

Paris, May 24, 2018

## **Ostrum Asset Management and Natixis' Corporate & Investment Banking arm join forces to set up co-investment offering on real asset private debt**

**Ostrum Asset Management, an affiliate of Natixis Investment Managers, and Natixis' Corporate & Investment Banking arm are joining forces to address their clients' interest in alternative investment solutions by setting up a co-investment offering on real asset private debt in three strategic sectors for the group – real estate, infrastructure and aviation. Ostrum Asset Management has also appointed Denis Prouteau as Real Asset Private Debt Chief Investment Officer.**

### **Investors achieve unique access to real assets**

Ostrum Asset Management and the Corporate & Investment Banking division of Natixis, global leader in real asset debt origination, distribution and servicing<sup>1</sup>, are launching an innovative platform to meet investors' strong demand for diversification on these asset classes. The partnership offers investors unique access to a range of asset financing worldwide, alignment of interests with Natixis as it co-invests in these financing deals and manages servicing, and the advantages of leading European asset manager<sup>2</sup> Ostrum Asset Management's renowned investment management capabilities.

**Anne-Christine Champion, Global Head of Distribution & Portfolio Management at Corporate & Investment Banking, Natixis, states:** *"In line with our Originate to Distribute strategy, which has already enabled us to distribute under a co investment scheme €2.3bn<sup>3</sup> in real assets to institutional investors, we can now offer our real asset origination, distribution and servicing firepower to a wider range of investors via this innovative set-up."*

### **Ambitious international growth targets**

To support this expansion, Denis Prouteau has joined Ostrum Asset Management as Real Asset Private Debt Chief Investment Officer. Denis has a strong reputation with more than 30 years' experience on the international debt markets. He heads up two teams – a newly-created team based in both Paris and New York, managing mono-sourced debt and co-investing with Natixis, and an existing team based in Paris, offering investment solutions on multi-sourced debt.

**Ibrahima Kobar, Chief Investment Officer and Deputy Chief Executive Officer of Ostrum Asset Management concludes:** *"Ostrum Asset Management has ambitious international goals for its real asset private debt expertise, targeting AuM of €6bn (in € and US\$) for the asset class out to 2020 for investors based across Europe, Asia, the Middle East and North America, with an extended sector range and an enhanced team made up of 15 experts."*

**PRESS RELEASE**



1. In 2017, #13 Project Finance Bookrunner worldwide, #1 Bookrunner EMEA for real estate and #7 for energy and natural resources. Source Reuters and Dealogic
2. Source: IPE Top 400 Asset Managers 2017 ranked Ostrum Asset Management, previously Natixis Asset Management, as the 51st largest asset manager, as at 12/31/2016.
3. Source: Corporate & Investment Banking, Natixis, as at 03/31/2018.

## **Biography of Denis Prouteau, CIO Real Asset Private Debt Ostrum Asset Management**

Denis Prouteau started his career in 1986. He occupied various positions in sales and debt markets in different banks in Paris and London. In 1996, Denis became Head of Government bond trading at BNP Paribas. He joined CDC IXIS in 2001 as Head of SAS Origination, where he was appointed Head of Frequent User Group in 2007. In 2009 he became Global co-Head of Fixed Income sales at Natixis in Paris. In 2011, he joined Natixis in New York as Head of Fixed Income and then Head of Global Markets for the Americas. In 2015, he was appointed Global Head of the Credit product line at Fixed Income and in 2017, he became Head of Global Markets Research at Natixis.

Denis holds a Master's degree in finance and management from EDHEC Business School.

## **About Ostrum Asset Management**

Ostrum Asset Management has been committed to helping clients to provide for their future and to achieve other long-term goals, for more than 30 years. 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 outcome for clients.

Based in Europe, with a local presence in the United States<sup>1</sup> and Asia<sup>2</sup>, Ostrum Asset Management provides a full range of high-performance 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 European asset managers with €314.6 billion in assets under management<sup>3</sup> for institutional clients, individual investors and distributors.

Ostrum Asset Management is an affiliate of Natixis Investment Managers.

1. US via Natixis Asset Management U.S., LLC, limited liability company, registered as an investment adviser with the SEC.
2. Asia via Natixis Asset Management Asia Limited – Registered as a fund management company with the Monetary Authority of Singapore – Natixis Asset Management subsidiary.
3. Natixis Asset Management – 03/31/2018, previously Natixis Asset Management

## PRESS RELEASE



### 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<sup>SM</sup> to deliver proactive solutions that help clients pursue better outcomes in all markets. Natixis ranks among the world's largest asset management firms<sup>1</sup> (€818 billion / \$1.008 billion AUM<sup>2</sup>).

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

1. Cerulli Quantitative Update: Global Markets 2017 ranked Natixis Investment Managers (formerly Natixis Global Asset Management) as the 15th largest asset manager in the world based on assets under management as of December 31, 2016.
2. Net asset value as at March 31st 2018, Assets under management ("AUM"), as reported, may include notional assets, assets serviced, gross assets and other types of non-regulatory AUM.

### About Natixis

Natixis is the international corporate and investment banking, asset management, insurance and financial services arm of Groupe BPCE, the 2nd-largest banking group in France with 31 million clients spread over two retail banking networks, Banque Populaire and Caisse d'Épargne.

With more than 21,000 employees, Natixis has a number of areas of expertise that are organized into four main business lines: Asset & Wealth Management, Corporate & Investment Banking, Insurance 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 banking networks.

Figures as at March 31, 2018

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