



Natixis Investment Managers | Solutions

Designed to be diverse

Natixis Investment Managers | Solutions

Introduction

Natixis Investment Managers Solutions offer access to a diverse range of investment expertise with fully integrated services that put clients at the centre of every step of the investment journey. From discovery, to design, to manufacturing our process is focused on one goal: building bespoke investment solutions to meet the specific needs of our clients.

Natixis Investment Managers Corporate Overview

Natixis Investment Managers is designed to be diverse. Our multi-affiliate model is a single point of access to a wide range of investments from 22 high-active share, high-alpha managers with expertise across a wide range of asset classes and investment styles in both public and private markets. We complement the skill of our affiliate investment managers with the scale of global operational and distribution platforms that serve the needs of clients across the globe.



Top 20¹ global asset manager



Diversified by revenue, asset class, clients and geography



€910B² AUM



22 independent affiliated asset managers



>200 investment strategies



53 offices across Americas, Europe and APAC

¹ Cerulli Quantitative Update: Global Markets 2020 ranked Natixis Investment Managers as the 17th largest asset manager in the world based on assets under management as of December 31, 2019. ² Assets under management ("AUM") as of September 30, 2020.

Our Affiliates

AEW

Alliance Entrepreneurs

AlphaSimplex Group

DNCA Investments¹

Dorval Asset Management

Flexstone Partners

Gateway Investment Advisers

H2O Asset Management

Harris Associates

Investors Mutual Limited

Loomis, Sayles & Company

Mirova

MV Credit Partners

Naxicap Partners

Ossiam

Ostrum Asset Management

Seeyond

Seventure Partners

Thematics Asset Management

Vaughan Nelson Investment Management

Vega Investment Managers²

WCM Investment Management³

¹ A brand of DNCA Finance.

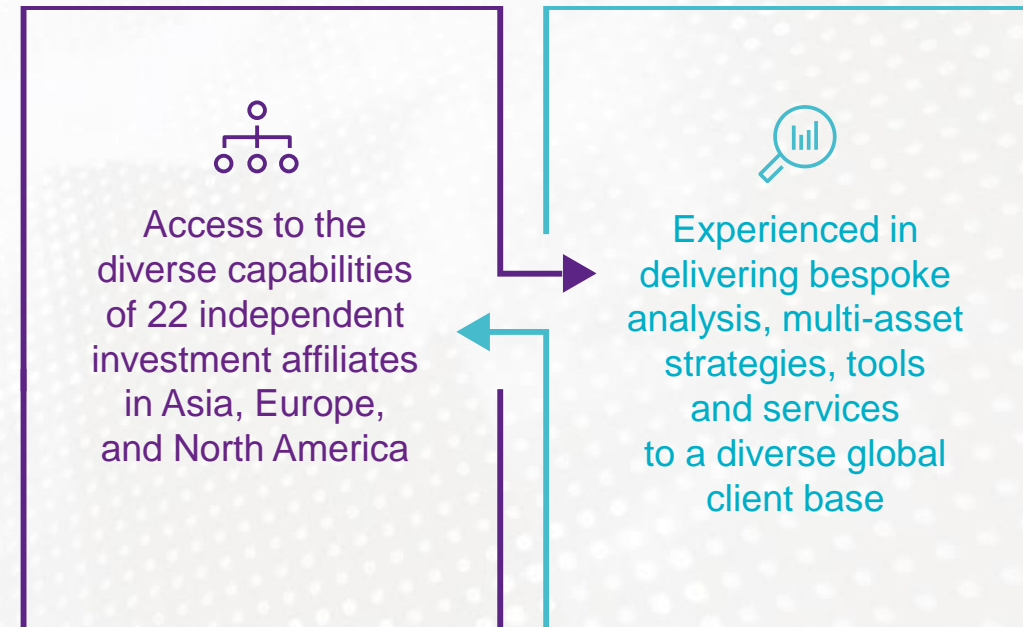
² Wholly owned subsidiary of Natixis Wealth Management.

³ Natixis Investment Managers, L.P. owns 24.9% of WCM Investment Management.

A 'client first' investment business

Natixis Investment Managers | Solutions is uniquely able to leverage this unique marriage of skill and scale to tailor bespoke investments to meet the specific objectives of clients in a wide range of businesses.

What sets us apart



A bespoke approach focused on client objectives

Key innovations



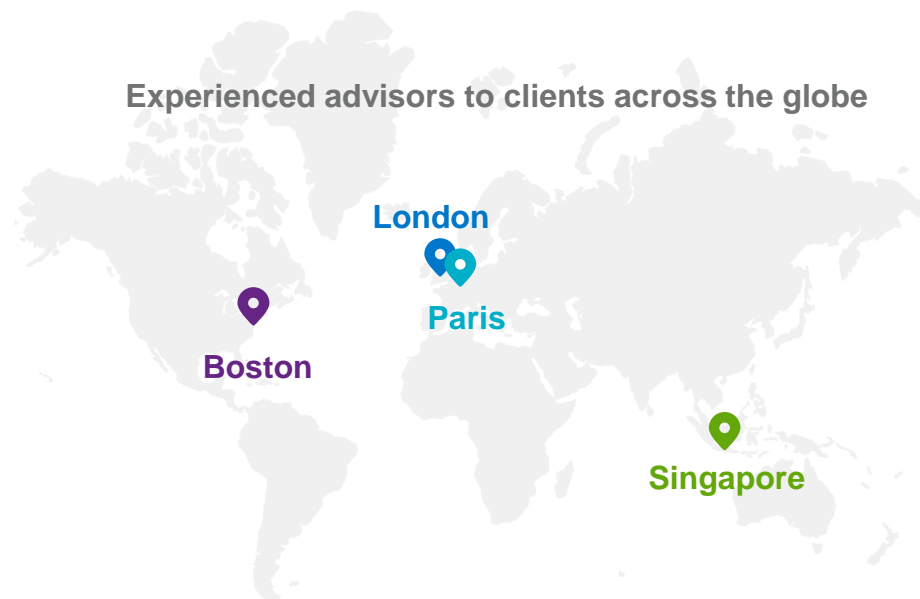
Selectiz Funds: our range of three risk-based FLEXIBLE multi-asset portfolios designed for and distributed through the BPCE banking network. Launched in 2016, the range has grown to €3.5+Bn AUM as of June 30, 2020.

ESG FOF portfolio management: a range of portfolios designed by Natixis Investment Managers Solutions with an ESG dynamic. Launched in June 2020, the offering includes SRRI 3, 4 and 5. It is currently available through BPCE and will become available on other platforms throughout the year.

Reporting Tool¹: we provide clients with customised metrics and enhanced analytics ranging from risk and scenario analysis to the modelling of structured instruments.

Beyond portfolios, Natixis Investment Managers Solutions also deliver innovative service solutions like our proprietary cloud-based reporting solution.

Experienced advisors to clients across the globe



**A diverse staff of
70 professionals averaging
20 years' experience:**

Three PhDs
Ten CFAs



Local language fluency:

English
French
Italian
Spanish

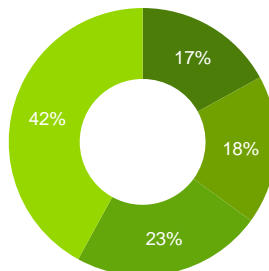
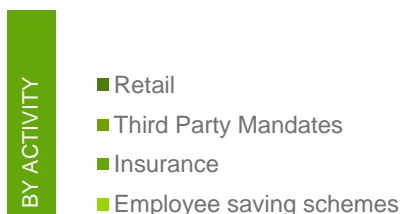
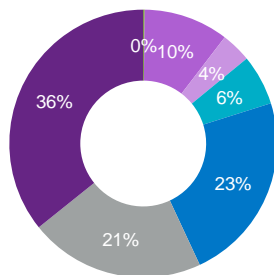
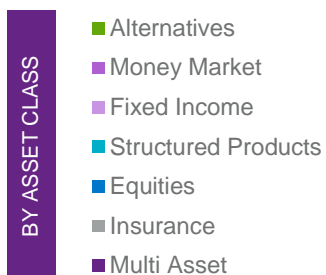
¹ Digitalization under development

An organisation built to meet emerging client needs

Leveraging core competencies in the multi-asset arena

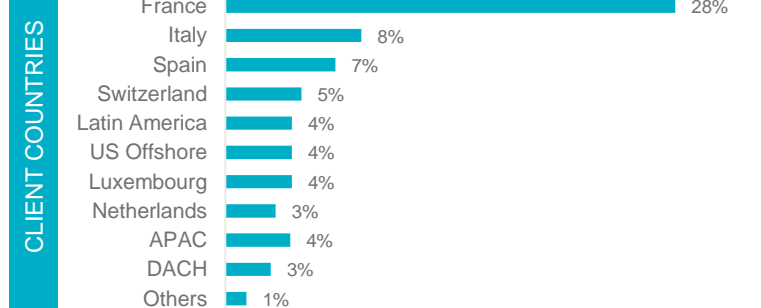
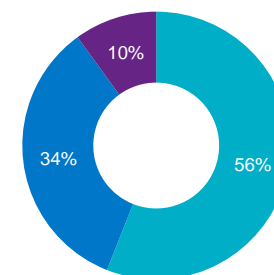
Institutional portfolio management experience

Portfolio management
58€Bn



Retail/wholesale advisory experience

Portfolio management
1000+ clients



Source : Natixis Investment Managers Solutions - as of September 30, 2020.

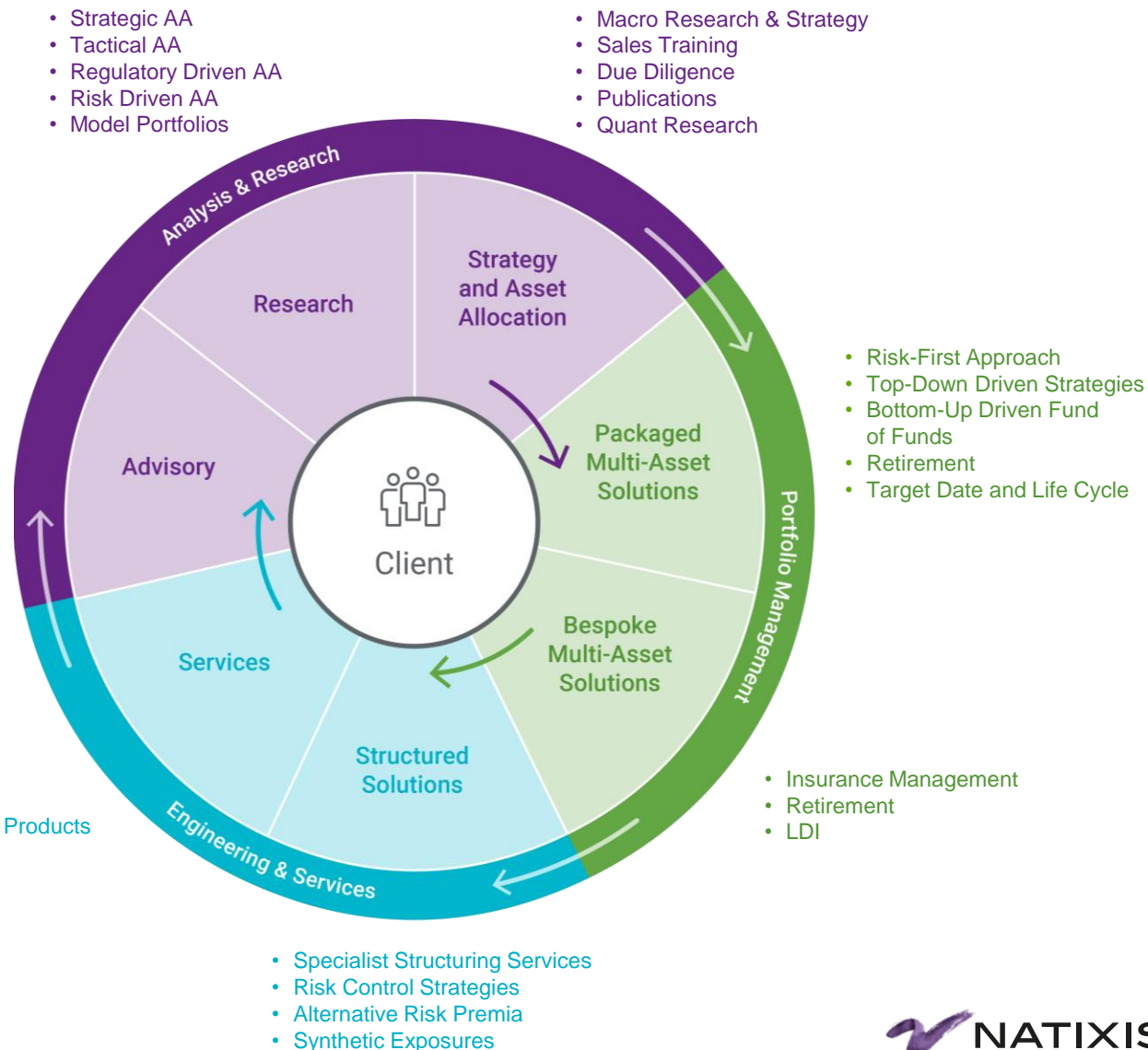
Clients come to us with unique needs

Our integrated process adapts to your specific objectives

Whether building a multi-asset portfolio, developing digital tools, or providing advisory services, our process supports clients at every step of the investment journey.

We collaborate with clients to construct solutions that fit their specific needs and help guide them through key decision points including:

- Prioritising investment objectives
- Clarifying portfolio constraints
- Setting allocation strategies based on current market performance and forward looking assumptions
- Implementing strategy
- Analysing and assessing performance



Institutions are facing universal challenges

But the solutions must be tailored to specific client requirements



Downward pressure
on margins



The need to demonstrate an increasingly **robust governance framework**






The need to align to a more **stringent regulatory framework**



An allocation profile often misaligned with underlying liabilities



Low(er) interest rates, forcing a more complex/aggressive investment profile and creating a tougher environment for investment returns...

| | | |
|------------------------|--|---|
| <h2>Discovery</h2> |  | <ul style="list-style-type: none"> Portfolio Clarity Modelling and profiling Global market strategy Regulatory analysis |
| <h2>Design</h2> |  | <ul style="list-style-type: none"> Institutional capabilities Advisory ESG solutions Overlays |
| <h2>Manufacturing</h2> |  | <ul style="list-style-type: none"> Multi-asset portfolio management Retirement / target date capabilities Structured products |



Appendix



Natixis Investment Managers | Solutions

Discovery

The discovery process establishes a thorough understanding of the characteristics and causes of client challenges and provides a roadmap for key requirements and a foundation for informed decisions.

Empowering our clients with better analysis

With the key goal of smarter investment decision making

Our discovery process meets the complex needs of clients with a multi-dimensional analysis of return assumptions, risk profiles, and capital requirements.

Four key market-leading capabilities providing a full review of each client's portfolios

Portfolio Clarity



Our enhanced investment analysis process

Modelling and profiling



Evaluating asset liabilities to optimise risk and returns

Global market strategy



Fundamental market research
To inform strategic and tactical allocation views

Regulatory analysis



An added due diligence for a complex regulatory landscape

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Design

Solutions design provides a bespoke blueprint for client investments. Working from detailed analytics and informed by specific constraints we aim to deliver a clear plan for portfolio construction.

Optimised investment solutions

Our market-leading capabilities give clients a trusted partner for pursuing their unique portfolio objectives and investment goals.

Institutional capabilities



Meeting the diverse needs of institutions through efficiency and consistency

Advisory



Insightful advice based on an in-depth assessment of client needs

ESG solutions



Deep experience and broad capabilities

Overlays



Providing clients with extra dimensions of control

An aerial photograph of a city street, likely in Paris, featuring a large, ornate monument in the foreground. The monument has a central archway and is surrounded by a circular plaza with many cars. The background shows a dense urban environment with numerous buildings and trees. The image is overlaid with a semi-transparent white box containing text.

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Manufacturing

Our approach to manufacturing allows us to focus on specific areas within client portfolios to create an investment proposition that delivers a distinct outcome based on their specific needs.

Creating purpose-built products

Manufacturing fit-for-purpose products across:

Multi-asset portfolio management



Generating performance through risk-controlled tactical allocations

Retirement / target date capabilities



Flexible retirement solutions that adapt to client needs

Structured products



An integrated approach that provides great flexibility

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