

## **Natixis Investment Managers strengthens UK Institutional Sales team**

**London, February 2020** – Natixis Investment Managers (“Natixis”), one of the world's largest asset management firms, has appointed James Lindsay as Director, UK Institutional Consultant Relations and Direct Sales.

Based in London, James will be responsible for extending coverage amongst UK corporate defined benefit (DB) pension fund clients and UK based investment consultants. In this newly created role, he will report to Andrew Benton, Head of Northern Europe, working closely with Will Fox Robinson, Director, UK Institutional Sales.

James brings over ten years’ experience in client relations and joins from Western Asset Management where he was Head of UK Institutional Sales, responsible for delivering outcome-oriented investment solutions for UK institutional clients. Prior to this, he worked at Legal & General Investment Management, where he was a Senior Client Manager responsible for managing strategic relationships with many of their largest UK pension fund clients.

**Andrew Benton, Head of Northern Europe at Natixis Investment Managers, said:** “We are delighted to welcome James to our Consultant Relations and Direct Sales team to build and further develop our relationships with corporate DB pension fund clients and investment consultants in the UK. James brings a wealth of knowledge and experience to date and will be a central figure as we continue to grow our institutional client base.”

**James Lindsay, commented,** “It is an exciting time to join Natixis Investment Managers as it continues to grow its business in the DB pension scheme market in the UK, and I look forward to working closely with Andrew and the team. DB pension schemes continue to face a challenging investment environment and the need to maintain liabilities at sustainable levels is as important as ever. Natixis is ideally placed to help schemes navigate this environment, through its line- up of some of the best investment managers in the industry, including names such as Loomis Sayles, Harris Associates and AEW.”

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#### **About Natixis Investment Managers**

Natixis Investment Managers serves financial professionals with more insightful ways to construct portfolios. Powered by the expertise of 24 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 \$960.3 billion / €855.4 billion AUM.<sup>2</sup> 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. Investment solutions are also offered through Natixis Advisors and Dynamic Solutions. **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 registered investment companies for which advisory services are provided by affiliated firms of Natixis Investment Managers, and Natixis Investment Managers S.A. (Luxembourg) and its affiliated distribution entities in Europe and Asia.



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