

Groupama Asset Management net income up by nearly 60%

- Groupama Asset Management 8th largest Asset Management Company in France
- Record assets under management: €88.8 billion
- Turnover up 21% to €134.4 million
- Net income up 58% to €24.2 million

Groupama Asset Management: a benchmark for asset management companies, solid and reliable

A subsidiary of Groupama, Groupama AM has once again demonstrated the robustness of its business model. In an uncertain context, marked by the high volatility of the financial markets, the company presents strong results, demonstrating the relevance of its choices and the quality of its management processes. Groupama AM and Groupama Fund Pickers, its multi-management subsidiary, achieved annual turnover of €134.4 million in 2009, up by over 20%.

Assets under management totalled €88.8 billion at 31 December 2009. These assets have grown by €7.5 billion compared to 2008 due, on the one hand, to the rise in the markets and the return on assets, and, on the other hand, net inflow that reached €2 billion, 1 billion of which was for clients outside the group. The net income of €24.2 million, up by nearly 60%, contributes to strengthening the company's financial solidity.

Dynamic marketing activity in France and abroad

Groupama AM confirms its presence on the institutional tenders market. Its marketing campaign with multi-management companies and private banks has led to a large number of responses to the referencing questionnaires.

In line with the French collective asset management market, Groupama AM posted a positive inflow in 2009 of €2 bn, despite major redemptions at the end of the year on money market products. The inflow from new clients from outside of the Group represented €1 bn. 2009 was marked by the establishment of 85 new business relations.

Groupama AM is also continuing to develop internationally, in regions where its expertise is in demand. The company has for a number of years provided increasing support to the international subsidiaries of Groupama, in terms of asset management. In 2009, close to €7 bn of assets were managed on behalf of Group entities. Groupama AM also strengthened its activity in Italy, through its Italian subsidiary Groupama Sgr. In Spain, in a shrinking collective management market, the Spanish branch nonetheless posted a positive inflow.



Asset Management

Sharing management expertise

At the end of 2009, Groupama AM was keen to develop the sharing of its management expertise by implementing a new organisation in response to major changes in the asset management industry and to meet the demands of its institutional customers. Focusing on resolutely active management, Groupama AM has merged its fixed income and equity teams into a single division for fundamental management (fixed income, equities, ALM fixed income and shares, money market) thus creating a consolidated management division. The purpose of this division is to focus on managing products that target absolute performance or that are specialised in a particular market segment. The cross-disciplinary approach and continuous exchanges between the teams, which are the very foundations of our company's culture, have been strengthened by this new organisation. This project has confirmed the benefits of greater efficiency that can be achieved through such working methods.

The management teams are supported by the research division, an integral part of the management process. This division is composed of the financial and extra financial analysis, economic studies and financial engineering teams. In 2009, the trading desk was set up in addition to this internal resource, following the separation of the management and trading functions, and placed under the responsibility of a dedicated and centralised team.

2010 outlook: continuing development in France and abroad

In 2010, Groupama AM expects to continue to grow both in France and abroad. The company boasts many advantages that will enable this growth, one of which is the backing of a strong group and a management style that is active and effective over time, something that institutional investors value.

The focus for expansion in 2010 is as follows:

- increase the assets under management and the client base in France and in Europe in the group and outside the group with the creation of a SICAV mutual fund for European distribution under the new UCITS IV standard planned for 2012;
- diversify the asset management offering by developing the absolute management offering and the various different management strategies;
- develop our reputation for multi-management expertise in France;
- continue to improve operating efficiency and risk management.

GROUPAMA ASSET MANAGEMENT

With €88.8 billion of assets under management (as at 31 December 2009) primarily for institutional investors, Groupama Asset Management is currently the 8th largest asset management company in France. It is a subsidiary of Groupama, France's leading mutual insurance group, and is recognised for its active asset management in Europe.

In 2009 and for the 3rd year in a row, Eurofonds-FundClass ranked it the number one French and European asset manager in its class for the consistency of its performance.

Groupama Asset Management

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Past performance is not a reliable indicator of future performance.