





MARCH 2024 | FOR INVESTMENT PROFESSIONAL USE ONLY Past performance does not predict future returns



Only a few asset managers can beat the US equity market over the long term

According to the SPIVA Scorecard, only 12.6% of US large-cap funds outperformed the S&P 500 Index over the past 10 years.

Moreover, when adjusting for the same level of risk as the S&P 500 index, this number falls to 6%.

% of US funds outperforming the S&P 500 index over 10 years (absolute performance)

12.6%



Source: SPIVA Scorecard. As of December 31, 2023.

% of US funds outperforming the S&P 500 index over 10 years (risk-adjusted performance)

6.0%

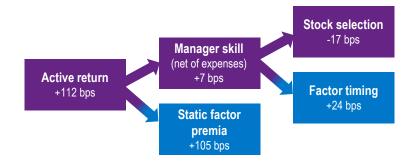




Most of the alpha generated by US equity managers can be attributed to traditional factors

An analysis of active return attributions for US mutual funds reveals that the majority of 'alpha' comes from tilts towards known risk factors rather than genuine insights.

Active return attribution for US mutual funds with positive active return from 2005 to 2015 (352 funds)



Source: BlackRock (Smart Beta Guide), Bloomberg, Barra, Morningstar, Thomas Reuters, 30 June 2005 to 30 June 2015.







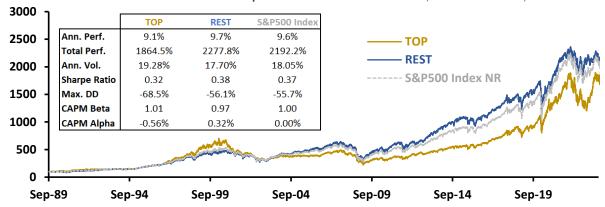
MARCH 2024 | FOR INVESTMENT PROFESSIONAL USE ONLY Past performance does not predict future returns

3

'Magnificent Seven': history suggests you shouldn't count on it

When analyzing a portfolio comprised of the top 30% of the cumulative market cap in the S&P 500 ('TOP' portfolio, approx. 10 stocks), compared to a portfolio consisting of the remainder ('REST' portfolio, approx. 490 names) since 1989, historical data shows that exclusively focusing on the largest names has not typically been profitable.

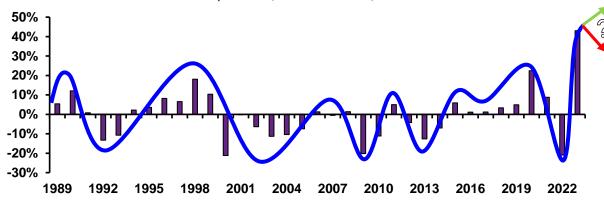
Performance and risk metrics of TOP and REST portfolios and the S&P 500 Index (15.09.1989 - 29.12.2023)



Source: C. De Franco (2023). How long can the Magnificent Seven keep winning? Risk.Net

Examining the calendar year excess returns of both portfolios reveals a noticeable cyclical pattern, which on average, zeroes out.

Calendar excess return of TOP vs. REST portfolios (15.09.1989 – 29.12.2023)



Source: C. De Franco (2023). How long can the Magnificent Seven keep winning? Risk.Net







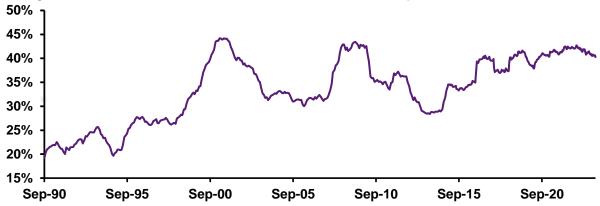
MARCH 2024 | FOR INVESTMENT PROFESSIONAL USE ONLY Past performance does not predict future returns



Identifying investment opportunities at the sector levels is less challenging than at the individual stock level

S&P 500 stocks are increasingly moving in line with their GICS® sectors. As a result, investors may look at sector rotation approaches as a more accessible means to uncover investment opportunities, compared to the complexity of focusing on individual stocks. Over the past 30 years, the average correlation between the excess returns of individual stocks (versus the S&P 500 Index) and their corresponding sectors' excess returns has shown a rising trend, currently standing at about 40%.

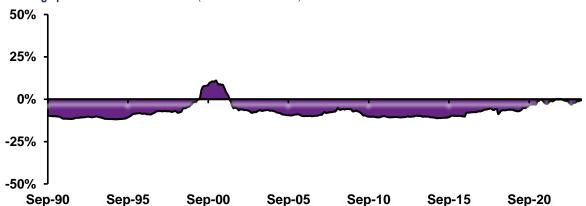
Average correlation of excess returns between individual stocks and their respective sector (21.09.1990 – 15.12.2023)



Source: Ossiam, Bloomberg.

On top of this, the pairwise correlation of sectors' excess returns over the same period has remained low, fluctuating between -10% and +10%. This scenario of (i) increasing alignment between stocks and sectors' excess returns and (ii) relatively stable pairwise correlation among sectors' excess returns appears as both the S&P 500 index and several significant sectors have become extremely concentrated.





Source: Ossiam, Bloomberg.







MARCH 2024 | FOR INVESTMENT PROFESSIONAL USE ONLY Past performance does not predict future returns

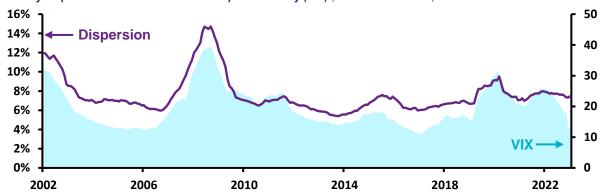
5

Sector opportunities dominate the US equity universe

The skill (or luck) of an active manager is best expressed when there is a significant performance spread among the assets he can choose from. The magnitude of the opportunities can be summed up by the level of dispersion, i.e., the cross-sectional volatility in the performance of the assets within the investment universe.

The following analysis shows that the historical monthly dispersion of stocks in the S&P500 index moves in tandem with implied volatility (as measured by the VIX index): uncertainties fuel opportunities.

Monthly dispersion of S&P500 stocks vs. implied volatility (VIX) (31.12.1990 – 29.12.2023)



Source: Ossiam, Bloomberg.

The chart below illustrates sectoral dispersion compared to total dispersion. We can observe that sectoral dispersion has increased significantly since 2020, now accounting for almost 50% of the total dispersion. In other words, opportunities have been growing, but especially between sectors.

Absolute and relative levels of monthly dispersion for S&P500 sectors (31.12.1990 – 29.12.2023)



Source: Ossiam, Bloomberg.

Additional Notes

This material has been provided for information purposes only to investment service providers or other Professional Clients, Qualified or Institutional Investors and, when required by local regulation, only at their written request. This material must not be used with Retail Investors. To obtain a summary of investor rights in the official language of your jurisdiction, please consult the legal documentation section of the website (im.natixis.com/intl/intl-fund-documents)

In the E.U.: Provided by Natixis Investment Managers International or one of its branch offices listed below. Natixis Investment Managers International is a portfolio management company authorized by the Autorité des Marchés Financiers (French Financial Markets Authority - AMF) under no. GP 90-009, and a public limited company (société anonyme) registered in the Paris Trade and Companies Register under no. 329 450 738. Registered office: 43 avenue Pierre Mendès France, 75013 Paris. Germany: Natixis Investment Managers International, Zweigniederlassung Deutschland (Registration number: HRB 129507): Senckenberganlage 21, 60325 Frankfurt am Main. Italy: Natixis Investment Managers International Succursale Italiana, Registered office: Via San Clemente 1, 20122 Milan, Italy. Netherlands: Natixis Investment Managers International, Nederlands (Registration number 000050438298). Registered office: Stadsplateau 7, 3521AZ Utrecht, the Netherlands. Spain: Natixis Investment Managers International S.A., Sucursal en España, Serrano n°90, 6th Floor, 28006 Madrid, Spain. Sweden: Natixis Investment Managers International S.A., Sucursal en España, Serrano n°90, 6th Floor, 28006 Madrid, Spain. Sweden: Natixis Investment Managers International S.A., Sucursal en España, Serrano n°90, 6th Floor, 28006 Madrid, Spain. Sweden: Natixis Investment Managers International S.A., Sucursal en España, Serrano n°90, 6th Floor, 28006 Madrid, Spain. Sweden: Natixis Investment Managers International S.A., Sucursal en España, Serrano n°90, 6th Floor, 28006 Madrid, Spain. Sweden: Natixis Investment Managers International S.A., Sucursal en España, Serrano n°90, 6th Floor, 28006 Madrid, Spain. Sweden: Natixis Investment Managers International S.A., Sucursal en España, Serrano n°90, 6th Floor, 28006 M

Provided by Natixis Investment Managers S.A. or one of its branch offices listed below. Natixis Investment Managers S.A. is a Luxembourg management company that is authorized by the Commission de Surveillance du Secteur Financier and is incorporated under Luxembourg laws and registered under n. B 115843. Registered office of Natixis Investment Managers S.A.: 2, rue Jean Monnet, L-2180 Luxembourg, Grand Duchy of Luxembourg. Belgium: Natixis Investment Managers S.A., Belgian Branch, Gare Maritime, Rue Picard 7, Bte 100, 1000 Bruxelles, Belgium.

In Switzerland: Provided for information purposes only by Natixis Investment Managers, Switzerland Sarl, Rue du Vieux Collège 10, 1204 Geneva, Switzerland or its representative office in Zurich, Schweizergasse 6, 8001 Zürich. In the British Isles: Provided by Natixis Investment Managers UK Limited which is authorised and regulated by the UK Financial Conduct Authority (FCA firm reference no. 190258) - registered office: Natixis Investment Managers UK Limited, Level 4, Cannon Bridge House, 25 Dowgate Hill, London, EC4R 2YA. When permitted, the distribution of this material is intended to be made to persons as described as follows: in the United Kingdom: this material is intended to be communicated to and/or directed at investment professionals and professional investors only; in Ireland: this material is intended to be communicated to and/or directed at professional investors only; in Guernsey: this material is intended to be communicated to and/or directed at only financial services providers which hold a license from the Guernsey Financial Services Commission; in Jersey: this material is intended to be communicated to and/or directed at professional investors only; in the Isle of Man: this material is intended to be communicated to and/or directed at only financial services providers which hold a license from the Isle of Man Financial Services Authority or insurers authorised under section 8 of the Insurance Act 2008. In the DIFC: Provided in and from the DIFC financial district by Natixis Investment Managers Middle East (DIFC Branch) which is regulated by the DFSA. Related financial products or services are only available to persons who have sufficient financial experience and understanding to participate in financial markets within the DIFC, and qualify as Professional Clients or Market Counterparties as defined by the DFSA. No other Person should act upon this material. Registered office: Unit L10-02, Level 10, ICD Brookfield Place, DIFC, PO Box 506752, Dubai, United Arab Emirates. In Japan: Provided by Natixis Investment Managers Japan Co., Ltd. Registration No.: Director-General of the Kanto Local Financial Bureau (kinsho) No.425. Content of Business: The Company conducts investment management business, investment advisory and agency business and Type II Financial Instruments Business as a Financial Instruments Business Operator. In Taiwan: Provided by Natixis Investment Managers Securities Investment Consulting (Taipei) Co., Ltd., a Securities Investment Consulting Enterprise regulated by the Financial Supervisory Commission of the R.O.C. Registered address: 34F., No. 68, Sec. 5, Zhongxiao East Road, Xinyi Dist., Taipei City 11065, Taiwan (R.O.C.), license number 2020 FSC SICE No. 025, Tel. +886 2 8789 2788. In Singapore: Provided by Natixis Investment Managers Singapore Limited (NIM Singapore) having office at 5 Shenton Way, #22-05/06, UIC Building, Singapore 068808 (Company Registration No. 199801044D) to distributors and qualified investors for information purpose only. NIM Singapore is regulated by the Monetary Authority of Singapore under a Capital Markets Services Licence to conduct fund management activities and is an exempt financial adviser. Mirova Division (Business Name Registration No.: 53431077W) and Ostrum Division (Business Name Registration No.: 53463468X) are part of NIM Singapore and are not separate legal entities. This advertisement or publication has not been reviewed by the Monetary Authority of Singapore. In Hong Kong: Provided by Natixis Investment Managers Hong Kong Limited to professional investors for information purpose only. In Australia: Provided by Natixis Investment Managers Australia Pty Limited (ABN 60 088 786 289) (AFSL No. 246830) and is intended for the general information of financial advisers and wholesale clients only. In New Zealand: This document is intended for the general information of New Zealand wholesale investors only and does not constitute financial advice. This is not a regulated offer for the purposes of the Financial Markets Conduct Act 2013 (FMCA) and is only available to New Zealand investors who have certified that they meet the requirements in the FMCA for wholesale investors. Natixis Investment Managers Australia Pty Limited is not a registered financial service provider in New Zealand. In Colombia: Provided by Natixis Investment Managers International Oficina de Representación (Colombia) to professional clients for informational purposes only as permitted under Decree 2555 of 2010. Any products, services or investments referred to herein are rendered exclusively outside of Colombia. This material does not constitute a public offering in Colombia and is addressed to less than 100 specifically identified investors. In Latin America: Provided by Natixis Investment Managers International. In Uruguay: Provided by Natixis Investment Managers Uruguay S.A., a duly registered investment advisor, authorised and supervised by the Central Bank of Uruguay. Office: San Lucar 1491, Montevideo, Uruguay, CP 11500. The sale or offer of any units of a fund qualifies as a private placement pursuant to section 2 of Uruguayan law 18,627. In Mexico: Provided by Natixis IM Mexico, S. de R.L. de C.V., which is not a regulated financial entity, securities intermediary, or an investment manager in terms of the Mexican Securities Market Law (Ley del Mercado de Valores) and is not registered with the Comisión Nacional Bancaria y de Valores (CNBV) or any other Mexican authority. Any products, services or investments referred to herein that require authorization or license are rendered exclusively outside of Mexico. While shares of certain ETFs may be listed in the Sistema Internacional de Cotizaciones (SIC), such listing does not represent a public offering of securities in Mexico, and therefore the accuracy of this information has not been confirmed by the CNBV. Natixis Investment Managers is an entity organized under the laws of France and is not authorized by or registered with the CNBV or any other Mexican authority. Any reference contained herein to "Investment Managers" is made to Natixis Investment Managers and/or any of its investment management subsidiaries, which are also not authorized by or registered with the CNBV or any other Mexican authority. In Brazil: Provided to a specific identified investment professional for information purposes only by Natixis Investment Managers International. This communication cannot be distributed other than to the identified addressee. Further, this communication should not be construed as a public offer of any securities or any related financial instruments. Natixis Investment Managers International is a portfolio management company authorized by the Autorité des Marchés Financiers (French Financial Markets Authority - AMF) under no. GP 90-009, and a public limited company (société anonyme) registered in the Paris Trade and Companies Register under no. 329 450 738. Registered office: 43 avenue Pierre Mendès France, 75013 Paris.

The above referenced entities are business development units of Natixis Investment Managers, the holding company of a diverse line-up of specialised investment management and distribution entities worldwide. The investment management subsidiaries of Natixis Investment Managers conduct any regulated activities only in and from the jurisdictions in which they are licensed or authorized. Their services and the products they manage are not available to all investors in all jurisdictions. It is the responsibility of each investment service provider to ensure that the offering or sale of fund shares or third party investment services to its clients complies with the relevant national law.

The provision of this material and/or reference to specific securities, sectors, or markets within this material does not constitute investment advice, or a recommendation or an offer to buy or to sell any security, or an offer of any regulated financial activity. Investors should consider the investment objectives, risks and expenses of any investment carefully before investing. The analyses, opinions, and certain of the investment themes and processes referenced herein represent the views of the portfolio manager(s) as of the date indicated. These, as well as the portfolio holdings and characteristics shown, are subject to change. There can be no assurance that developments will transpire as may be forecasted in this material. The analyses and opinions expressed by external third parties are independent and does not necessarily reflect those of Natixis Investment Managers. Past performance information presented is not indicative of future performance.

Although Natixis Investment Managers believes the information provided in this material to be reliable, including that from third party sources, it does not guarantee the accuracy, adequacy, or completeness of such information. This material may not be distributed, published, or reproduced, in whole or in part.

All amounts shown are expressed in USD unless otherwise indicated.

Natixis Investment Managers may decide to terminate its marketing arrangements for this product in accordance with the relevant legislation



