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Q Describe your firm, its offerings and its mission.

Natixis Global Associates is the worldwide distribution network of Natixis Global Asset Management, a \$752 billion firm (as of 3/31/11) with a multi-boutique structure. Through this structure we are able to offer financial professionals a single point of access to a diverse range of specialized, affiliated money managers across equity, fixed-income and alternatives. Our affiliated managers are industry-leading thinkers who provide a diversity of opinions and investment products that can help advisors create total solutions for clients that help build their business. It's a process we call **Better thinking. Together.**

Q Describe your investment strategy and how it might be unique.

Our investment strategy has evolved from our ability to tap the expertise of some of the industry's most experienced and specialized money managers. Our product line-up ranges from traditional equity and fixed-income to alternative mutual funds with managers from three different affiliated firms. We believe that managing risk is at least as important as pursuing return. And we value investment managers who remain true to their individual philosophies, because meaningful diversification is the foundation of durable portfolio construction.

Q Describe how your investment products fit into a well-rounded asset allocation strategy.

We believe a properly diversified portfolio should be composed of a combination of assets that can enhance return while reducing risk. Lowering overall portfolio volatility has the short-term advantages of potential loss mitigation. But more important, a less volatile portfolio makes it easier for investors

to do the right thing, which is stay invested for the long run. A combination of long-only equity and fixed-income – combined with liquid, transparent and risk-managed alternative mutual funds – may result in durable portfolios suitable for investors of any risk tolerance.

Q How has your firm adapted during the recent economic downturn?

As investors adapt to uncertain and often volatile markets, risk management has become a central strategy in portfolio construction. It's our view that investors need a broader set of tools to match up to the realities of risk. Over the past three years we have introduced a suite of alternative mutual funds managed to specific volatility targets. But new products are only one part of the solution. Developing a new framework related to risk management, diversification, asset allocation and alternatives has also been an important part of our strategy over the past few years.

AT A GLANCE

Firm name: Natixis Global Associates
Principal: David Giunta, President and CEO, Natixis Global Associates – U.S.
Employees: 350 U.S.; 125 International
Location: Headquarters in Boston, MA and Paris, France
Years in business: Since 1967; operating under the Natixis Global Asset Management name since 2007
Assets under management: \$752 billion as of 3/31/11
Minimum investment: N/A

Natixis Global Associates is the umbrella name that consists of Natixis Distributors, L.P., Natixis Asset Management Advisors, L.P., Natixis Global Associates, LLC, Natixis Global Associates S.A., and business development units located across the globe, each of which is an affiliate of Natixis Global Asset Management. Natixis Distributors, L.P. and Natixis Asset Management Advisors, L.P. are located at 399 Boylston Street, Boston, MA 02116.