INSTITUTIONAL INVESTORS

Aligning your investment goals with targeted solutions for better outcomes
Natixis Investment Managers offers active investment solutions from over 20 high-conviction investment managers. Providing institutional clients with access to a range of managers, each with its own unique process and culture, helps capitalize on the diverse and unconventional thinking that can lead to alpha generation.

- $966 billion of institutional assets managed worldwide
- Specialized institutional client relationship teams covering in excess of 110 countries
- Over 20 independent investment managers in the Americas, UK, Europe and Asia, offering 200-plus investment strategies
- More than 150 investment strategies positively rated by global investment consultants

Goals-oriented, collaborative partnership

Our sole objective is to help every institutional client achieve their long-term investment goals, no matter what challenges they face along the way.

With two-thirds of our business focused exclusively on managing institutional assets – and more than 40 years of serving institutions – we have developed the resources and expertise to continuously address all of our institutional clients’ evolving needs. Overall, it is our deep belief that investments are solutions only if they are targeted to specific outcomes.

With more than 20 specialized investment managers, our clients have access to active investment solutions that address varying risk profiles, strategies and asset classes. Altogether, this can help build more resilient portfolios focused on performing across cycles.

To achieve this, risk is put first in everything we do, from the evaluation of assets and liabilities right through to the actual management of assets. Our approach ensures our investment professionals never deviate from the aim of measuring, mitigating and exploiting risk. Our clients have said this risk-first approach reassures them: They know the focus of our process is on outcomes, not products.

Every year, through our Global Survey of Institutional Investors, clients tell us about their main concerns and challenges. Recent results reveal that institutions look to embrace risk in pursuit of returns and yield by investing in active strategies such as private equity, infrastructure, real estate, private debt and liquid alternatives. Our multi-affiliate model is designed to help you access such strategies, offering a wide range of high-conviction, active asset managers.

With our long history of supporting institutional investors worldwide and the invaluable data and information gained from our resources and insights, as well as from our clients, conversations between you and us become more targeted. This leads to solutions that are closely aligned to your investment goals.

In rejecting all transaction-oriented, short-term thinking, we have built our organization to help you build long-term sustainable value. We are unequivocally on your side, always willing to discuss and help you solve your challenges.

Our ambition is to be your trusted partner for every step of your investment journey.

Oliver Bilal
Global Head of International Distribution – Natixis Investment Managers International
Centered on your evolving needs

At Natixis, our clients are at the center of everything we do. From the way we have built our business, to how we continuously strive to deliver innovative solutions to solve your biggest challenges, we are focused on fulfilling every institutional client's specific needs.

We understand the requirements and constraints of all types of institutional investors and have created actionable insights in response. Only after an exchange of information and ideas with you do we put our comprehensive investment resources at your disposal. Focusing on assets and liabilities, our holistic approach emphasizes outcomes rather than inputs.

You demand the highest quality service – in terms of investment solutions, analytical tools and support. We believe our holistic approach delivers this – providing you with what creates real value for you.
Established relationships worldwide

All types of institutional investors rely on our partnership, resources, and wide spectrum of active investment solutions to help them optimize risk and returns in portfolios, as well as manage current assets and meet future liabilities.

Pension Funds
With in-depth knowledge of both defined benefit and defined contribution plans, public and private pension clients currently allocate more than $142.8 billion to our strategies.

Insurance Companies
Understanding financial, accounting and regulatory complexities is key to helping insurers achieve their goals. Today, we manage $478 billion of assets for more than 120 insurance firms.

Sovereign Institutions
Eight of the ten world’s largest sovereign wealth funds and central banks have awarded us mandates across asset classes. Government-related entities globally have invested more than $139 billion in our strategies.

Foundations & Endowments
For decades, investors with long-term goals partner with us to establish and meet their varying funding needs.

Corporates
Collaborating closely with companies worldwide enables us to help them match short-term and long-term investment needs with strategies that fit their risk tolerance. As of today, we manage more than $154 billion of assets for corporates.

Investment Consultants
Strong relationships with investment consultants and their clients globally have been established from our extensive number of positive product and strategy ratings. Mandates include traditional “best advice”, discretionary, advisory and fiduciary.

Institutional investment breakdown

- **Institutional** $966.5B
  - Mutual fund $334.6B
  - Private accounts $88.6B

- **Institutional investment**
  - Insurance Management $415.5B
  - Fixed-income $227.7B
  - Equity $130.1B
  - Alternative and others $62.9B
  - Real estate $63.5B
  - Money market $66.7B

Institutional geography breakdown

- Europe/Middle East $799B
- The Americas $511.3B
- Asia $60.1B
- Others $19.3B

Date as of 31 December 2020
Complex times call for innovative portfolio solutions

Challenging markets, new regulatory constraints, and shifting demographics are making institutional investors ask more of their asset managers. At Natixis, our innovative mindset combined with our wide range of investment expertise across more than 20 affiliated managers enables us to deliver active investment solutions designed to meet your specific challenges.

Our institutional clients are supported through all market environments, with single or multiple asset class solutions, a best-in-class multi-affiliate model, and targeted portfolio construction to address both liabilities and assets. Clients may use our broad array of solutions in isolation or in any number of combinations. Every investment solution has been created with one aim only: to produce better investment outcomes.

Investment solutions provided to our international clients’ accounts represent more than $1.20751 in assets.¹

“At Natixis, we put diverse opinions, deep resources, and detailed analysis to work for our institutional clients. It all adds up to informed, unconventional perspectives to deliver customized and truly active investment solutions.”

Jean Raby, CEO Natixis Investment Managers

¹. As of 26 February 2021. 2. Source: Natixis Investment Managers.
Access a broad spectrum of investment capabilities

**SRI**
- ESG Integration: All Affiliates
- Active Ownership: All Affiliates
- Negative Screening: Most affiliates are able to implement exclusionary approaches as part of clients’ mandates
- Outcome-Oriented Strategies:

### Equities
- Value
- Growth
- Low Volatility
- Factor Investing
- Thematic
- Flexible

### Fixed Income
- Monetary
- Sovereign Debt
- Inflation
- Aggregate
- Floating Rates
- Municipal Bonds
- High Yield
- Convertible Bonds
- Green Bonds
- Total Return
- Subordinated Debt
- Securitized Debt

### Multi-Assets
- Multi-asset

### Alternatives
- Real Estate (equity)
- Infrastructure (equity)
- Private Equity
- Natural Capital
- Real Estate (debt)
- Infrastructure & Aircraft (debt)
- Bank Loans
- Private Placement
- Commodities

### Volatility
- Hedge Funds (liquid)

### Services/products
- Not available to all investors in all jurisdictions.
- A brand of DNCA Finance.
- Including the following strategies:
  - Global
  - US
  - EM
  - Asia

| Alliance Entreprendre | AEW | AlphaSimplex Group | DNCA Investments
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Services/products are not available to all investors in all jurisdictions. • 1 A brand of DNCA Finance. • 2 Including the following Mirrow strategies: ESG - Impact investing - Renewable energy. • 3 Including the following strategies: Minimum Variance - Hedging. • 4 Including the following strategies: Sector - Real Estate - Infrastructural - Leaders - Dividend - Consumer - Smart Cities - New World - Sport - Environment - Carbon - Employment - Machine Learning - Water - AI/Robotics - Safety. • 5 Equity and fixed income strategies benchmarked but have no Tracking Error constraint. They are exposed to currencies and potentially use a high level of leverage. • 6 Global Macro - Equity Market Neutral - Hedge/Equities - Long/Short Credit - Long/Short Equity - Multistrategies - Managed Futures. • 7 Including the following strategies: Benchmark - Flexible - Risk Parity.
Committed to building better portfolios

Everything we do at Natixis is driven by deep analysis, insightful solutions and Active Thinking™. We look to leverage the many varying viewpoints of our investment professionals across the globe and challenge traditional ways of thinking in pursuit of the best portfolio solutions for our clients.

To further this mission, and provide professional investors with a deeper level of portfolio insight, Natixis Investment Institute was established in 2017. It builds on the behavioral research of our Center for Investor Insight, the in-depth portfolio research and analytics of the Portfolio Research & Consulting Group and more general market trend analysis and forecasting to provide you with an in-depth understanding of the relationships between investor sentiment and investment decision-making.

Natixis Investment Institute helps put insight into action

- Unique insights into investor sentiment, behavior, and tolerance of risk is captured and shared with clients by our Center for Investor Insight. Since 2010, it has compiled data from more than 50,000 survey respondents, from institutional to individual investors, in 31 countries.
- The Portfolio Research & Consulting Group provides a risk-based analysis of client portfolios with the aim of making them more resilient, especially during times of heightened volatility. Institutional clients receive objective analysis and insight on their portfolio allocations through this free, customized service. Sophisticated analytic tools along with collaborative guidance helps support clients’ investment decisions. Understanding your risk exposures may help you improve diversification and achieve better returns with lower overall volatility.

Tailor-made risk analyses: correlation analysis, equity bucket analysis, credit risk analysis, rates sensitivity analysis, stress tests and scenario analysis are available to help put risk first in portfolio construction.
Global reach. Local expertise. Direct access.

Our global asset management network is uniquely structured to support the needs of institutional clients in regions around the world with:

- A single point of access to some of the industry’s most respected names in asset management
- Extensive global product development capabilities and innovative investment strategies
- Local partnerships in each market to provide clients with customized solutions
- An agnostic approach that offers our clients an objective view on portfolio decisions

Our worldwide network of offices provides local expertise within key markets in the Americas, Europe, and Asia.

To learn more:
Visit: im.natixis.com/en-institutional