

Paris, 18 September 2012

## **Natixis Asset Management introduces Seeyond, its structured product and volatility management investment division**

**In order to offer investors resilient investments in a lastingly unstable environment, Natixis Asset Management is creating an investment division dedicated to structured products and volatility management: Seeyond. With 32 employees, the division has €14.7 billion in assets under management<sup>(1)</sup>.**

Seeyond's offering is marketed by Natixis Global Asset Management's global distribution platform and is intended for all types of investors, both professional and non-professional: institutional investors, companies, multi-managers, private banks, independent financial advisers and banking networks.

### **Strategies going beyond conventional active management**

Structured management, flexible asset allocation, active volatility management, model-driven equity management or long/short equity – all the strategies proposed by Seeyond strive to provide solutions that combine performance generation with risk reduction. *"The past decade has shown that investors are far from being remunerated in proportion to the risk taken"*, stresses Emmanuel Bourdeix, co-Chief Investment Officer of Natixis Asset Management and head of Seeyond investment division. These different strategies are implemented through an active approach in which investment decisions are both objectivised by models and risk-weighted.

### **Turning uncertainty into opportunity**

In durably volatile markets in which trends have been depleted, Seeyond's investment philosophy is based on a strong conviction: it is more efficient to exploit market volatility to generate value rather than invest according to return forecasts that are sometimes inaccurate and often unstable. Seeyond's teams thus use market variability and dispersion to generate performance and focus on risk management to construct portfolios tailored to a more complex environment.

### **Challenging conventional financial theories**

Seeyond's strength lies in its specialists' ability to constantly challenge the postulates of conventional financial theory as well as its own models. For this purpose, the teams benefit from a dedicated quantitative research platform to support them in their day-to-day management.

*"The creation of our investment division, Seeyond, meets the current needs and concerns of investors seeking resilient investments in a lastingly unstable environment"*, explains Pascal Voisin, Managing Director of Natixis Asset Management.

<sup>1</sup> Source: Natixis Asset Management as at 30 June 2012

### About Seeyond

*Seeyond is the structured product and volatility management investment division of Natixis Asset Management. In order to offer investments that combine performance generation with risk reduction, Seeyond applies investment strategies going beyond conventional active management.*

*Seeyond develops a complete range of funds in four areas of expertise: capital protected funds, model-driven and optimised equity management, multi-asset absolute return and active volatility management, equity arbitrage. The fund managers benefit from a dedicated quantitative research team.*

*Seeyond's offering is marketed by Natixis Global Asset Management's global distribution platform and is intended for all types of investors, both professional and non-professional.*

*With 32 employees, Seeyond has €14.7 billion in assets under management\*.*

*Natixis Asset Management ranks among the leading European asset managers with €287 billion in assets under management and close to 675 employees\*. Investment management at Natixis Asset Management revolves around six areas of expertise: Bonds, European equities, Investment and client solutions, Global emerging, Responsible Investment and Structured products and volatility, developed by Seeyond.*

### About Natixis Global Asset Management

*Natixis Global Asset Management, a fully-owned subsidiary of Natixis, is comprised of management and distribution companies based in Europe, the United States and Asia. The company manages assets of over €560 billion worldwide and had a workforce staff of almost 3,000 as at 30 June 2012\*.*

*\*Source: Natixis Global Asset Management as at 30 June 2012*

### About Natixis

*Natixis is the corporate, investment and financial services arm of Groupe BPCE, the 2nd-largest banking group in France with 21% of total bank deposits and 36 million clients spread over two networks, Banque Populaire and Caisse d'Epargne.*

*With around 22,000 employees, Natixis has a number of areas of expertise which are organized in three main business lines: Corporate and Investment Banking, Investment Solutions (Asset Management, Private Banking, Insurance and Private Equity) and Specialized Financial Services.*

*A global player, Natixis has its own client base of companies, financial institutions and institutional investors as well as the client base of individuals, professionals and small and medium-size businesses of Groupe BPCE's two retail banking networks.*

*Listed on the Paris stock exchange, it has a solid financial base with total Core Tier 1 capital of €12.7 billion, a Core Tier 1 ratio of 10.6% and quality long-term ratings (Standard & Poor's: A / Moody's: A2 / Fitch Ratings: A+).*

#### Press contacts

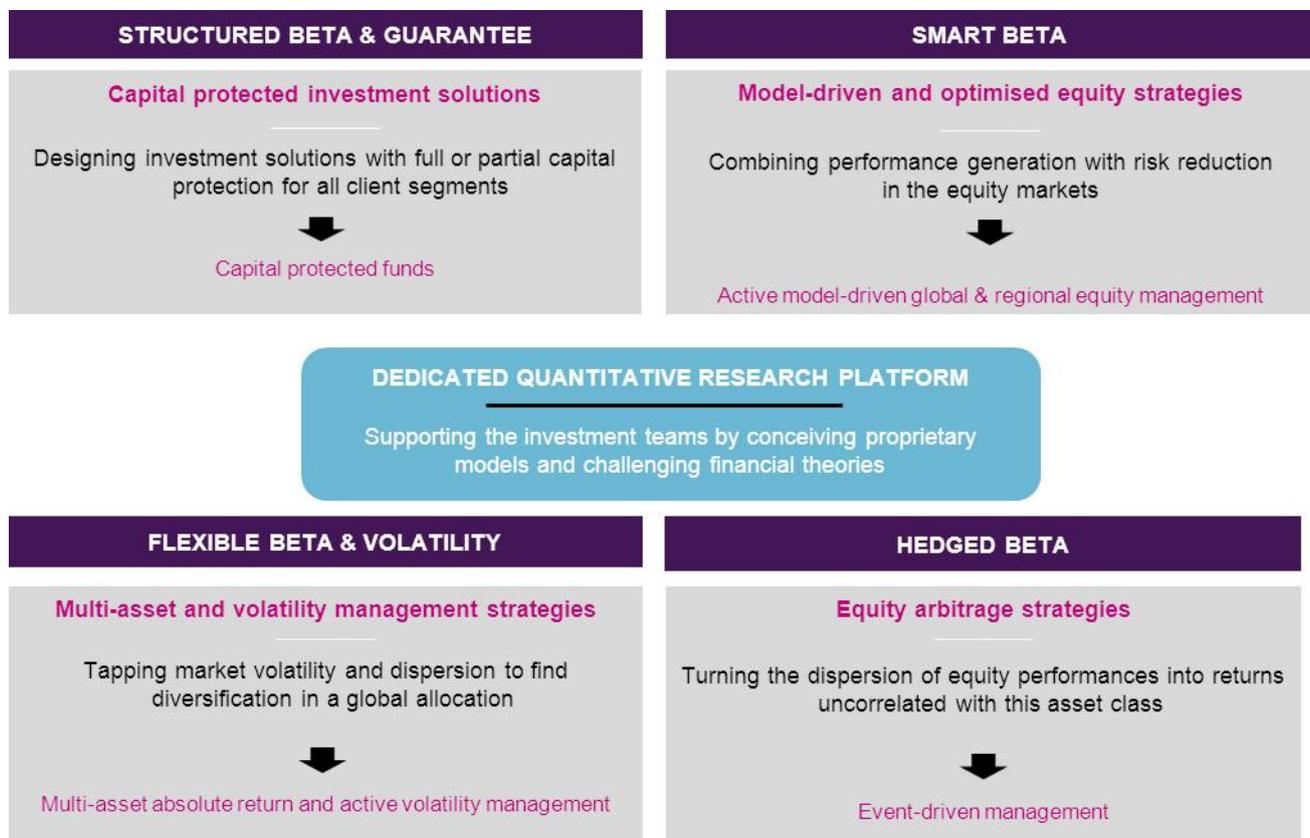
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## Appendices

### 1. Four areas of expertise and a dedicated quantitative research platform



### 2. Seeyond team biographies

#### **Emmanuel Bourdeix, co-Chief Investment Officer of Natixis Asset Management (member of the executive committee) and head of Seeyond investment division**

17 years' experience:

- Analyst-arbitrageur then structurer (Dresdner Kleinwort Benson)
- Head of the convertibles and volatility department (Crédit Agricole Asset Management), then head of the satellite equity department
- Deputy head of the equity and balanced management in 2007, then head of Europe, Emerging Markets and Global Equity Management in 2010.

Graduate of Ecole Nationale des Ponts et Chaussées, Emmanuel holds a post-masters degree in probability and finance from the Pierre et Marie Curie University in Paris.

Emmanuel joined Natixis Asset Management in September 2010

#### **Frank Trividic, head of multi-asset absolute return and active volatility management**

19 years' experience:

- Financial engineer (Banque Nationale de Paris)
- Bond and balanced management manager (Banque de Gestion Privée)
- Head of fixed income quantitative analysis (Ixis Asset Management)

Post-masters degree in modelling and mathematical methods in economics, Paris I University and Ecole Polytechnique - Masters in international finance, HEC

Frank joined Natixis Asset Management in 1999

**Nicolas Just, head of active model-driven global and regional equity management**

18 years' experience:

- Derivatives trader (Société Générale, New York)
- Sell-Side equity analyst – Head of Retail team (Exane BNP Paribas)
- Head of model-driven investment team, Europe and Japan (Natixis Asset Management)
- Head of core equity management (Natixis AM)

Graduate of HEC and CFA Institute

Nicolas joined Natixis Asset Management in 2006

**Samir Naït Bachir, head of capital protected funds**

18 years' experience:

- Assistant trader, equity derivatives (Société Générale CIB)
- Structurer, structured product portfolio manager (Crédit Agricole Asset Management)
- Head of capital protected funds (Natixis Asset Management)

Masters in Business Administration, Masters in Banking, Finance and Risk Management, Paris XIII University

Samir joined Natixis Asset Management in 2007

**Stéphane Galzy, head of equity arbitrage**

25 years' experience:

- Hedge portfolio manager (Ixis Asset Management)
- Senior portfolio manager (CPR AM)
- Trader in Japanese equities for own account (CPR)
- Head of market making team, then head of equity derivatives (SG Warburg Securities)

Graduate of HEC

Stéphane joined Natixis Asset Management in 2002

**Hamza Bahaji, head of quantitative research**

10 years' experience:

- Financial engineer (international actuarial firm)
- Quantitative structurer (Natixis Asset Management)
- Head of risk quantitative engineering (Natixis Asset Management)

Post-masters degree in finance, Paris Dauphine University

Hamza joined Natixis Asset Management in 2007