

## Communication to clients

*Paris, London, November 6, 2020*

Dear clients,

H<sub>2</sub>O AM and Natixis IM have entered into discussions with a view to a progressive and orderly unwind of their partnership. Such evolution is to be considered by relevant regulatory authorities and will require regulatory approvals.

These discussions relate to a potential gradual sale of Natixis IM's stake in H<sub>2</sub>O AM. The asset management company indeed intends on giving a new direction to its development as the 10-year lock-up period provided for in its shareholder covenant with Natixis IM has come to an end.

The discussions also include plans for H<sub>2</sub>O AM to take over the distribution of its products over a transition period due to last until the end of 2021. This commercial set-up that has been effective and successful with French Independent Financial Advisors since 2019, will be expanded on a global scale by H<sub>2</sub>O AM in the best interests of clients and investors.

In due course and in line with the regulatory process, H<sub>2</sub>O AM will make a further announcement regarding the impact of these proposals on its business, including its shareholding structure and changes to its governance approach. H<sub>2</sub>O AM will pursue its expansion while refocusing on its Global Macro core expertise which has remained undisputed for the past 25 years.

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### **About H<sub>2</sub>O Asset Management**

Co-founded in 2010 by four partners, H<sub>2</sub>O Asset Management LLP ("H<sub>2</sub>O") is a global macro investment management company. H<sub>2</sub>O was established around the core values of Performance, Liquidity and Transparency. In addition to its main office in London, H<sub>2</sub>O has opened offices in Monaco (H<sub>2</sub>O Monaco), in Singapore (H<sub>2</sub>O AM Asia), and in Paris (H<sub>2</sub>O AM Europe), which, alongside the London office, form one fully integrated investment process and platform. Its assets under management are €20 billion, as of end of September 2020. The H<sub>2</sub>O investment team has 25 years of experience in global macro. Its approach is long-term, top-down, mostly relative value, and unconstrained. Its investment philosophy also relies on investors' market perception and management biases as a prime source of performance. Its style is discretionary and investment decisions are backed by strong in-house engineering.

H<sub>2</sub>O AM LLP is a portfolio management company authorised and regulated by the Financial Conduct Authority (FCA) and listed on the UK Financial Services Register under firm reference number 529105. Registered address: 10 Old Burlington Street, London W1S 3AG, United Kingdom. Company Number: OC356207.

### **About Natixis Investment Managers**

Natixis Investment Managers serves financial professionals with more insightful ways to construct portfolios. Powered by the expertise of more than 20 specialized investment managers globally, we apply Active Thinking® to deliver proactive solutions that help clients pursue better outcomes in all markets. Natixis Investment Managers ranks among the world's largest asset management firms<sup>1</sup> with more than \$1 trillion assets under management<sup>2</sup> (€910 billion). Headquartered in Paris and Boston, Natixis Investment Managers is a subsidiary of Natixis. Listed on the Paris Stock Exchange, Natixis is a subsidiary of BPCE, the second-largest banking group in France. Not all offerings available in all jurisdictions. For additional information, please visit Natixis Investment Managers' website at [im.natixis.com](http://im.natixis.com) | LinkedIn: [linkedin.com/company/natixis-investment-managers](https://www.linkedin.com/company/natixis-investment-managers). Natixis Investment Managers' distribution and service groups include Natixis Distribution, L.P., a limited purpose broker-dealer and the distributor of various U.S. registered investment companies for which advisory services are provided by affiliated firms of Natixis Investment Managers, Natixis Investment Managers S.A. (Luxembourg), Natixis Investment Managers International (France), and their affiliated distribution and service entities in Europe and Asia.

<sup>1</sup> 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.

<sup>2</sup> Assets under management ("AUM") as of September 30, 2020, as reported, AUM may include notional assets, assets serviced, gross assets, assets of minority-owned affiliated entities and other types of non-regulatory AUM managed or serviced by firms affiliated with Natixis Investment Managers.

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