

**NATIXIS
HONG KONG BRANCH**

**KEY FINANCIAL INFORMATION
DISCLOSURE STATEMENTS
AS AT 31 DEC 2018**

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Section A - Branch Information

I. Profit and Loss

Figures in HKD thousand	2018-12-31	2017-12-31
Net interest income		
Interest income	1,855,398	1,165,670
Interest expense	(1,728,265)	(795,047)
	127,133	370,623
Other operating income		
Net gains/(losses) on fair value change of financial instruments designated at fair value through profit or loss	-	-
Gains less losses arising from trading in foreign currencies	222,877	21,277
Gains less losses on securities held for trading purposes	-	-
Gains less losses from other trading activities	1,358	(717)
Net fees and commission income	218,443	97,786
Others	(960,728)	1,702,887
	(518,050)	1,821,233
Operating expenses		
Staff expenses	(826,264)	(756,320)
Rental expenses	(70,134)	(72,612)
Other expenses	(585,886)	(349,214)
Other net charge on provisions	-	-
	(1,482,284)	(1,178,146)
Operating profit/(loss) before provisions	(1,873,201)	1,013,710
Reversal of / impairment losses and provisions for impaired loans, receivables and others	11,383	2,312
Operating profit/(loss)	(1,861,818)	1,016,022
Gains less losses from the disposal of property, plant and equipment and investment properties	-	-
Profit/(Loss) before taxation	(1,861,818)	1,016,022
Tax credit/(expenses)	309,295	(149,247)
Profit/(Loss) after taxation	(1,552,523)	866,775

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II. Balance Sheet

Figures in HKD thousand	2018-12-31	2018-06-30
Assets		
Cash and balances with banks	116,832	173,983
Placements with banks which have a residual contractual maturity of more than one month but not more than 12 months	2,911,722	2,654,139
Amount due from overseas offices	30,731,236	33,299,063
Trade bills	1,999,417	1,809,982
Certificates of deposit held	2,882,383	2,252,075
Securities held for trading purposes	-	-
Loans and receivables		
Loans and advances to customers	40,898,329	31,040,591
Loans and advances to banks	-	-
Other accounts	910,416	3,120,893
Provisions for impaired loans, receivables and others	(13,631)	(13,827)
	41,795,114	34,147,657
Investment securities	8,708,721	7,187,931
Other investments	-	-
Property, plant and equipment and investment properties	57,500	25,316
TOTAL ASSETS	89,202,925	81,550,146
Liabilities		
Deposits and balances from banks	5,653,206	15,227,704
Deposits from customers		
Demand deposits and current accounts	4,391,534	6,265,960
Savings deposits	-	-
Time, call and notice deposits	2,067,560	2,171,406
	6,459,094	8,437,366
Amount due to overseas offices	73,085,202	53,367,245
Certificates of deposit issued	1,566,230	-
Issued debt securities	-	-
Other liabilities	2,439,193	4,517,831
Provisions	-	-
TOTAL LIABILITIES	89,202,925	81,550,146

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III. Additional Profit and Loss Information

Figures in HKD thousand	2018-12-31	2017-12-31
Fees and commission income	326,155	213,698
Fees and commission expenses	(107,712)	(115,912)
Net fees and commission income	<u>218,443</u>	<u>97,786</u>

IV. Additional Balance Sheet Information

Figures in HKD thousand	2018-12-31	2018-06-30
1) Provision for impaired loans, receivables and others		
- Collective provisions	13,631	13,827
- Specific provisions for loans and advances to customers	-	-
	<u>13,631</u>	<u>13,827</u>

Specific and Collective provisions were made at the branch level.

2) Impaired loans and advances to customers	2018-12-31	2018-06-30
- amount of impaired loans and advances to customers which are individually determined to be impaired	-	8,815
- amount of specific provisions made for such loans and advances	-	-
- value of collateral which has been taken into account in respect of such loans and advances to which the specific provisions relate	-	8,815
- percentage of such loans and advances to total amount of loans and advances to customers	-	0.03%

Specific provision were made after taking into account the value of collateral in respect of such loans and advances.

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IV. Additional Balance Sheet Information (Continued)

Figures in HKD thousand	2018-12-31	2018-06-30
3) Overdue loans and advances to customers		
Gross amount of loans and advances to customers which have been overdue for :		
more than 3 months but not more than 6 months	-	-
more than 6 months but not more than one year	-	-
more than one year	-	-
	<u>-</u>	<u>-</u>
Percentage of total amount of loans and advances to customers which have been overdue for :		
more than 3 months but not more than 6 months	0.00%	0.00%
more than 6 months but not more than one year	0.00%	0.00%
more than one year	0.00%	0.00%
	<u>0.00%</u>	<u>0.00%</u>
Amount of specific provisions made on such overdue loans and advances for :		
more than 3 months but not more than 6 months	-	-
more than 6 months but not more than one year	-	-
more than one year	-	-
	<u>-</u>	<u>-</u>
Market value of collateral held against the covered portion of overdue loans and advances		
Covered portion of overdue loans and advances	-	-
Uncovered portion of overdue loans and advances	-	-
	<u>-</u>	<u>-</u>
4) Rescheduled loans and advances to customers, excluding those which have been overdue for more than 3 months	<u>-</u>	<u>-</u>
Percentage of such loans and advances to total amount of loans and advances to customers	<u>0.00%</u>	<u>0.00%</u>
<i>The branch did not have any impaired, overdue or rescheduled loans and advances to banks at both reporting dates.</i>		
5) Overdue other assets (including trade bills and debt securities) which have been overdue for		
more than 3 months but not more than 6 months	-	-
more than 6 months but not more than one year	-	-
more than one year	-	-
	<u>-</u>	<u>-</u>
6) Amount of repossessed assets held	<u>-</u>	<u>-</u>

The repossessed assets are booked under the lowest cost or net realizable value.

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V. Off-Balance Sheet Exposures

Figures in HKD thousand	2018-12-31	2018-06-30
Contingent liabilities and commitments		
Direct credit substitutes	36,682	1,188,375
Transaction-related contingencies	-	-
Trade-related contingencies	2,223,160	3,776,195
Note issuance and revolving underwriting facilities	-	-
Other commitments	36,347,888	19,617,257
Forward forward deposits placed	270,000	43,158
	<u>38,877,730</u>	<u>24,624,985</u>
Derivative transactions		
Notional amounts of derivatives transactions		
Exchange rate-related derivative contracts	29,003,907	48,328,097
Interest rate derivative contracts	9,629,654	10,484,590
Others	-	-
	<u>38,633,561</u>	<u>58,812,687</u>
Fair value of derivative transactions		
Exchange rate-related derivative contracts	(1,971)	134,178
Interest rate derivative contracts	(76,976)	(25,229)
Others	-	-
	<u>(78,947)</u>	<u>108,949</u>

Fair value has not taken into account the effect of valid bilateral netting agreements.

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VI. Segmental Information

	2018-12-31		2018-06-30	
	HKD'000	% of loans and advances covered by collateral	HKD'000	% of loans and advances covered by collateral
1) By industry sector				
Gross loans and advances to customers by industry sector				
Loans and advances for use in Hong Kong				
Industrial, commercial and financial:				
- Property development	-		-	
- Property investment	-		-	
- Financial concerns	2,016,521	0.0%	2,942,607	0.0%
- Stockbrokers	-		-	
- Wholesale and retail trade	97,530	0.0%	-	
- Manufacturing	1,970,513	0.0%	575,044	0.0%
- Transport and transport equipment	165,423	0.0%	173,614	0.0%
- Recreational activities	-		-	
- Information technology	512,157	0.0%	-	
- Electricity and gas	541,137	100.0%	569,387	100.0%
- Others	4,271,206	0.0%	1,569,862	0.0%
Individuals:				
- loans for the purchase of flats in the Home Ownership Scheme, Private Sector Participation Scheme and Tenants Purchase Scheme or their respective successor schemes;	-		-	
- loans for the purchase of other residential properties	-		-	
- credit card advances	-		-	
- others	-		-	
Trade finance	1,070,603	0.0%	1,004,266	5.6%
Loans and advances for use outside Hong Kong	30,253,239	4.9%	24,205,811	10.7%
	<u>40,898,329</u>	4.9%	<u>31,040,591</u>	10.3%
	2018-12-31		2018-06-30	
2) By geographical areas	HKD'000		HKD'000	
(a) Gross amount of loans and advances to customers by countries or geographical areas				
- Hong Kong	11,188,144		9,101,029	
- Australia	4,839,872		5,380,845	
- Others	24,870,313		16,558,717	
	<u>40,898,329</u>		<u>31,040,591</u>	
(b) Overdue loans and advances to customers by countries or geographical areas	<u>-</u>		<u>-</u>	
(c) Impaired loans and advances to customers which are individually determined to be impaired, by countries or				
- Hong Kong	<u>-</u>		8,815	
	<u>-</u>		<u>8,815</u>	

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VI. Segmental Information (Continued)

3) International Claims

Breakdown of the international claims by countries that constitutes 10% or more of the total international claim, according to the location of the counterparties and the type of counterparties after taking into account of transfer of risk.

	<u>Banks</u>	<u>Official sector</u>	<u>Non-bank private sector</u>		<u>Total</u>
			<u>Non-bank financial institutions</u>	<u>Non-financial private sector</u>	
<u>As of 2018-12-31</u>	HKD Million	HKD Million	HKD Million	HKD Million	HKD Million
Developed countries					
of which France	33,949	697	1	270	34,917
of which Japan	251	-	10,421	-	10,672
Developing Asia-Pacific					
of which China	6,786	79	-	10,906	17,771
Total	40,986	776	10,422	11,176	63,360

	<u>Banks</u>	<u>Official sector</u>	<u>Non-bank private sector</u>		<u>Total</u>
			<u>Non-bank financial institutions</u>	<u>Non-financial private sector</u>	
<u>As of 2018-06-30</u>	HKD Million	HKD Million	HKD Million	HKD Million	HKD Million
Developed countries					
of which France	35,754	883	-	32	36,669
of which Japan	355	-	3,826	-	4,181
Developing Asia-Pacific					
of which China	5,537	-	-	6,036	11,573
Total	41,646	883	3,826	6,068	52,423

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VII. Non-bank Mainland Exposures

Figures in HKD million

	as of 2018-12-31		
Types of counterparties	On-balance Sheet Exposure	Off-balance Sheet Exposure	Total
1 Central government, central government-owned entities and their subsidiaries and joint ventures (JVs)	10,968	3,357	14,325
2 Local governments, local government-owned entities and their subsidiaries and JVs	1,358	335	1,693
3 PRC nationals residing in Mainland China or other entities incorporated in Mainland China and their subsidiaries and JVs	5,246	1,867	7,113
4 Other entities of central government not reported in item 1 above	-	59	59
5 Other entities of local governments not reported in item 2 above	-	117	117
6 PRC nationals residing outside Mainland China or entities incorporated outside Mainland China where the credit is granted for use in Mainland China	-	249	249
7 Other counterparties where the exposures are considered by the reporting institution to be non-bank Mainland China exposures	1,005	646	1,651
Total	18,577	6,630	25,207
Total assets after provision	89,203		
On-balance sheet exposures as percentage of total	20.83%		

as of 2018-06-30

	as of 2018-06-30		
Types of counterparties	On-balance Sheet Exposure	Off-balance Sheet Exposure	Total
1 Central government, central government-owned entities and their subsidiaries and joint ventures (JVs)	7,856	2,905	10,761
2 Local governments, local government-owned entities and their subsidiaries and JVs	2,022	239	2,261
3 PRC nationals residing in Mainland China or other entities incorporated in Mainland China and their subsidiaries and JVs	3,659	2,086	5,745
4 Other entities of central government not reported in item 1 above	-	59	59
5 Other entities of local governments not reported in item 2 above	-	-	-
6 PRC nationals residing outside Mainland China or entities incorporated outside Mainland China where the credit is granted for use in Mainland China	9	36	45
7 Other counterparties where the exposures are considered by the reporting institution to be non-bank Mainland China exposures	590	75	665
Total	14,136	5,400	19,536
Total assets after provision	81,550		
On-balance sheet exposures as percentage of total	17.33%		

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VIII. Currency Risk

Figures in HKD million

The net position in a particular foreign currency where it constitutes 10% or more of the total net position in all foreign currencies.

	as of 2018-12-31				
	USD	NZD	AUD	EUR	Total
Spot assets	54,096	615	6,188	12,244	73,143
Spot liabilities	(66,183)	(626)	(2,877)	(4,370)	(74,056)
Forward purchases	20,608	22	1,092	1	21,723
Forward sales	(8,380)	-	(4,447)	(7,895)	(20,722)
Net options position	-	-	-	-	-
Net long (or net short) position	141	11	(44)	(20)	88
Net structural position	-	-	-	-	-

	as of 2018-06-30				
	USD	NZD	AUD	EUR	Total
Spot assets	47,914	580	10,911	9,901	69,306
Spot liabilities	(67,101)	(580)	(3,925)	(1,831)	(73,437)
Forward purchases	33,798	-	2,639	2,744	39,181
Forward sales	(14,525)	-	(9,615)	(10,757)	(34,897)
Net options position	-	-	-	-	-
Net long (or net short) position	86	-	10	57	153
Net structural position	-	-	-	-	-

IX. Liquidity

Figures in percentage

	2018-12-31	2018-09-30	2017-12-31
(i) Liquidity Maintenance Ratio <LMR>			
Average LMR for 3 month period	62.74%	62.91%	
Average LMR for 12 months period according to pre-amended Banking Disclosure Rule			35.21%

The average liquidity maintenance ratio is the arithmetic mean of each months' average LMR calculated in accordance with the Banking (Liquidity) Rules.

(ii) Governance of liquidity risk management

Natixis Group, under the supervision of Groupe BPCE, will fully support overseas branches to ensure stability of business operation of banking group. Liquidity support from BPCE S.A. to Natixis S.A. is a legal duty of BPCE S.A. in case Natixis S.A. would need it. BPCE group has significant liquidity reserves and liquidity is managed on an integrated manner between BPCE S.A. and Natixis S.A. through the joint refinancing pool. As Hong Kong branch is de jure Natixis S.A., Hong Kong branch is an integral part of this framework.

Natixis' Hong Kong Asset/Liability management (ALM) risks, including liquidity risk, are managed under the authority of the Asset/Liability Management Committee (ALM Committee), which is chaired by the Chief Executive Officer of the branch and composed of the members in charge of Finance, Treasury, Compliance, Risk, Accounting and ALM. The Asset/Liability committee is responsible for overseeing the implementation of the ALM Policies, monitoring compliance with its main guidelines, limits and with the regulatory requirements, such as the SPM LM-2 – Sound Systems and Controls for Liquidity Risk Management of the HKMA, and ensuring that effective governance and management of liquidity risk are in place.

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(ii) Governance of liquidity risk management (Continue)

As mentioned in the global Natixis Risk Appetite Framework Principles of Natixis: "The risks control is performed permanently by the Financial Management department, which consist of the Treasury and the ALM department (1st level) and monitored in strict independence by the Risks and Compliance Departments specialized by risk nature and located as close as possible to activities (2nd level) and periodically by a double "Inspection Générale" (audit) of Natixis and BPCE (3rd level)".

Liquidity risk tolerance

Natixis Hong Kong branch measures its liquidity profile on a daily basis, with thresholds set at 60 days, 5 months and 11 months liquidity gap points. Additionally, there are internal thresholds set for the Liquidity Maintenance Ratio (LMR), above the regulatory required minimum level.

Structure and responsibilities for liquidity risk management

At Hong Kong level, the liquidity risk is managed by ALM and Treasury with the oversight of the local ALM Committee.

The ALM committee is responsible for overseeing the implementation of the ALM Policies, monitoring compliance with its main guidelines, limits, the regulatory requirements and ensuring that effective governance and management of liquidity risk are in place. This committee encompasses both functions held in head-office by the two separate committees: ALM Committee and Treasury Committee. The committee is chaired by the Chief Executive Officer of the branch.

The Asia Pacific Treasurer, based in Hong Kong, is responsible for adherence to the Natixis liquidity management policy and procedures in the Asia Pacific region and is as well heading the treasury function in Hong Kong. Once per quarter, the Treasurer reports to the Asia Pacific Treasury/ALM committee on treasury's funding and liquidity activities and its compliance with all relevant local regulatory ratios, policies, procedures, limits and guidelines.

Next to the treasury department, Natixis APAC has a regional ALM department, based in Hong Kong. This department is responsible for;

- the oversight of all prudential liquidity policies, including the various regulatory ratios for each jurisdiction;
- liquidity risk management and funding capacity of the APAC platform & Hong Kong;
- performing and reviewing liquidity stress testing;
- implementing Head Office ALM policies in regional and local governance framework;
- presenting any ALM related topic to the ALM committee;
- acting as Paris correspondent regarding ALM norms and standards.

Internal liquidity reporting

The Treasury department in Hong Kong has the following reporting tools at its disposal;

- intraday liquidity position and nostro balance;
- daily liquidity gap of the branch;
- daily balance sheet, using Treasury systems.

Finance produces a daily Liquidity Maintenance Ratio (LMR) reporting of the previous business day, including a projection of the ratio for the coming 30 days. Finance produces a quarterly Liquidity Monitoring Tool report for the branch.

ALM, using dedicated ALM systems, have a monthly balance sheet and liquidity gap at their disposal, which is used as the input into the liquidity stress test, which is performed on a monthly basis.

On a daily basis the Early Warning Indicators are reported to the Hong Kong branch ALCo members. The indicators include branch specific liquidity indicators complemented by market indicators. The Early Warning Indicators are a part of the Hong Kong recovery plan framework.

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(ii) Governance of liquidity risk management (Continue)

Communication of liquidity risk strategy, policies and practices

The ALM committee in Hong Kong consists of Hong Kong branch CEO, CFO and CRO complemented by the Head of ALM, Treasury, Accounting, Compliance and Performance Management and meets on a quarterly basis. Ad hoc ALCos will be organised when required. The liquidity risk strategy, policies and practices of the group and Hong Kong branch are discussed at this forum.

In Hong Kong there is an additional forum with the business lines representatives where the Liquidity and Funding of the APAC platform and Hong Kong are being presented and discussed. This forum meets on a quarterly basis.

Funding strategy

The two group signatures (BPCE S.A. & Natixis S.A.) are presented to investors regarding the following rules:

- BPCE S.A. signature is used for collecting market liquidity from central banks, public institutions and asset managers on maturities that are beneficial for LCR.
- BPCE S.A. is the main liquidity entry point for investors and thus the main liquidity provider within BPCE groupe in case of resolution, where by BPCE groupe serves as the single point of entry.
- Natixis signature is used for collecting operational liquidity linked to the bank commercial activity. Short-term liquidity from asset managers and banks considered as operational deposits is collected under the Natixis signature. Sometimes local constraints involve the use of Natixis signature for some counterparty.

Liquidity risk mitigation techniques

Natixis Hong Kong branch's management have various reports at disposal and performs certain techniques which support the liquidity risk mitigations, these include, but are not limited to;

- ALM and Treasury receive daily cashflow forecasts generated by Hong Kong Finance;
- ALM and Treasury receive daily cash flow forecasts generated by the Treasury management systems;
- Daily stress test calculations are performed on the Liquidity Maintenance Ratio;
- Supervision of short-term maturity transformation, which is measured using liquidity gaps. This indicator is produced daily for a 365-day period. It is subject to three permanent limits approved by the ALM Committee and monitored daily, on the 60-day, 5 months and 11 months static liquidity gaps;
- Monthly liquidity stress tests are performed on the Natixis Hong Kong branch balance sheet;
- Hong Kong branch senior management perform an annual test of the Hong Kong Recovery plan;
- The buffer portfolio team perform ongoing repo trades in the market to ensure the liquidity value;
- Liquidity test are performed by Treasury, to test the depth of the market and the ability of Natixis signature to produce additional funding;
- As mentioned before, Natixis Group, under the supervision of Groupe BPCE, will fully support overseas branches to ensure stability of business operation of banking group. Liquidity support from BPCE S.A. to Natixis S.A. is a legal duty of BPCE S.A. in case Natixis S.A. would need it. BPCE group has significant liquidity reserves and liquidity is managed on an integrated manner between BPCE S.A. and Natixis S.A. through the joint refinancing pool. As Hong Kong branch is de jure Natixis S.A., Hong Kong branch is an integral part of this framework.

Liquidity stress testing

Given that Natixis is supervised by BPCE, in its capacity as the central institution, and given the close interactions between BPCE and Natixis in terms of liquidity management within the framework of the joint refinancing pool, the Natixis liquidity stress test is defined in accordance with the Groupe BPCE liquidity stress test, in the event of a crisis affecting access to liquidity for Natixis, BPCE and/or the entire banking system. Therefore, the Hong Kong branch liquidity stress testing framework is in line with Natixis group and the regional framework. The Natixis Hong Kong branch' balance sheet is stress tested on a monthly basis and reported to the Hong Kong ALCo on a quarterly basis. These stress tests are carried out for all currencies combined in the equivalent euro value and across Natixis', APAC and Hong Kong.

This liquidity stress tests indicators designates the forward Natixis' liquidity risk exposures in 30, 60 and 90 days under various "what if" scenarios; for each scenario and for each time-bucket. The liquidity stress test setup comprises three scenarios with three degrees of intensity. As a result, 27 measures are computed (3 scenarios x 3 degrees of intensity x 3 time-buckets). The ALM APAC department is in charge of assessing monthly these stress scenarios at Natixis Hong Kong level. Within each of the Liquidity Stress Test scenarios and severity levels, shocks are applied to in scope product categories of both on-balance sheet and off-balance sheet.

Next to the Group Stress Testing framework, Hong Kong branch performs Stress Testing of the Liquidity Maintenance Ratio on a daily basis. Financial Control, alongside with the LMR projection, circulate a stress test on the LMR. Six scenarios are developed to estimate the potential deterioration of the ratio and are assumed to take immediate effect.

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(ii) Governance of liquidity risk management (Continue)

An outline of the Contingency Funding Plan.

The strategy that Natixis could apply in times of financial stress can be broadly split into three categories, namely (1) increase of the internal FTP, (2) monetising of (liquid) assets and (3) deleveraging the balance sheet in order to reduce the funding need. These strategies are described in more detail in the Natixis Contingency Funding Plan (CFP).

In Hong Kong, the branch's recovery plan is the, de facto, CFP of Natixis Hong Kong, which focuses on liquidity crisis management for Natixis' Hong Kong operations. The plan describes the actions Natixis Hong Kong might take in times of need and aims to demonstrate the readiness and ability of Natixis Hong Kong management to react to adverse (liquidity) conditions. The plan contains a number of actions that management could take, its anticipated time to implement and the duration of when benefits are reached. The steps are aimed at orderly and robustly managing the liquidity situation of the branch and other Hong Kong operations.

The key elements of the recovery plan are:

- governance structure of the recovery plan and the liquidity management process framework, where the ownership of the recovery plan and the crisis management governance structure are described before the liquidity management process, which contains the various levels and procedures of escalation;
- recovery triggers monitoring process, production and distribution of the Early warning indicators;
- menu of recovery options, where the levers are described that management could decide to activate in times of need. This section also contains the process around activating the liquidity portfolio, the ability to call on financial solidarity from BPCE and the process of deactivating the Hong Kong recovery plan;
- maintenance and testing of the plan;
- communication plan in times of crisis;
- list of relevant internal and regulatory contacts, and;
- description of the Natixis stress testing framework implemented at Hong Kong branch level.

Liquidity Information Disclosure

The LMR helps Natixis Hong Kong branch to manage the liquidity positions of the branch, included off-balance sheet risks. On average the LMR in 2018 was 56%. The average LMR ratio of 2017 and 2016 were at 35% and 43% respectively. Additionally, as mentioned above, customised daily stress test calculations are performed for Hong Kong branch on the Liquidity Maintenance Ratio, whereby, six scenarios are developed to estimate the potential deterioration of the ratio and are assumed to take immediate effect.

Natixis manages its concentration risk on collateral and funding on a global basis. Due to its relative size and its integrated nature with the rest of the bank, at Hong Kong branch level there are no dedicated constraints around concentration on collateral or funding. At global level there are two limits around interbank funding concentration. Natixis applies a limit on outstanding per counterparty of the total funds raised by Treasury and an interbank funding limit of the total amount refinanced.

On collateral pools, Natixis applies concentration limits around holdings per issuance. These limits have been defined by the risk department at head office BPCE level and are monitored on a global basis.

Natixis Hong Kong branch on-balance sheet items, broken down into maturity buckets and the resultant liquidity gaps.

The table below shows the contractual on balance sheet mismatch per maturity bucket as of 31st of December 2018.

Figures in HKD million

	≤1 year	>1 year to 5 years	>5 years
Contractual On Balance Sheet Maturity Mismatch	1,743	(125)	161
Cumulative Contractual On Balance Sheet Maturity Mismatch	1,743	1,618	1,779

The net liquidity gap of off-balance sheet items is within one-year.

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X. Remuneration System

Pursuant to section 3 of Supervisory Policy Manual (CG - 5) Guidelines on a sound remuneration system issued by Hong Kong Monetary Authority, Natixis Hong Kong Branch complies with the requirement and has adopted the remuneration system of Natixis, Head Office.

The Bank's remuneration system is disclosed in section 2.4 "Natixis Compensation Policy" of Natixis registration document 2018.

Section B - Bank Information (Consolidated Basis)

	2018-12-31	2018-06-30
I. Capital and Capital Adequacy		
Capital Adequacy Ratio	<u>15.1%</u>	<u>14.5%</u>
The capital adequacy ratio as of 31 December 2018 and 30 June 2018 have been calculated in accordance with the Capital Requirements Directive rules/ Basel 3 rules.		
	2018-12-31	2018-06-30
	EUR Million	EUR Million
Shareholders' funds	<u>19,916</u>	<u>19,180</u>
II. Other financial information		
	2018-12-31	2018-06-30
	EUR Million	EUR Million
Total assets	495,496	520,137
Total liabilities	475,580	500,957
Total loans and advances	96,564	130,756
Total customer deposits	35,991	39,424
	2018-12-31	2017-12-31
	EUR Million	EUR Million
Pre-tax profits	2,661	2,651

Total loans and advances include loans and advances to banks and customers less provisions.

**NATIXIS
HONG KONG BRANCH**

KEY FINANCIAL INFORMATION DISCLOSURE STATEMENTS AS AT 31 DEC 2018

Chief Executive's Declaration of Compliance

We have pleasure in presenting the Key Financial Information Disclosure Statement of Natixis, Hong Kong Branch for the period ended 31 December 2018. We confirm that the Disclosure Statement complies in all material respects with the Banking (Disclosure) Rules and, to the best of my knowledge and belief, it is not false or misleading.



Alain Gallois
Chief Executive
Hong Kong Branch

30 April 2019