

Press information

Broader Offering for Corporates: M.M.Warburg & CO enters Cooperation with French bank CIC, a subsidiary of Crédit Mutuel Alliance Fédérale

- French bank CIC and M.M.Warburg & CO combine forces in Investment Banking in order to expand the offering for corporates in Germany and France
- Cooperation to start with Research, Equity Brokerage and Equity Capital Markets (ECM)
- Cooperation provides especially small and medium-sized corporates with access to a broader investor base

Hamburg, 3rd of June 2020 – CIC, a fully owned subsidiary of Crédit Mutuel Alliance Fédérale, is to cooperate with the private bank M.M.Warburg & CO in the area of Investment Banking. The long-term orientated cooperation will kick off with the distribution of the research services of M.M.Warburg & CO in France as well as in the USA and Canada. The offerings of CIC and M.M.Warburg & CO command strong competitive positions in their relevant countries, especially among small and medium-sized companies. Warburg Research, for instance, as the market leader in its segment, covers more than 200 German companies with focus on small-cap and mid-cap shares.

The cooperation also extends to Equity Brokerage and Equity Capital Markets. In the future, M.M.Warburg & CO and CIC intend to introduce Debt Capital Markets and Structured Products to their combined offering. Banque Européenne du Crédit Mutuel (BECM), subsidiary of Crédit Mutuel Alliance Fédérale, in charge of the German corporate market will support the cooperation.

“The strategic cooperation with CIC will benefit small and medium-sized companies in particular – with our offering they increase their opportunities on a broader investor basis,” says **Dr. Peter Rentrop-Schmid**, Partner at M.M.Warburg & CO. With the EU guideline MiFID II, it is mainly the smaller exchange-listed companies that have fallen behind as regards equity research and investor contacts. *“Right here is where our offering starts,”* according to **Dr. Rentrop-Schmid**. *“For these companies, it is especially important to have comprehensive access to the capital market”*.

“For CIC, the cooperation with M.M.Warburg & CO is an important step. Indeed, Germany is the second domestic market of Crédit Mutuel Alliance Fédérale thanks to TARGOBANK and BECM. Together, with our subsidiary CIC Market Solutions Inc., we shall improve our



*offering for corporates and investors in a demanding environment. Traditional ‘Mittelstand’ companies are core in our strategy”, says **Philippe Vidal**, Deputy Chief Executive Officer at CIC.*

About M.M. Warburg & CO

M.M. Warburg & CO is an independent private bank with its headquarters in Hamburg and nine branches in Germany. As a universal bank, Warburg covers the services spectrum of Private Banking, Asset Management as well as Corporate Finance and Corporate Banking. As a specialist for German shares, the sales team of the private bank has special expertise in mid-cap and small-cap stocks. With the close contact to Research and Sales Trading, it is distinguished by a high placement strength with a broad number of institutional clients. These include, among others, insurance companies, pension funds, asset managers and investment companies. As recently in February, Warburg Bank entered a cooperation with the major Polish bank, PKO, and made its research services, which are focused on German companies, available to Polish, Czech and Hungarian investors.

About CIC

CIC, a fully owned subsidiary of Crédit Mutuel Alliance Fédérale*, is the holding and head of network of 5 regional banks in France. CIC has a staff of 20.000 employees and a network made of 1.900 branches in France. CIC supports one out of every three corporates in France. CIC Market Solutions is the division within CIC in charge of financial markets on behalf of customers of Crédit Mutuel Alliance Fédérale.

About Banque Européenne de Crédit Mutuel (BECM)

Active in Germany since more than 20 years, BECM is servicing the traditional German ‘Mittelstand’ companies and the companies with a mother-company in France. Its “corporate banking” activities integrate all the appropriate business lines of the group. The second activity of BECM in Germany is the funding of real estate portfolios owned by professionals. BECM has a network of 5 branches across Germany and 3 specialized business branches in

Frankfurt in the regional head-office. This network dedicated to the companies and the real estate professionals is also supporting others banking networks of the group.

About Crédit Mutuel Alliance Fédérale*

Crédit Mutuel Alliance Fédérale is a cooperative and mutualist Group, made of 13 federations, developing a multi-service business model for its 26.3 millions of customers with 72 000 employees. Crédit Mutuel Alliance Fédérale has € 47.1 bn of equity capital and a core-tier one ratio of 17.3% (Aa3 / A / AA-). Net Banking Income in Germany is € 1.697 bn (12.2%) with Targobank and Banque Européenne Crédit Mutuel.

* Crédit Mutuel Alliance Fédérale is made of the following Crédit Mutuel federations: Centre-Est Europe, Sud-Est, Ile-de-France, Savoie-Mont Blanc, Midi-Atlantique, Loire-Atlantique et Centre-Ouest, Centre, Normandie, Dauphiné-Vivarais, Méditerranéen, Anjou, the Antilles-Guyane and Massif Central. Crédit Mutuel Alliance Fédérale also includes Caisse Fédérale de Crédit Mutuel, Banque Fédérative du Crédit Mutuel (BFCM) and its subsidiaries: CIC, Euro-Information, Les Assurances du Crédit Mutuel (ACM), Targobank, Cofidis, Banque Européenne du Crédit Mutuel (BECM) and CIC Iberbanco.

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