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**10 YEARS AFTER ITS FOUNDING, MANDARINE GESTION IS
SHOWING SOLID GROWTH THANKS TO ITS CONVICTION-BASED
EQUITY FUND MANAGEMENT**

Ten years after its founding, Mandarine Gestion, an independent, entrepreneurial fund management company, intends to pursue its growth based on the conviction-based fund management that has made its reputation. To this end, Mandarine Gestion plans to focus on three areas of development: the pursuit of its commercial deployment on the French and international markets, the development of its successful active management offer and the reinforcement of its operational organisation.

*“The success of Mandarine Gestion has been built on five key factors in our development”, indicated **Marc Renaud**, President / CEO of Mandarine Gestion. “The performance of our products, the talent of our fund managers, the differentiation of our product line, the strength of our sales teams and our reputation for professionalism and solidity.”*

Already present in some ten countries and with over a third of its assets under management managed on behalf of international clients, Mandarine Gestion plans to accelerate its international development. The company already has an office in Germany and a subsidiary in Switzerland. For countries such as Austria and the United Kingdom, the company makes use of the services of Tierce Party Marketers (TPM). The clientele in the Benelux region is managed directly from Paris.

Mandarine Gestion also plans to accelerate its development in France. To this end, it will be able to make use of its commercial partnership with its new shareholder Arkéa Investment Services. This partnership should contribute to increasing the visibility of its fund management offer on the domestic French market.

Mandarine Gestion currently has over 4 billion euros in assets under management managed on behalf of institutional and retail investors.

*“The growth in our assets under management has been steady since our founding, in France and elsewhere,” continued **Marc Renaud**. “Since the beginning of the year, assets under management have jumped by nearly 600 million euros as a result of inflows and the partnership with Arkéa. We plan to accelerate this dynamic by, for example, proposing solutions designed to respond to the constraints of institutional investors.”*

The product line managed by Mandarine Gestion is currently made up of 12 open funds that enable all of its clients to obtain exposure to the French, European and world markets through different fund management universes ranging from micro to large caps. The product line is composed of funds with clearly identified management styles such as Value, exemplified by the **Mandarine Valeur** fund, or Growth with the **Mandarine Unique** small & midcap fund, the other major commercial success of Mandarine Gestion.

“Since the founding of Mandarine Gestion, we have succeeded in attracting a large number of talented fund managers who have actively participated in building our reputation”, explained Marc Renaud. “We currently offer a narrow

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range of funds that are actively managed and principally focused on the search for alpha derived from conviction-based fund management.”

Additionally, Mandarine Gestion has managed the **NovESS fund** dedicated to the social and solidarity economy (SSE), launched on the initiative of the Caisse des Dépôts and an institutional investors club, for the last two years. This fund has recently completed its 7th subscription round and has already invested over 5 million euros in SSE companies. The company has also recently obtained the SRI Label for the **Mandarine Entrepreneurs** fund and plans to increase the ESG coverage of all of its portfolios.

*“If we had to chose only one letter in the ESG acronym, we would pick the S”, added **Rémi Leservoisier**, COO of Mandarine Gestion. “We have already managed Mandarine Capital Solidaire, a fund dedicated to socially responsible investment, for a number of years. This gave us the legitimacy to be awarded the management delegation for the NovESS fund. We are managing this fund with as much conviction and rigour as for our equity funds, as we must be selective in terms of the projects submitted for our consideration.”*

Mandarine Gestion currently employs 35 persons, with a third dedicated to sales functions, a third to fund management and a third to operating functions. With a solid structure already, the company is pursuing the reinforcement of its operational organisation in order to meet the major regulatory and distribution challenges that are reshaping the asset management industry.

The company has additionally recently reinforced its risk control department. It has also reinforced its management team with the arrival of two experienced equity managers. Coming from well-known asset management companies, these managers were won over by Mandarine Gestion’s entrepreneurial culture and its independence. At present, 65% of the capital of Mandarine Gestion is owned by its employees while 35% is held by minority shareholders (Arkéa Investment Services, La Banque Postale AM and Financière Dassault).

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Press Contact:

Vanessa TALBI – SHAN – 01 47 03 93 79 – 06 11 54 20 65 – vanessa.talbi@shan.fr

A Propos de Mandarine Gestion

Créée en 2008, Mandarine Gestion est une société de gestion indépendante française, spécialiste de l’investissement en actions, qui combine l’indépendance d’une boutique de gestion à taille humaine et le soutien d’actionnaires minoritaires de renom (Arkéa Investment Services, Financière Dassault et La Banque Postale AM). Mandarine Gestion gère aujourd’hui 4 milliards d’euros et compte 34 collaborateurs. Elle déploie son offre de gestion en France et dans plusieurs pays européens auprès d’une clientèle diversifiée d’investisseurs institutionnels, distributeurs, sociétés de multigestion et conseillers en gestion de patrimoine. Mandarine Gestion est également un acteur impliqué dans l’économie sociale et solidaire au travers notamment de la gestion du fonds NovESS, initié par la Caisse des Dépôts et Consignations.