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Ostrum Asset Management launches a Hong Kong subsidiary to expand its real assets private debt management platform in APAC

Natixis Investment Managers' affiliate Ostrum Asset Management is setting up a team of experts based in Hong Kong and Singapore to extend its real assets private debt management range¹ for institutional investors, incorporating a new subsidiary in Hong Kong {Ostrum Asset Management (Hong Kong) Limited} to support its growth goals in the region. Charles Regan has been appointed Managing Director, Head of APAC Infrastructure Real Assets Private Debt and Alistair Ho has been appointed Managing Director, Head of Co-lending for Asia-Pacific. Co-lending activity will be done in partnership with Natixis's Corporate & Investment Banking division.

Ostrum AM is expanding its business in the Asia-Pacific region by opening a subsidiary in Hong Kong to provide investors opportunities to diversify into real asset private debt. This move forms part of Ostrum AM's broader strategy to expand its global platform for this asset class, managed by Denis Prouteau, Real Asset Private Debt CIO. This newly created subsidiary will provide investors with investment opportunities in the infrastructure real asset private debt space in Asia-Pacific, along with co-lending opportunities in partnership with Natixis' Corporate & Investment Banking division.

Asia-Pacific has become the world's largest infrastructure market in terms of both investment opportunities and investor demand. Ibrahima Kobar, Chief Investment Officer & Deputy Chief Executive Officer of Ostrum AM, notes, "*Asia-Pacific alone is set to account for 60% of global infrastructure spending by 2025², including the One Belt, One Road program, which will require a hefty amount of financing. Hiring renowned experts into our teams in APAC is key to helping us develop a fund range suited to our clients' needs over the months ahead.*"

Fabrice Chemouny, Head of Asia-Pacific for Natixis Investment Managers, adds, "*Real assets private debt is an excellent way to address investors' need for diversification while giving them the opportunity to finance the real economy. The asset class offers an attractive risk/return profile. Ostrum AM's range fits fully with Natixis Investment Managers' Active ThinkingSM approach.*"

Charles Regan comments: *“Asia-Pacific includes the fastest growing economies in the world and Australia, which is the 2nd largest project finance market in the world – all of which provides rising market for infrastructure debt. And infrastructure financing in Asia offers comparable risk to OECD investments³. We have been investing in the region for more than 20 years and have experienced successful execution through multiple cycles.”*

Charles Regan is joining Ostrum AM Hong Kong Limited as Managing Director, Head of APAC Infrastructure Real Assets Private Debt. Most recently, Mr. Regan was co-founder and Managing Director of Windward Capital Asia Inc. Prior to Windward Capital Asia, Mr Regan held a number of senior roles covering the region including Managing Director, Regional Co-Head of CIB and Regional Head of FIG, Asia Pacific at Banco Santander (Hong Kong) and Head of Originations, Capital Markets & Managing Director, Asia Pacific at WestLB AG (Hong Kong).

Mr. Regan received an MBA from Thunderbird School of Global Management and BBA from James Madison University.

Mr. Regan will initially be heading a team of two comprising Angus Davidson Managing Director, and Evelyn Chan, Director.

Alistair Ho is joining Ostrum AM Hong Kong Limited as Managing Director, Head of Co-Lending for Asia-Pacific in partnership with Natixis S.A.’s Corporate & Investment Banking division. Most recently, Mr. Ho was Managing Director, Head of Structured Finance, Asia ex-Japan for Mizuho Securities Asia Limited. Prior to Mizuho, Mr. Ho held a number of positions in Asia, including: Executive Director, Head of Structured Credit Syndicate, Asia Pacific at Natixis; Vice-President, Fixed Income Structured Solutions at Credit Suisse; and Vice-President, Cross-Asset Strategic Solutions at Citigroup. Before returning home to Hong Kong, Mr. Ho began his career in the Structured Credit Products Group at Citigroup in New York.

Mr. Ho received a Master of Arts – Economics and a Bachelor of Arts – Joint Honours Economics and Finance from the McGill University, Montreal, Canada. He also received a Master of Quantitative Finance from University of Waterloo, Canada.

1 Only loans excluding instruments such as bonds or notes.

2 Source: Bloomberg New Energy Finance: The Future Of Energy, 2016 and PWC, Capital Project and Infrastructure Spending: Outlook to 2025, 2014.

3 Source: Moody’s, Default and recovery rates for project finance bank loans 1983-2014, 2016. Default rate is 6.4% for Oceania and 9% for South East Asia vs 9.30% for North America.

Past performance of the manager is not necessarily indicative of the future performance.

Ostrum Asset Management Hong Kong (Ostrum HK) is wholly owned subsidiary of Ostrum Asset Management Asia Limited (Ostrum Asia) which is wholly owned subsidiary of Ostrum Asset Management.

The proposed activities to be carried out by Ostrum HK do not amount to a ‘regulated activity’ under the Securities and Futures Ordinance (“SFO”) and therefore Ostrum HK will not be a licensed or regulated entity under the SFO to carry on such business activities.

About Ostrum Asset Management

Ostrum Asset Management has been committed for more than 30 years to helping clients provide for their future and achieve their long-term financial goals. Our fund managers combine high-quality proprietary research with stringent risk analysis at each stage of the investment process to drive their decisions and deliver the highest quality outcomes for clients.

Ostrum Asset Management is based in Europe, with a local presence in the United States¹ and Asia², and provides a full range of high-performance³ active fundamental fixed-income and equity expertise, along with insurance investment management solutions to address investors' needs worldwide.

Ostrum Asset Management ranks among the leading asset managers in Europe⁴ with €257.6 billion in assets under management⁵ for institutional clients, individual investors and distributors.

Ostrum Asset Management is an affiliate of Natixis Investment Managers.

www.ostrum.com



1. US via Ostrum Asset Management U.S., LLC, limited liability company, registered as an investment adviser with the SEC.
2. Asia via Ostrum Asset Management Asia Limited – Registered as a fund management company with the Monetary Authority of Singapore – An Ostrum Asset Management subsidiary and via Ostrum Asset Management Kong Kong Limited.
3. 85% of Ostrum AM funds are ranked in the 1st or second quartile Morningstar – ranking over 3 years of Ostrum Asset Management's open-end funds – as at 12/31/2018. More details: morningstarpro.com.
4. IPE Top 400 Asset Managers 2018 ranked Ostrum Asset Management, previously Natixis Asset Management, as the 52nd largest asset manager, as at 12/31/2017.
5. Ostrum Asset Management – 12/31/2018.

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 ranks among the world's largest asset management firms¹ (\$917.1 billion/€802.1 billion AUM²).

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. Natixis Investment Managers' affiliated investment management firms and distribution and service groups include Active Index Advisors®;³ AEW; Alliance Entreprenre; AlphaSimplex Group; Darius Capital Partners; DNCA Investments;⁴ Dorval Asset Management;⁵ Flexstone Partners;⁶ Gateway Investment Advisers; H2O Asset Management;⁵ Harris Associates; Investors Mutual Limited; Loomis, Sayles & Company; Managed Portfolio Advisors®;³ McDonnell Investment Management;⁷ Mirova;⁸ MV Credit; Naxicap Partners; Ossiam; Ostrum Asset Management; Seeyond;⁸ Seventure Partners; Vaughan Nelson Investment Management; and Vega Investment Managers. Not all offerings available in all jurisdictions.

For additional information, please visit the company's website at im.natixis.com | LinkedIn: [linkedin.com/company/natixis-investmentmanagers](https://www.linkedin.com/company/natixis-investmentmanagers).

Natixis Investment Managers includes all of the investment management and distribution entities affiliated with Natixis Distribution, L.P. and Natixis Investment Managers S.A.

Natixis Distribution, L.P. is a limited purpose broker-dealer and the distributor of various registered investment companies for which advisory services are provided by affiliates of Natixis Investment Managers.

1 Cerulli Quantitative Update: Global Markets 2018 ranked Natixis Investment Managers as the 16th largest asset manager in the world based on assets under management as of December 31, 2017.

2 Net asset value as of December 31, 2018. Assets under management ("AUM"), as reported, may include notional assets, assets serviced, gross assets and other types of non-regulatory AUM. AUM does not include Vega Investment Managers, which was transferred to Natixis Wealth Management in December 2018.

3 A division of Natixis Advisors, L.P.

4 A brand of DNCA Finance.

5 A subsidiary of Ostrum Asset Management.

6 Flexstone Partners assets as of 9/30/18. Flexstone was established in 2018 by bringing together four specialized private investments firms: Caspian Private Equity, Euro-Private Equity France, Euro-Private Equity Swiss and Eagle Asia Partners.

7 Natixis Investment Managers transferred ownership of McDonnell Investment Management, LLC to Loomis, Sayles & Company, L.P. on 1/1/19.

8 Operated in the U.S. through Ostrum Asset Management U.S., LLC.

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