

PRESS RELEASE

Paris, October 24th 2012

Natixis Asset Management launches a responsible investment partnership with the University of Cambridge

Natixis Asset Management (Natixis AM) announced a partnership with the Cambridge Programme for Sustainability Leadership (CPSL), hosted at the University of Cambridge, to explore and promote sustainable investment and more responsible behaviour by financial firms in Europe and internationally.

The partnership will cover two main areas. The first is an active research-based collaboration involving nine joint publications over the next three years. These reports will analyse how sustainable development issues, such as climate change, biodiversity and human rights, can affect current business models and enable the success of new solution providers. Natixis AM analysts and Cambridge academics will work together to deliver evidence-based recommendations on how to invest sustainably. The papers will be made available publicly with a view to driving better investment decisions across the sector.

The second area of collaboration will be an Investors Leaders Group to be housed at CPSL and chaired by Natixis AM's Deputy CEO and head of responsible investment division, Philippe Zaouati. The group, which will be convened next year, will bring leading investment professionals at Chief Executive level together to define how to encourage deeper integration of environmental and social considerations into investment decisions and promote increased engagement by shareholders.

Overall, the partnership between CPSL and Natixis AM is designed to enhance financial practices in order to address the sustainable challenges of society and the environment. By working together, academics and investment professionals will attempt to improve the way in which sustainability is taken into account in asset allocation and stocktaking. The ultimate aim is to meet the needs of clients by improving the behavior of financial markets and addressing their inherent instability.

Philippe Zaouati said: "This partnership is unique because it combines the knowledge and scientific expertise of leading academics with the current market experience and talent of a leading investment house. We hope it will contribute by turning relevant and pioneering ideas into transformative action. For Natixis AM it is the next critical step on our central and definitive responsible investment journey."

Dr Jake Reynolds Deputy Director at CPSL said: "We are extremely pleased to be working with Natixis AM. This is an area of unparalleled importance not only to the economy but also for the lives of people all over the world and the health of the planet on which we depend. The challenge will be to identify concrete actions that help the investment industry escape the constraints of short-termism – and the research we are conducting with Natixis AM will help us to achieve that."

The partnership is part of Natixis AM's ongoing efforts to promote socially responsible investment, and aligns with the recent creation of a responsible investment division, with €3.9bn in SRI equity, €6.5bn in advising on ESG/SRI (excluding equities), €20.4bn in voting and engagement in assets under management⁽¹⁾. Research undertaken could ultimately be also useful in others investment divisions within Natixis AM.

About CPSL

The University of Cambridge Programme for Sustainability Leadership (CPSL) is an institution within the School of Technology of the University of Cambridge and is dedicated to working with leaders from business, government and civil society on the critical global challenges of the 21st century. CPSL contributes to the University's mission and leadership position in the field of sustainability via a mix of executive education programmes and business platforms, informed by world-class thinking and research from the University of Cambridge and other partners.

CPSL's executive education programmes provide leaders with insight and understanding into global problems such as climate change, water scarcity and food security. Over 6,000 senior executives have undertaken these programmes in Cambridge, Brussels, Cape Town, Melbourne and Atlanta, or in-company for customised programmes. CPSL's Master's level accredited programmes offer participants the time to reflect on these issues and to test new ideas back in the workplace.

CPSL's business platforms include leadership groups which help senior practitioners identify what needs to change within their sector or system, and take practical action to achieve this with their peers, and laboratories which are time-bound problem-solving groups focused on particular sustainability challenges.

About Natixis Asset Management

With assets under management of € 287 billion and 675 employees, Natixis Asset Management ranks among the leading European asset managers. Natixis Asset Management offers its clients - institutional investors, companies, private banks, retail banks and other distribution channels - tailored, innovative and efficient solutions centred around 6 investment divisions: Fixed income, European equities, Investment and client solutions, Structured and volatility, Global emerging and Responsible investing.*

*Natixis Asset Management's Responsible Investment division implements a global approach of responsible investment through investment strategies (ESG, thematic, impact investing) and a service offering for the exercise of voting rights and engagement. With a track record of more than 25 years, Natixis Asset Management is the second-largest European asset manager in terms of assets managed in open-ended SRI funds and social/solidarity business funds**.*

Natixis Asset Management's offer is distributed through the global distribution platform of Natixis Global Asset Management, which offers access to the expertise of more than twenty management companies in the United States, Asia and Europe.

*Source Natixis Asset Management – 30/06/2012.

**Source: Feri Lipper – Juin 2012

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'Épargne.

With around 22,000 employees, Natixis has a number of areas of expertise which are organized in three main business lines: Wholesale Banking, Investment Solutions 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 €13.2 billion, a Core Tier 1 ratio of 10.9% and quality long-term ratings (Standard & Poor's: A / Moody's: A2 / Fitch Ratings: A+).

*Source Natixis – 30/06/2012

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