



# Press Release

Paris, April 23, 2003

## **SG Receives “Deal of the Year” Awards by Trade Finance**

SG, the Corporate and Investment banking arm of the Société Générale Group, has again received recognition for its expertise in export finance and in commodities by *Trade Finance* magazine (March 2003). Seven export finance deals and four commodity financing deals carried out by SG in 2002 were awarded « Deals of the Year » for their innovative nature and outstanding structuring. SG won a third of the total number of “deal of the year” awards in export finance and structured commodity finance selected by *Trade Finance*.

SG received seven awards in **export finance** for the following operations:

1. A Korean buyer credit in favour of the Bank Tejarat and LGEC amounting to USD 50 million for the construction of an Acetic Acid plant in Bandar Imam.
2. In Brazil, SG has closed a USD 1.4bn transaction to refinance an existing syndicated facility between Nokia, Alcatel and Siemens with Telemar. It supports the implementation of the first GSM network.
3. A USD 300 million deal in Romania between AECL, Ansaldo Energia, Alstom Power & Nexan, GE and SNN for the completion of the Cernavoda powerplant
4. An Austrian buyer credit and a commercial loan amounting to EUR 613 million in favour of the Republic of Turkey for the financing of the Ermenek dam and a hydroelectric power plant.
5. A Swedish buyer credit in favour of Ericsson and DigiTelecoms to finance the purchase of telecom equipment in Malaysia for USD 263 million.
6. An American and a German buyer credit amounting to USD 154 million in favour of the Venezuelan Ministry of Finance for the export of equipment to be used in the construction of the Maracaïbo Metro.
7. A Belgian and French buyer credit amounting to USD 9.18 million in favour of Stroytransgas for financing Caterpillar pipe layers and excavators in Russia.

### **Société Générale**

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Frédéric Genet, global head of SG Export Finance comments “these awards reflect our expertise and capabilities in delivering tailor made and innovative solutions structured on a worldwide level. As a global player, our expertise is recognised in the field of international trade. We have consistently been ranked either first or second Best Export Finance Arranger since 1998.”

SG received four operations in **structured commodity finance** for the following operations:

1. A USD 150 million pre- export finance facility for the Russian diamond producer Alrosa based on an innovative security package: it is the first deal with an assignment of future rights by a Russian corporate as security
2. SG acted as agent, mandated lead arranger, bookrunner and security agent in a USD 68.5million 1-year revolving Sugar Tolling facility in Russia in favour of the French company Sucden, one of the world’s top three sugar traders and the largest importer of sugar in Russia.
3. A USD 325 million, medium-term, export secured finance facility in favour of Gazprom (Russia) featured an innovative syndication structure with three tranches, each with a different repayment profile.
4. SG acted as joint arranger and security trustee of a 3-year USD 100 million pre-export finance for Russia’s Magnitogorsk Iron & Steel Works, the leading enterprise of the Russian metallurgical industry.

Another pre-export finance in favour of several Brazilian sugar producers was also nominated by Trade Finance but for confidentiality reasons the client preferred not to communicate externally.

In January 2003, another transaction was also awarded “Deal of the Year” by *Global Trade Review*. This was for a cotton pre-export finance transaction for CMDT (Mali) for the amount of EUR 145 million in which SG was joint arranger.

Denis Childs, Director of Commodities and Trade Finance points out “the transactions awarded by Trade Finance show SG’s progress in the commodities sector and underline both the geographical scope and range of financing we offer: softs, energy and metals. In addition, for four consecutive years, SG has ranked Second Best Structured Commodity Bank.”

These awards confirm SG’s position among the world leaders in structured finance.

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Note to editors:

### **Société Générale Group**

Société Générale is one of the largest financial services groups in the eurozone. The Group employs more than 80,000 people worldwide in three key businesses:

- Retail Banking: Société Générale serves 14,5 million retail customers worldwide.
- Asset Management & Private Banking: Société Générale ranks third in the eurozone in terms of assets under management (EUR 270 billion in 2002).
- Corporate & Investment Banking: SG is the third largest bank in the eurozone based on net banking income.

Société Générale is included in the four major socially responsible investment indexes. [www.socgen.com](http://www.socgen.com)

### **SG**

SG is the corporate and investment banking arm of the Société Générale Group. Present in over 50 countries and with expertise in capital markets, advisory and origination services, structured finance and commercial banking, SG builds innovative, integrated financial solutions for its corporate, institutional and public sector clients. [www.sg-ib.com](http://www.sg-ib.com)

### **Debt Finance**

Export Finance and Commodities are worldwide business lines of SG's Debt Finance division which provides both issuers (corporates, financial institutions, sovereigns) and investors with a global, solution-driven approach to their debt finance or investment needs based on an integrated debt and treasury product offer including syndicated loans, bonds, securitisations, structured credits, structured finance (project, export, asset, commodity, media & telecom, acquisition, and leveraged finance), together with interest rate, currency and commodity hedging and treasury operations. More than 2,000 people work in Debt Finance worldwide with an established presence in all the major financial centres around the world and expanding operations in European countries.

### **Export Finance**

For the financing and coverage of our clients' exports of capital goods and services, SG's international teams skilfully match the needs of exporters and the requests of borrowers; structure innovative financing offers; and negotiate and source export credit agreements anywhere in the world.

### **Commodities**

SG's Commodities group combines both commodity trading and structured commodity financing. In addition to its strong performance in structured commodity financing, SG is also a major player in the derivatives market: consistently coming in the top three for metals and energy derivatives (*Risk* magazine); named "Oil Product House of the Year" by *Energy Power Risk Management* (March 03) and in the markets for natural gas and other energy products, via Gaselys, a joint venture with Gaz de France, named "Natural Gas House of the Year" by *Energy Power Risk Management* (March 03).

[www.commodities.sg-ib.com](http://www.commodities.sg-ib.com)