

## **Flexstone Partners wins USD100m private equity mandate with Hostplus**

**Sydney, 22 September 2020** – Natixis Investment Managers has today announced that its global private investments firm, Flexstone Partners (Flexstone), has been awarded a USD100million private equity mandate from Hostplus. The new mandate will see the superannuation fund invest in Flexstone's new Global Opportunities IV strategy.

The mandate will give Hostplus direct exposure to 40+ co-investments, in mid-market US and European private companies.

Eric Deram, Managing Partner at Flexstone, said: "This mandate will allow Hostplus members to benefit from the crucial buffer that private equity investors enjoy but isn't always available to other investors. This is especially important during COVID-19, with the goal for Hostplus members to ride out an extended period of global market dislocations."

Louise Watson, Managing Director and Head of Distribution, Australia & New Zealand, for Natixis Investment Managers, said: "Hostplus' decision to award its private equity mandate to Flexstone shows the Fund's genuine and ongoing interest in private markets to meet the investment and retirement income needs of its members. We're very happy to partner with Hostplus in this new investment, and to facilitate a great working relationship between Hostplus and our affiliate managers."

The deal marks the continuation of the relationship between Flexstone and Hostplus, which was established in 2014 via a mandate with Caspian, which later merged with Natixis Investment Managers' private equity affiliates, Europe PE and Eagle Asia to form Flexstone in 2019. In 2018, Hostplus also invested in Flexstone's US private equity emerging managers program.

Nitin Gupta, Managing Partner at Flexstone, said: "We are excited to continue to work with the Hostplus team in order to provide them access and returns across private markets in US and in Europe."

Sam Sicilia, Hostplus' CIO, said: "We're very pleased to award Flexstone this important mandate. They are an outstanding manager and our investment in private equity has provided some of the most attractive risk-adjusted opportunities this year. This investment will play an important role in contributing to our quest to identify and secure appropriately diverse sources of return."

### **Press contacts**

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### **About Hostplus**

With its origins in the Hospitality & Tourism Industries, Hostplus continues to evolve as the lifetime fund of choice for all Australians, delivering retirement income security to its members. Established over 30 years ago, Hostplus is today a top 200 global pension fund and one of the largest super funds in Australia, with 1.3 million members, 218,000 actively contributing employers and US \$36.5 billion (\$A50 billion) in funds under management. Further information: [www.hostplus.com.au](http://www.hostplus.com.au)

### **About Flexstone Partners (“Flexstone”)<sup>0</sup>**

Flexstone is a leading investment solutions provider in private assets with a global reach and local footprints in New York, Paris, Geneva, and Singapore. It specializes in the selection of private equity, private debt, real estate, and infrastructure fund managers for investment by Flexstone’s clients.

Flexstone manages primary and secondary investments as well as co-investments. Flexstone’s expertise is distinguished by a high flexibility in building customized portfolios that are tailored to the unique needs and constraints of each investor whether institutional or private individual<sup>1</sup>. Flexstone offers a large range of services, from advising on private assets portfolio construction to the management of fully discretionary separate accounts and funds of funds.

Flexstone, with more than 40 professionals, manages or advises \$8.1 billion\*. It is a majority owned subsidiary of Natixis Investment Managers, one of the largest investment managers worldwide.

Further information: [www.flexstonepartners.com](http://www.flexstonepartners.com)

\* Source: Flexstone Partners at 08/31/2020. Assets under management and advisory made up of commitments for closed-end private placement funds, and sum of Net Asset Value and unfunded commitments otherwise.

### **About Natixis Investment Managers**

Natixis Investment Managers serves financial professionals with more insightful ways to construct portfolios. Powered by the expertise of more than 20 specialized investment managers globally, we apply Active Thinking<sup>®</sup> to deliver proactive solutions that help clients pursue better outcomes in all markets. Natixis Investment Managers ranks among the world’s largest asset management firms<sup>4</sup> with more than \$1 trillion assets under management<sup>5</sup> (€906.0 billion).

Headquartered in Paris and Boston, Natixis Investment Managers is a subsidiary of Natixis. Listed on the Paris Stock Exchange, Natixis is a subsidiary of BPCE, the second-largest banking group in France. Natixis Investment Managers’ affiliated investment management firms include AEW; Alliance Entrepreneurs; AlphaSimplex Group; DNCA Investments;<sup>6</sup> Dorval Asset Management; Flexstone Partners; Gateway Investment Advisers; H2O Asset Management; 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; Vega Investment Managers;<sup>7</sup> and WCM Investment Management. Additionally, investment solutions are offered through Natixis Investment Managers Solutions, and Natixis Advisors offers other investment services through its AIA and MPA division. **Not all offerings available in all jurisdictions.** For additional information, please visit Natixis Investment Managers’ website at [im.natixis.com](http://im.natixis.com) | LinkedIn: [linkedin.com/company/natixis-investment-managers](https://www.linkedin.com/company/natixis-investment-managers).

Natixis Investment Managers’ distribution and service groups include Natixis Distribution, L.P., 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.

<sup>0</sup> Flexstone is the name that collectively identifies Flexstone and its underlying companies.

<sup>1</sup> Under certain conditions related to marketing and prospection regulatory requirements specific to each entity.

<sup>2</sup> Starting 4/1/2019.

<sup>3</sup> Under certain conditions related to marketing and prospection regulatory requirements specific to each entity.

<sup>4</sup> Cerulli Quantitative Update: Global Markets 2020 ranked Natixis Investment Managers as the 17th largest asset manager in the world based on assets under management as of December 31, 2019.

<sup>5</sup> Assets under management (“AUM”) as of June 30, 2020 is \$1,017.7 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.

<sup>6</sup> A brand of DNCA Finance.

<sup>7</sup> A wholly-owned subsidiary of Natixis Wealth Management.

Natixis Investment Managers Australia Pty Limited is part of the Natixis Investment Managers distribution network offering the unique investment solutions of our affiliates to wholesale clients in Australia as defined by the Corporations Act 2001.

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