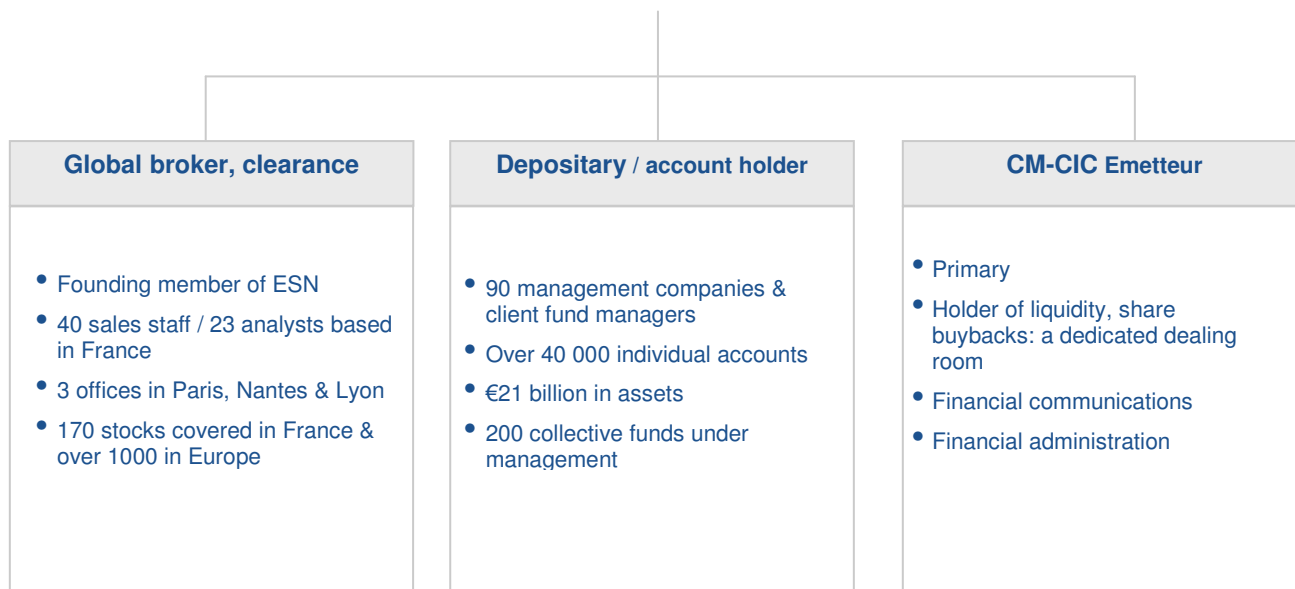


**CM-CIC Securities**



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**CM-CIC Securities** is the stockbroker of Crédit Mutuel-CIC Group.

**CM-CIC Securities** is fully owned by Crédit Mutuel-CIC, France's second-largest banking network, with 5 065 branches, 58 000 employees, and 15 million clients. The CM-CIC Group has a share group equity of € 18.4 billion and share group profit of € 2.9 billion in 2006. CM-CIC Group is the first non life bank insurer, the fourth in the life business.

**CM-CIC Securities** activities address all the needs of institutional investors, corporate and private fund managers. CM-CIC Securities is broker-clearer but also a custodian for independent fund management companies. As a broker clearer, CM-CIC Securities is active on equities, derivatives and corporate bonds. A marketing support team also helps to promote sales by organizing nearly 450 events every year, both in France and abroad. The close collaboration between 23 analysts and 40 sales staff makes this organizational structure highly efficient. The research department now covers more than 170 French stocks. CM-CIC Securities also offers trading services on Eurex & Liffe (for derivatives) and is majority owner (54%) of ESN North America. ESN NA is a US broker-dealer, member of NASD and SIPC. ESN NA is active on European equities and US equities.

Working in teams is essential to serve customers better, by constantly personalizing the services offered and by giving customers access to the European market. To this end, **CM-CIC Securities** joined ESN to offer pan-European research and execution. In order to keep up with the faster pace of this business, **CM-CIC Securities** set up CM-CIC Emetteur, a specific department to serve corporate clients: communication agency, management of general assembly, financial services and management of the book of registered shares, underwriting and placement. The Issuing department's task is to help corporate clients at all stages of their stock market existence, from their IPO to any further market operation.

**CM-CIC Securities** keeps its clients up-to-date with market sentiment enabling them to adjust their financial communication. It also undertakes market making functions. The Financial Communications department offers its corporate clients a global service covering all their communication needs once

they are listed: advice, follow-up, press relations, recommendations, publications and training courses on public speaking. It builds on CM-CIC Securities focus on medium-sized stocks.

CM-CIC Securities was ranked **no.1** by AQ Research for the quality of its recommendations on CAC 40 stocks and CAC Mid 100 stocks.

## European Securities Network (ESN)

CM-CIC Securities is also the French member of **ESN LLP**. ESN LLP is a multi-local partnership of investment firms. Founded in 1998, ESN is an equally owned company since 2002 and today counts on 11 members across 15 countries. Others members are: Banca Akros, Bank Degroof, Caixa Banco de Investimento, Caja Madrid, Danske Bank, equinet, Marfin – IBG, NCB, SNS Securities.

Their objective is to pool their strengths and expertise in order to provide clients with top-quality pan-European coverage. Each partner provides pan-European analysis, sales and trading services while maintaining its own independence and identity.

ESN has built up broad coverage of more than 1000 stocks in 31 sectors thanks to a team of 150 analysts, 200 salespeople and 10 strategists. ESN also has a dedicated Sustainable Investment team.

ESN was ranked **no.1** by Starmine for the quality of its recommendations on the 100 largest stocks in Europe.

## Partnership with BMCE Capital Bourse

After the CM-CIC group took a stake in BMCE Bank, CM-CIC Securities set up a strategic partnership with BMCE Capital Bourse, the bank's Moroccan subsidiary.

### Presentation of BMCE Capital Bourse

BMCE Capital Bourse was created in 1994 as a subsidiary of BMCE Bank.

It is a specialist in market intermediation and provides its domestic and international clients with the best opportunities for investment.

In addition to its analysis and research team, BMCE Capital Bourse has a team of 15 people providing the following activities to domestic and international institutional investors and its parent company's clients:

- **Intermediation:** core business whose comprehensive and competitive offering provides a leading edge over rivals
- **Placement advisory services:** complementary business geared towards building up customer loyalty
- **Issuance services:** share buyback, reclassification and market maker services
- **Custodianship:** new business that dovetails with intermediation
- **Analysis and Research:** source of the company's intellectual capital thanks to its in-depth knowledge of the Moroccan financial market.

### A close partnership

Thanks to the partnership struck between CM-CIC Securities and BMCE Capital Bourse, the quality of customer service provision has been improved and enhanced.

Both companies have pooled part of their IT resources in order to standardize their research processes and provide high quality coverage.

The field of coverage and execution capability of both companies were heightened as a result, thereby giving the clients of CM-CIC Securities and BMCE Capital Bourse the best possible opportunities for investing on the European and Moroccan markets.

## **Managers present at the MEET Dubai Forum**

- **Eric Le Boulch**, Chief Executive Officer
- **Guillaume Angué**, Deputy Managing Director, Head of Equity and Derivatives Brokerage
- **Helen Cerdeno**, Head of Institutional Relations
- **Jean-Christophe Lefèvre-Moulenq**, Financial Analyst
- **Yacine Semichi**

## **Person that will provide the speech**

- **Eric Le Boulch**, Chief Executive Officer
- **Youssef Benkirane**, Managing Director of BMCE BOURSE

## **Topic of presentation speech**

- Corporate presentation CM-CIC Securities and BMCE
- Services we offer investors
- Investment landscape in France, Morocco, Europe

## **Contact details**

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