



PRESS RELEASE

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Coface joins forces with NFC, the Russian lead player in factoring.

Coface, a subsidiary of Natixis, the French banking group, is extending its factoring network by joining forces with a leader in the Russian market: National Factoring Company (NFC), a banking institution. The agreement involves the servicing by NFC of Coface's factoring clients in Russia and conversely the servicing by Coface of NFC's clients outside Russia. Coface will also be a source of additional funding to NFC in order to accompany the rapid development of the Russian factoring market.

With this association, Coface rounds up in Russia its offering of the four trade receivables services: information, credit management, credit insurance, and now factoring. Russia becomes the 24th country in the world where it offers Coface's factoring services.

NFC: a first rank player in a promising market

To be reminded that factoring is the complex of services rendered to corporate companies by a factor to provide for the development of sales through the receivables finance, receivables management and bad debt protection. Factoring is currently a key driver of fast and safe business growth of trading companies in such a large country as Russia.

The Russian factoring market currently represents a volume of €13.1 billion in 2007 and has been experiencing nearly a doubling of its size each year since it was introduced some ten years ago.

NFC ranks third in the market, with total factored receivables of € 1.8 billion in 2007 and a market share of 12%. It operates 24 outlets across the Russian federation and CIS, with a head office in Moscow. NFC is the largest Russian provider of full factoring service (financing plus credit risk protection). It currently has over 850 clients, including 33 factoring companies from 25 countries of the world. NFC pioneered the Russian factoring market in 1999, introducing gradually the whole range of factoring products, including international factoring, electronic factoring solution and more recently expanding to the area of commercial finance launching Purchase order finance.

A mutually beneficial commercial agreement

For NFC, the agreement provides an access to Coface's global expertise and its support in export factoring. It will also open a funding facility through a repurchase agreement of NFC's acquired receivables. The re-factor will be Coface Finanz, the German factoring unit of Coface.

Under this agreement, NFC will also be a provider of services to Coface's clients, enabling Coface to complete its range of services to international clients operating in Russia. Finally, Coface, together with Natixis, and NFC will also work on further deepening of the relationship, such as an equity participation of Coface in the share capital of NFC, protection of NFC against major factoring credit risks and the setting up of a structure, within or close to Natixis Moscow, to propose factoring to Coface global customers.

Coface will also gain access to NFC's local expertise in receivables finance and credit risk protection. Since 2000, Coface has been offering information and receivables management services. In 2005, it expanded its offer with corporate credit ratings through Coface NRA (National Rating Agency), founded in partnership with the Russian Bank Association (RBA). Since 2006, Coface has rapidly developed its credit insurance offer in partnership with JSC Kapital, a leading insurance group.

“This partnership illustrates our confidence in the very rapid development of the Russian economy and its need to be provided with modern credit management tools. NFC will be our partner of choice for the factoring line. It will strongly increase our presence and our product range in the country”, explained Franz Michel, CEO of Coface Finanz.

Mikhail Treyvish, CEO of NFC, adds: *“This event is the first step to the establishment of a truly strategical partnership between NFC and Coface, which is one of the industry leaders. It will definitely contribute to the evolvement of the Russian factoring market to a totally new level quality. We have a firm belief that in the future our cooperation will be extended, by adding new forms and fields of integration”.*

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About Coface

Coface's mission is to facilitate global business-to-business trade by offering its 120.000 customers four business lines to fully or partly outsource trade relationship management and to finance and protect their receivables: credit insurance, factoring, ratings and company information and receivables management. Thanks to the worldwide local service delivered by 7,000 staff in 65 countries, over 45% of the world's 500 largest corporate groups are already customers of Coface.

Coface is a subsidiary of Natixis whose share capital (Tier 1) was 11.7 billion euros end December 2007.

www.coface.com

About NFC

National Factoring Company (NFC) - is a specialized factoring company with a strong position in Russia's fast growing factoring market. NFC is a member of the two leading global factoring associations - International Factors Group (IFG) and Factors Chain International (FCI). It was also assigned a credit rating by Standard & Poor's and Moody's Investors Service. In 2007 PricewaterhouseCoopers conducted an audit of the NFC's risk management system, which was described lately as conformant to international best practice.

<http://www.factoring.ru/>