



EXPERTISE WITHIN EARSHOT

CANDRIAM, A PENSION FUND PARTNER YOU CAN TRUST



CANDRIAM 
A NEW YORK LIFE INVESTMENTS COMPANY

A DEDICATED PARTNER TO MANAGE YOUR PENSION FUNDS

Candriam Investors Group is one of Europe's most highly regarded asset managers. As a **multi-specialist** with a strong local presence in numerous European countries and more than 20 years of experience, CANDRIAM has built its reputation on its **innovativeness** and ability to **generate performance** in partnership with its clients. CANDRIAM, as a responsible asset manager, has integrated global sustainable development trends into its corporate strategy.

EXCELLENCE AT YOUR SERVICE

CANDRIAM supplies, **for pension funds, dedicated solutions and services** such as asset-liability analysis, dynamic strategies to optimise risk-return on the basis of your pension liabilities, and value-added management reports. Our expertise in all traditional, alternative and SRI asset classes has stood us in good stead over the years. The same concern for excellence guides us throughout the value chain – from asset allocation to reporting.

OUR EXPERTISE, A GUARANTEE OF CONFIDENCE

Our wealth of market insight and our experience in managing **all types of pension liabilities** (defined-benefit, defined-contribution and mixed plans) in many European countries has earned us our clients' confidence for more than 20 years now. As a result, CANDRIAM currently manages over **300 mandates**.

A LOCAL PARTNER

Having a **strong local presence** and on-the-ground teams of specialists allows CANDRIAM to offer bespoke solutions adapted to every situation. In order to fully understand and anticipate local issues, we take active part in a range of working groups and forums alongside our peers in the pension fund industry.

THE STRENGTH OF A STABLE SHAREHOLDER

CANDRIAM is an independent asset manager backed by New York Life, **one of the world's largest life insurance companies**. Founded in 1845, New York Life is the US's largest mutual life insurance company. It benefits from the best financial ratings ever awarded to a life insurance company in the US: Aaa (Moody's Investors Service), AA+ (Standard & Poor's), AAA (Fitch), A++ (A.M. Best)⁽¹⁾.

KEY PROOF POINTS

- **88%** of our funds have been awarded 3-4-5 Morningstar stars⁽²⁾.
- CANDRIAM has no fewer than **300 mandates** under management.

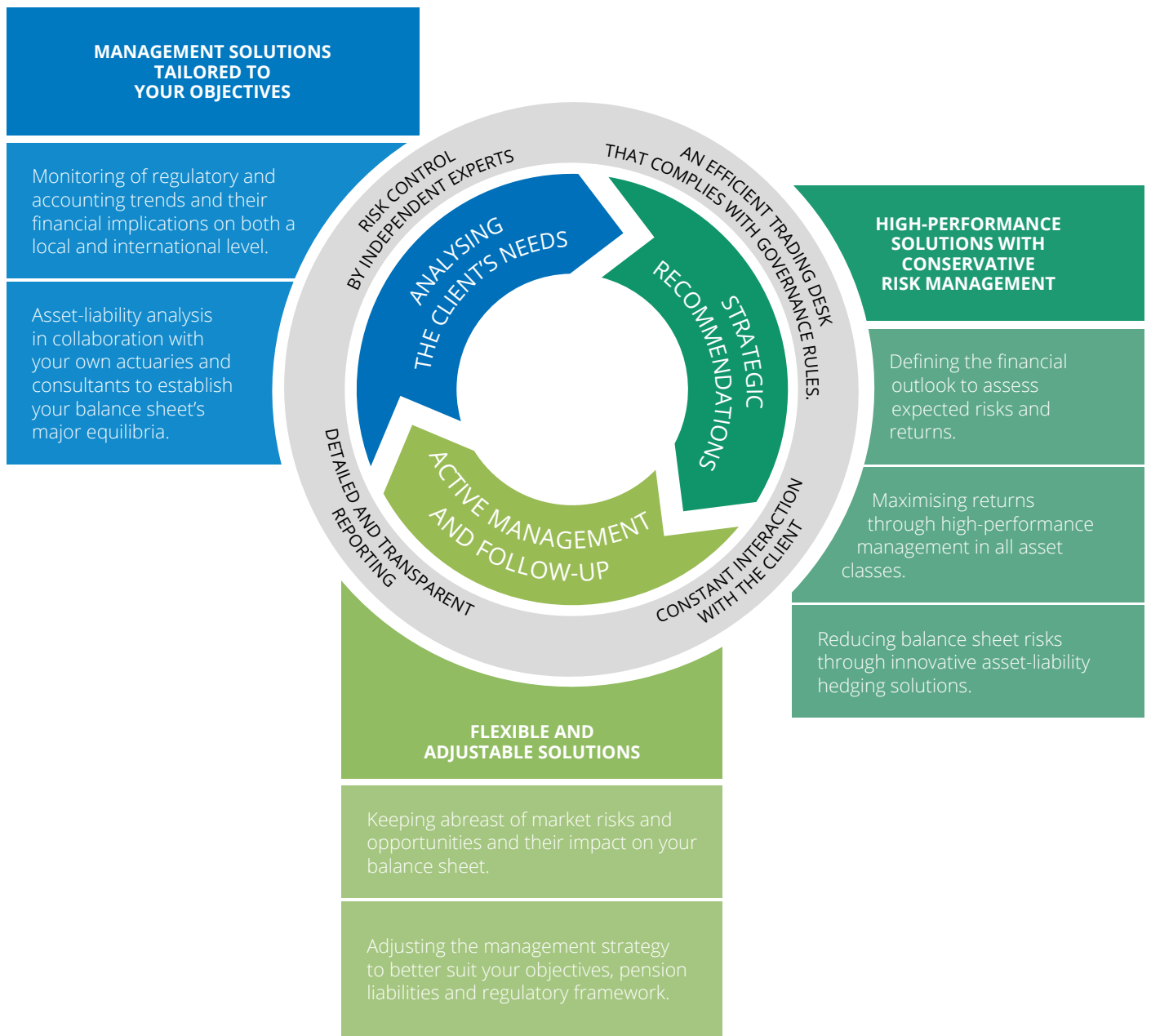


(1) Third-Party Ratings based on financial strength as at 30 June 2016.

(2) Overall Morningstar Rating for all Candriam funds at 30 September 2016.

TAILORED SOLUTIONS ADAPTED TO EACH SITUATION

CANDRIAM offers innovative solutions **suited to your pension fund objectives, also taking into account specific regulatory restrictions**. In collaboration with the plan's actuaries, **our teams have developed** a comprehensive asset-liability analysis procedure and provide strategic recommendations to optimize the portfolio's asset allocation process.



CONVICTION AND RESPONSIBILITY AT THE HEART OF OUR BUSINESS APPROACH

CONVICTION

Clear convictions, combined with creative ideas and thorough processes, play a key role in our constant drive for excellence. Our ongoing quest for improvement and innovation keeps us ahead of the competition.

RESPONSIBILITY

Our responsibility-driven processes are key to sustainable value creation. Whether it concerns our investments, our clients, our in-house teams, or the company's environment or market area, we act with full integrity and build long-term relations based above all on respect.

WHAT DO OUR CLIENTS SAY?

"We have full confidence in CANDRIAM's vision, thorough approach and strong convictions are amply demonstrated by all their staff."

[A BELGIAN PENSION FUND]

"CANDRIAM has always made a point of defending our interests. It has always worked alongside us and in perfect tandem with our teams."

[AN ITALIAN PENSION FUND]

"What we like about CANDRIAM is their ingenuity. Their expertise and local market knowledge make it possible to offer innovative solutions suited to our pension liabilities."

[A LUXEMBOURG PENSION FUND]

"CANDRIAM has set up a solution tailored to our regulatory restrictions. More than an asset manager, CANDRIAM is a true partner."

[A DUTCH PENSION FUND]

MULTI-DISCIPLINARY TEAMS AT YOUR SERVICE

CANDRIAM's **multi-talented management teams** manage your pension fund assets.



50 client relation managers throughout Europe, the US and the Middle East.



150 asset managers
with local expertise and
deep market insights.



**ALM specialists and
in-house actuaries**
who can work in
partnership with
your own actuaries
and consultants on
providing the most
appropriate solutions
for your business.



**Independent risk-
control experts**
contribute to all levels
of the investment
process.



A dedicated **reporting
servicing team to
provide you** with
transparent and
tailored information.

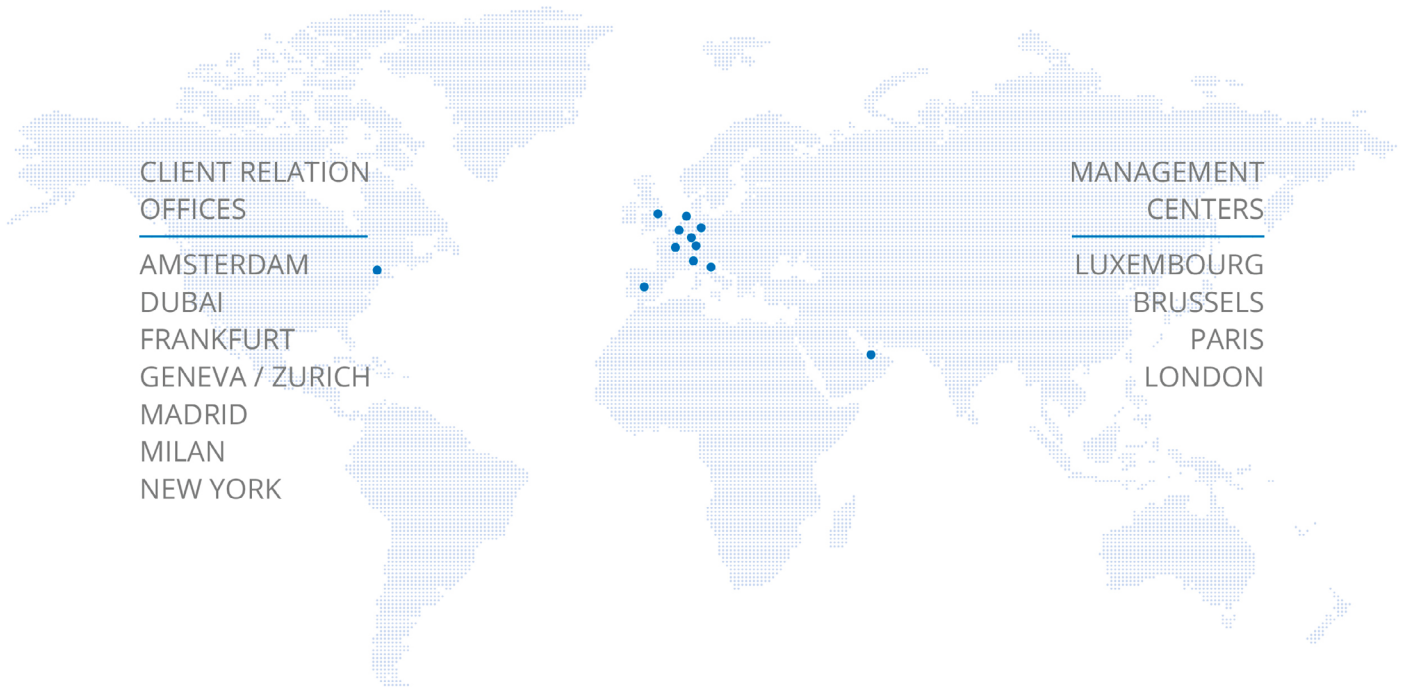


Dedicated task forces
to monitor regulatory
trends and anticipate
any potential impact on
your balance sheet.

CANDRIAM AT YOUR SIDE

CANDRIAM also offers a range of complementary services designed specifically for pension funds:

- **Portfolio transition** management.
- Personalised **cross-border solutions** to pool assets and liabilities.
- **Training** to help you gain better insight into the markets, financial products and the latest developments in prudential and financial regulations such as IORP II and EMIR.
- **Meetings with our pension fund experts** at CANDRIAM's regular client seminars.



ABOUT NEW YORK LIFE INVESTMENTS

New York Life Insurance Company, a Fortune 100 company founded in 1845, is one of the largest life insurers in the world⁽¹⁾. Known for its financial strength and integrity, the New York Life's family of companies offers life insurance, retirement income, investments and long-term care insurance.

New York Life Investments, a wholly owned subsidiary of New York Life Insurance Company, is a leading investment management firm ranked among the world's largest asset managers⁽²⁾. Through its multiple-boutique investment structure, it offers access to an array of fixed income, equities and alternative products for institutional and retail clients.

EQUITIES | BONDS | SRI | ABSOLUTE RETURN | ASSET ALLOCATION



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(1) Based on revenue as reported by "Fortune 500 ranked within Industries, Insurance: Life, Health (Mutual)", Fortune, 6 June 2016. See http://money.cnn.com/magazines/fortune/fortune500/2013/faq/?iid=F500_sp_method%20for%20methodology.

(2) Source: New York Life Investments ranked 24th among the world's largest money managers within Pensions & Investments, May 30, 2016. Rankings are based on total worldwide institutional assets under management for the year-end 2015. New York Life Investments assets include assets of affiliated investment advisors. "New York Life Investments" is a service mark used by New York Life Investment Management Holdings LLC and its subsidiary, New York Life Investment Management LLC.

