

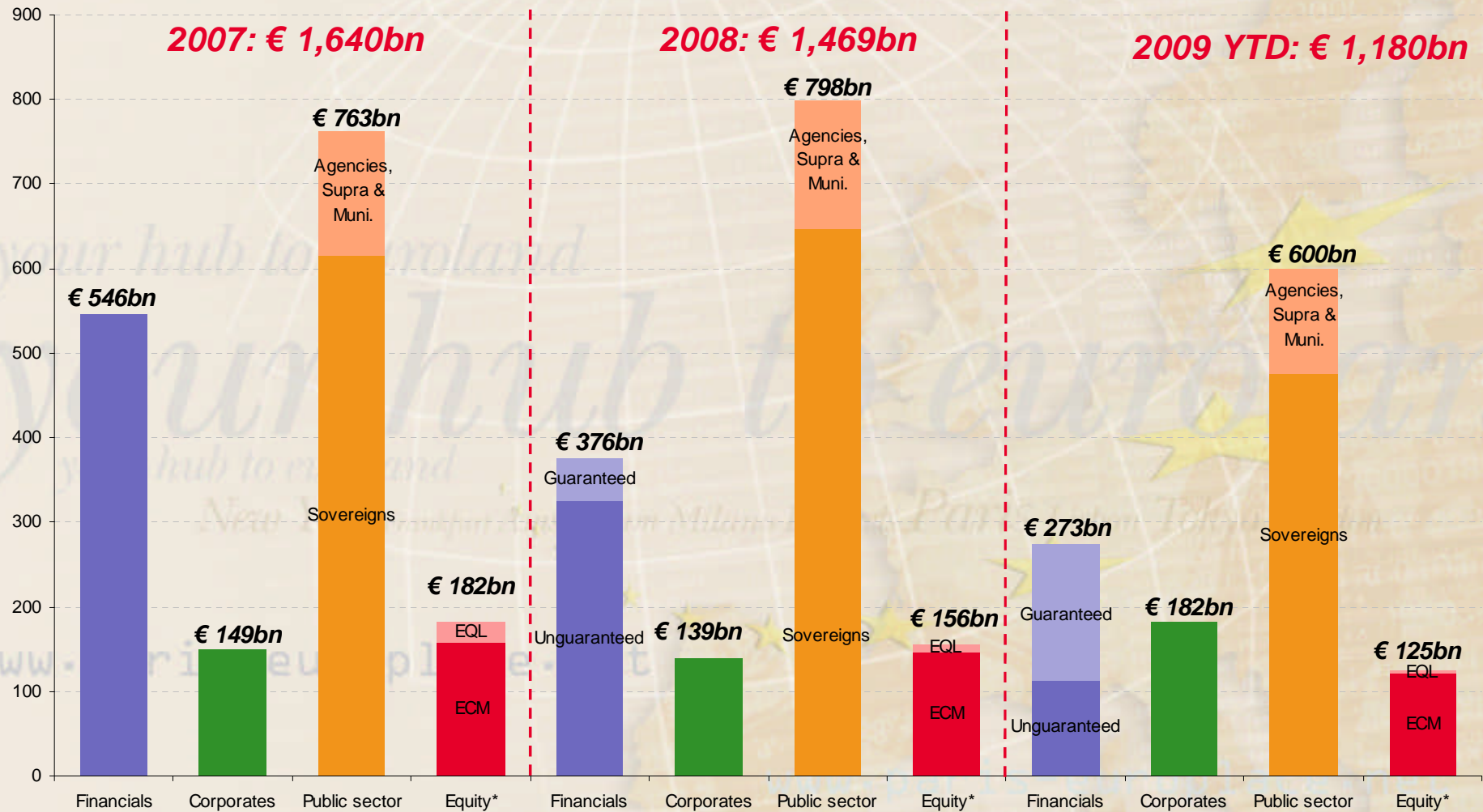


***Focus on Primary Markets***

**Demetrio Salorio**  
**Global Co-Head of Debt Capital Markets**

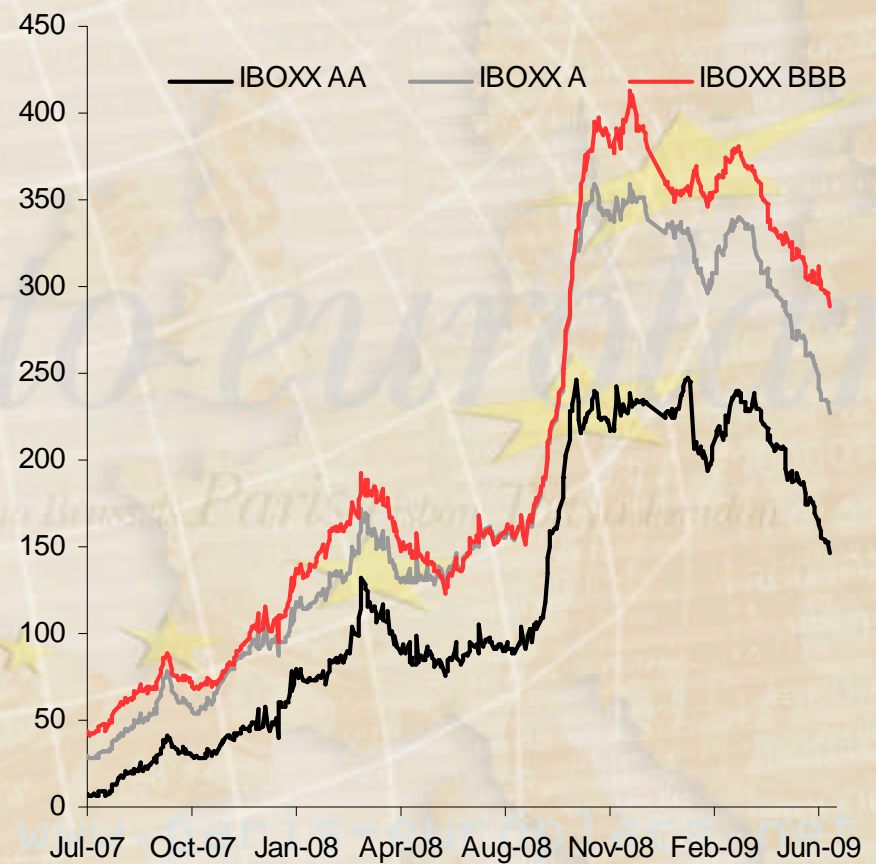
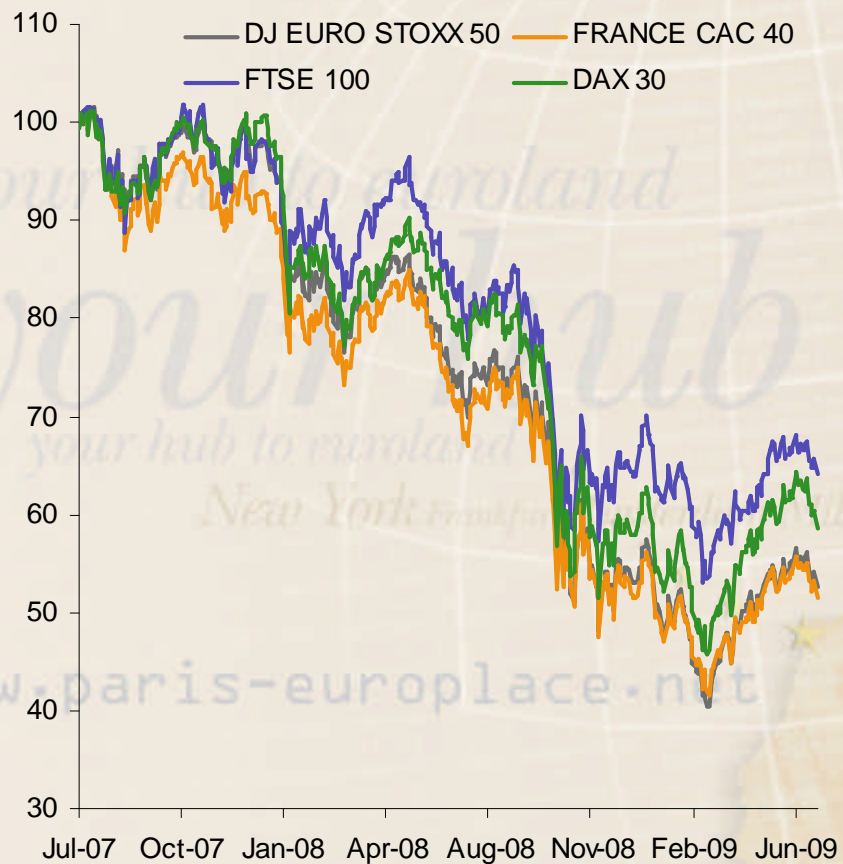
**Laurent Morel**  
**Head of Equity Capital Markets**

# Historical Primary Market Overview



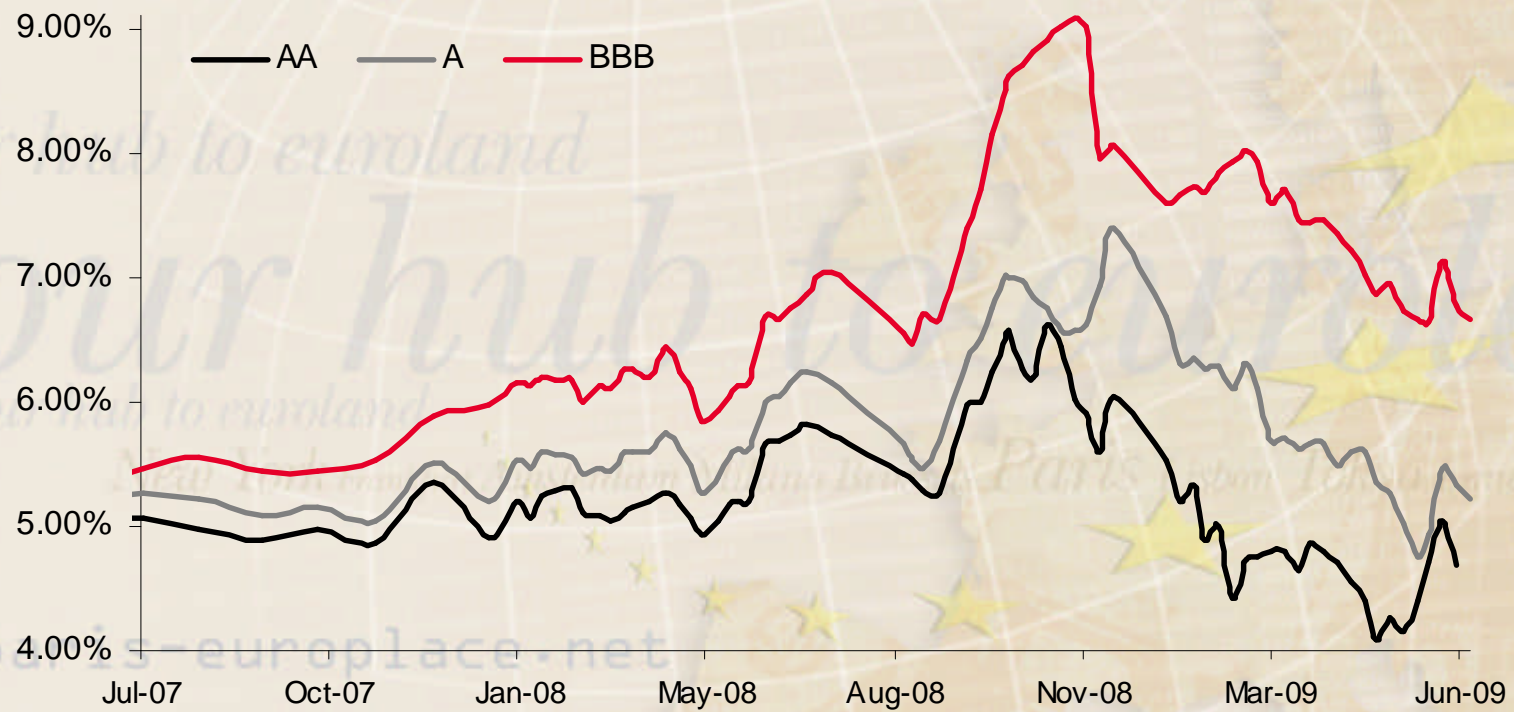
# Equity and Credit Spread Evolution

- Since March 2009 equity markets and credit spreads have rebounded



# All-in Funding Cost Evolution

- All-in funding costs in the € bond market returning to “normal levels”



# Pricing Trends

## Q4 2008

- Bonds pricing referenced versus CDS and other recent primary deals
- Secondary curves widened to meet primary levels
- New issue premia remained high
- Secondary performance passed on to investors

## H1 2009

- Bonds pricing referenced versus cash
- Retail investors seeking absolute yield gain in importance
- Sharp compression in new issue premia
- Secondary performance partially passed on to issuers
- Decreasing discounts in rights issues towards the end of Q2

# Investor Behaviour

## Q4 2008

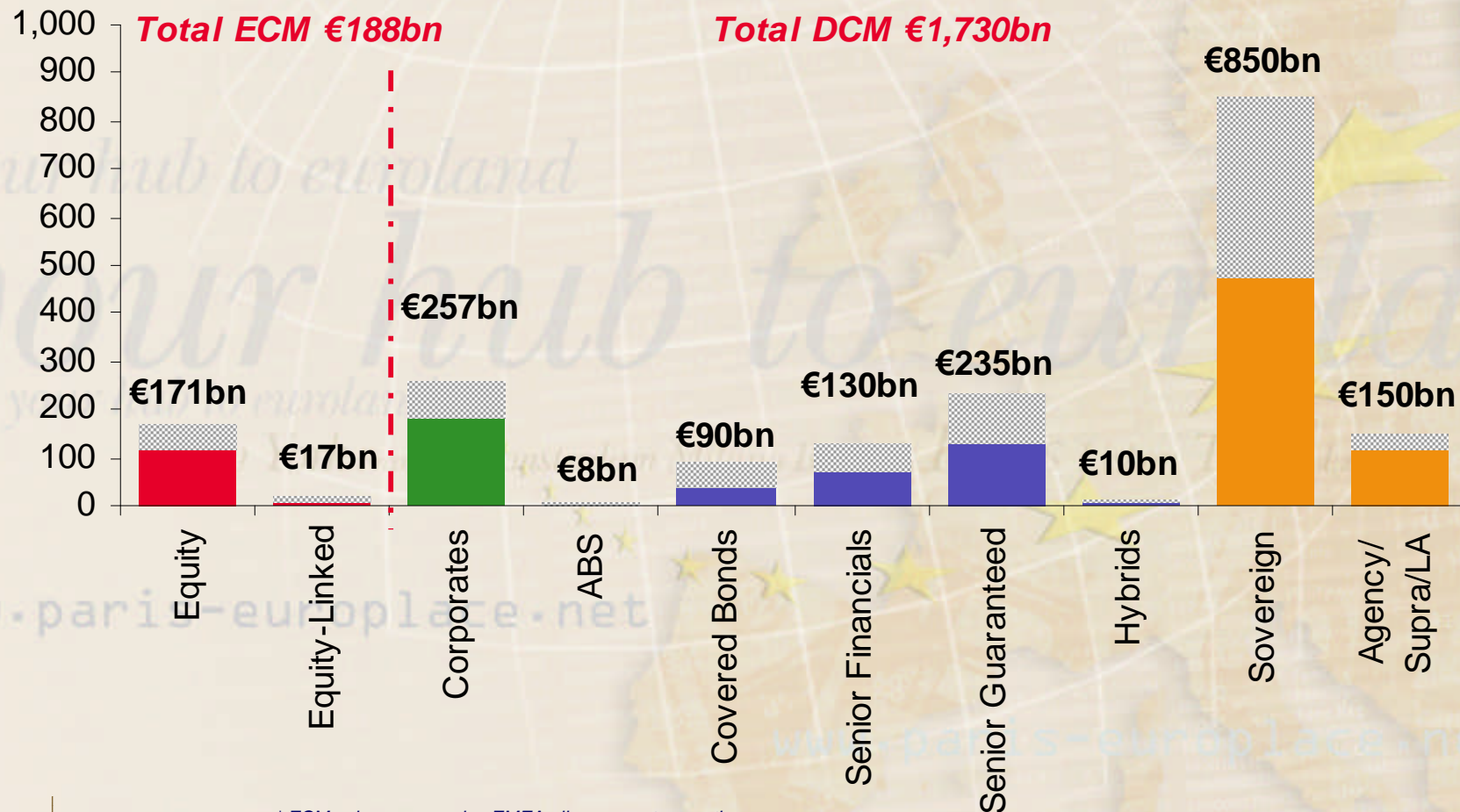
- Significant risk aversion
- IPO market closed
- Simple structures in the bond markets
- Well known issuers, defensive sectors and national champions
- Soft-sounding required for majority of bond transactions
- Limited number of large institutional investors drive new issues

## H1 2009

- Successful equity raisings resulting in return of confidence
- Lower rated cyclical corporates and inaugural bond issuers
- Reopening of additional market segments
  - High yield
  - Convertible bonds
  - Emerging Markets
- Importance of soft-sounding bond transactions diminishes
- Broad range of investors participating with strong retail bid

# € Primary Market Supply YTD vs Forecast 2009

- Substantial bond supply from SSA issuers and financials expected for H2 2009



\* ECM volumes comprise EMEA all currency transactions

\*\* ABS figures only include transactions that were effectively sold to the market

\*\*\* Includes the "SFEF" vehicle