



Press release – February 18<sup>th</sup>, 2022

# Dorval Asset Management boosts its expansion and appoints a Head of Sales & Marketing Development

Dorval Asset Management (Dorval AM) an affiliate of Natixis Investment Managers (Natixis IM), has hired Philippe Cormon as Head of Sales and Marketing Development to support its growth ambitions.

To support its development, Dorval AM is strengthening its sales organization by internalizing the distribution of its offer to all external clients (asset managers, wholesalers, institutional investors, insurers in France and abroad), which was previously handled by Natixis IM. Philippe Cormon joins Dorval AM to lead Business Development and Marketing, with over 26 years of experience in asset management, life insurance and private banking. He will be responsible for building a team of four development professionals to support clients in their investment strategies to be completed by 2023. The distribution of Dorval AM offering to the Banque Populaire and Caisse d'Epargne networks will remain unchanged and will continue to be handled by the Natixis Investment Managers teams.

Dorval Asset Management aims to accelerate its development and grow its footprint in France and abroad. In line with its philosophy of "Bringing value to your values", Dorval AM promotes a range of products and services almost fully SRI labelised, to better meet the need of clients.

In January, the asset manager also launched Dorval European Climate Initiative, its first climate fund with a sustainable investment objective, to support corporations' economic transition\*. \*All information on Dorval Asset Management's offerings is available on the website https://www.dorval-am.com/en\_FR

"I am convinced that this new impetus will enable us to be closer to our clients and to accompany them on their investment journey. We are delighted to welcome Philippe Cormon to Dorval Asset Management to help us continue to develop our offer to all our external clients. Alongside the Natixis Investment Managers teams for the distribution of solutions to the Banque Populaire and Caisse d'Epargne networks, Philippe and his team will play a decisive role in the deployment of our offering, which is now almost fully SRI labelised," comments Jean-Francois Baralon, CEO of Dorval Asset Management.

Philippe Cormon is graduated from Institut Supérieur de Gestion, and he began his career in 1995 at Banque ROBECO as a private banker and then Head of Private Clients. In 1999, he participated to the establishment of Deutsche Bank Gestion Privée in France as Director of Private Clients. In 2002, he continued his professional career at Generali Patrimoine to develop









Key Account partnerships. From 2004 until 2018, he worked at Edmond de Rothschild Asset Management and held various positions including Director of Distribution in Europe, Director of Institutional Clients and Distribution for France and Benelux. Finally, he joined Trusteam Finance in 2019 as Director of Development for France, BeLux, Switzerland and Italy.

\*The fund is exposed to the following specific risks: equity risk, currency risk, interest rate risk, credit risk, risk related to the use of financial derivative instruments and sustainability risk. The capital invested is not guaranteed.

#### **Disclaimer:**

Figures refer to past years. Past performances are not a reliable indicator of future performances.

As with any investment, the funds managed by Dorval Asset Management present a risk of capital loss and the return of invested capital is not guaranteed.

# **Legal information:**

# **Marketing document**

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#### **About Dorval Asset Management**

### Dorval Asset Management: Bringing value to your values

Dorval Asset Management is a management company recognized in the areas of flexible wealth management strategies and stock-picking in European equities.

Approved by the French Financial Markets Authority (AMF) since 1993, 99.24% of its capital is held by Natixis Investment Managers and 0.76% by its employees. Dorval Asset Management implements conviction-based wealth management, characterized by active management removed from indices.

Dorval Asset Management offers an SRI philosophy across three fund ranges classified SFDR 8 or 9.

- The SRI-accredited Global Convictions range offers a complementary alternative to traditional general account investments and sovereign bonds.
- The SRI-accredited Convictions range is an active and responsible investment range that adapts to the European equities environment by adjusting risk to the macro-financial environment.
- The SRI-accredited Manageurs range is built on shareholder dialogue, drawing on a practical and collaborative approach in our role as shareholder. Corporate governance is a central plank of socially responsible investment in this range as we support a responsible economy.
- Lastly, our climate range with the Dorval European Climate Initiative fund, the first fund classified SFDR 9 and addressing the Climate theme. The fund carries the French SRI accreditation and is undergoing the Greenfin certification process.

Dorval Asset Management's product range is marketed by Groupe BPCE's retail banking networks and by Dorval Asset Management to all external clients (financial advisers, wholesale, institutional investors, insurers in France and internationally).

As at December 31, 2021, Dorval Asset Management had €1.5 billion in assets under management.

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

Natixis Investment Managers' multi-affiliate approach connects clients to the independent thinking and focused expertise of more than 20 active managers. Ranked among the world's largest asset managers1 with nearly \$1.4 trillion assets under management2 (€1,245.5 billion), Natixis Investment Managers delivers a diverse range of solutions across asset classes, styles, and vehicles, including innovative environmental, social, and governance (ESG) strategies and products dedicated to advancing sustainable finance. The firm partners with clients in order to understand their unique needs and provide insights and investment solutions tailored to their long-term goals.

Headquartered in Paris and Boston, Natixis Investment Managers is wholly owned by Natixis. Natixis is a subsidiary of BPCE, the second-largest banking group in France. Natixis Investment Managers' affiliated investment management firms include AEW; Alliance Entreprendre; AlphaSimplex Group; DNCA Investments; 3 Dorval Asset Management; Flexstone Partners;









Gateway Investment Advisers; Harris Associates; Investors Mutual Limited; Loomis, Sayles & Company; Mirova; MV Credit; Naxicap Partners; Ossiam; Ostrum Asset Management; Seeyond; Seventure Partners; Thematics Asset Management; Vauban Infrastructure Partners; Vaughan Nelson Investment Management; and WCM Investment Management. Additionally, investment solutions are offered through Natixis Investment Managers Solutions and Natixis Advisors, LLC. Not all offerings are available in all jurisdictions. For additional information, please visit Natixis Investment Managers' website at im.natixis.com | LinkedIn: linkedin.com/company/natixis-investment-managers.

Natixis Investment Managers' distribution and service groups include Natixis Distribution, LLC, a limited purpose broker-dealer and the distributor of various U.S. registered investment companies for which advisory services are provided by affiliated firms of Natixis Investment Managers, Natixis Investment Managers S.A. (Luxembourg), Natixis Investment Managers International (France), and their affiliated distribution and service entities in Europe and Asia.

- **1** Cerulli Quantitative Update: Global Markets 2021 ranked Natixis Investment Managers as the 15th largest asset manager in the world based on assets under management as of December 31, 2020.
- 2 Assets under management ("AUM") as of December 31, 2021 are €1,245 billion. AUM, as reported, may include notional assets, assets serviced, gross assets, assets of minority-owned affiliated entities and other types of non-regulatory AUM managed or serviced by firms affiliated with Natixis Investment Managers. Excluding H2O Asset Management.

3 A brand of DNCA Finance.

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