive Officer of Natixis, said: “I am delighted to welcome Azure Capital into our global M&A network, which now spans Europe, the Americas and Asia Pacific. Our unique M&A model is designed to combine the strength of Natixis with the entrepreneurship of our boutiques and is

¹ Natixis’ existing M&A partners: Natixis Partners, Natixis Partners España, PJ Solomon, Fenchurch Advisory Partners, Vermilion Partners, Clipperton

an important pillar in our strategy of enhancing the diversification, specialization and agility of our business for the benefits of our clients.”

Marc Vincent, Global Head of CIB, Natixis, said: “Our investment in Azure Capital complements our already thriving business in Australia and allows us to enhance our offer to our clients with interests in the country. It also marks an important sectorial and geographical addition to our existing global M&A network, increasing the web of connections and ideas that Natixis and its partners can develop for clients globally.”

About Natixis

Natixis is a French multinational financial services firm specialized in asset & wealth management, corporate & investment solutions, insurance and payments. A subsidiary of Groupe BPCE, one of France's largest financial institution groups through its two retail networks, Banque Populaire and Caisse d'Epargne, Natixis counts nearly 16,000 employees across 38 countries. Its clients include corporations, financial institutions, sovereign and supranational organizations, as well as the customers of Groupe BPCE's networks. Listed on the Paris stock exchange, Natixis has a solid financial base with a CET1 capital under Basel 3⁽¹⁾ of €11.8 billion, a Basel 3 CET1 Ratio⁽¹⁾ of 10.8 % 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 31 December 2018

About Azure Capital

Azure Capital is a Perth-headquartered corporate advisory firm founded in August 2004. Azure Capital has since become a leader in the Australian advisory market with one of the largest corporate finance teams in Perth, focused on mergers and acquisitions, financing advisory, and general corporate advice.

Azure Capital has advised on landmark transactions across a range of sectors including: Sheffield Resources' A\$350m Project Finance Facilities to Fund the Development of the Thunderbird Project, November 2018; Goldfields Money's A\$125m merger with Finsure, following successful defence of the Firstmac takeover, September 2018; Macmahon Holdings' A\$194m acquisition of mobile mining equipment from AMNT, in exchange for a 44% strategic shareholding in Macmahon, August 2017; Minjar Gold's A\$330m acquisition of the Southern Cross Operations, April 2017; St John of God Healthcare's sale of St John of God Pathology to Australian Clinical Laboratories, October 2016; A\$136m Acquisition of Perth Markets from the Government of Western Australia, March 2016; iiNet's A\$1.6b Acquisition by TPG Telecom by Scheme of Arrangement, August 2015; BC Iron's A\$254m Recommended Off-market Takeover of Iron Ore Holdings Limited, November 2014; Pioneer Credit's A\$40m Initial Public Offering, May 2014; £651m Recommended Takeover of Kalahari Minerals by Taurus Mineral (a CGNPC-Nuclear Fuel Co and Cadfund JV), February 2012.

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