

# Natixis/Loomis Sayles Intermediate Duration Fixed Income Strategy



Q1 | March 31, 2024

## Manager Overview

Loomis, Sayles & Company, L.P. ("Loomis") has served the needs of institutional and individual investors for more than 90 years. An active, multi-style investment manager, the firm offers both traditional and highly specialized asset classes. Employing an opportunistic approach, balanced with disciplined, bottom-up research and quantitative risk analysis, the investment teams strive to produce above-average returns across asset classes and categories.

**Founded: 1926**

AUM: \$335.2 Billion (as of 12/31/2023)

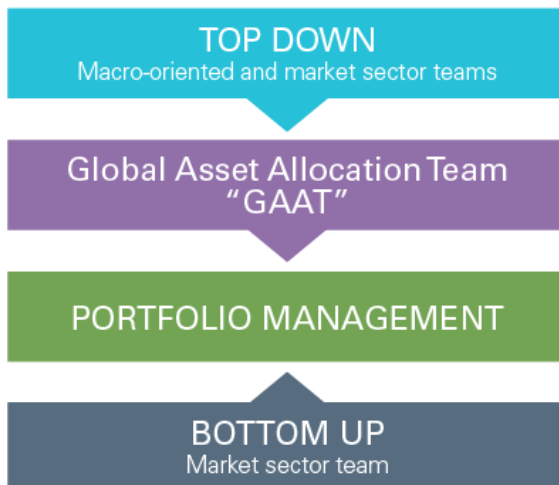
Management Team:

**Clifton V. Rowe, CFA®**  
**Christopher T. Harms**  
**Dan Conklin, CFA®**

## Strategy Overview – Investment Philosophy

The portfolio managers, applying in-house research, seek to outperform the benchmark with comparable volatility by utilizing:

- Bottom-up security selection combined with top-down macro analysis
- Durations managed within a close range to the Bloomberg US Aggregate Bond Index
- Sector allocation and selection



## The Natixis approach

Natixis Advisors, LLC ("Natixis Advisors") manages portfolios based on the specific models and recommendations of Loomis Sayles, the strategy's model portfolio provider. Loomis Sayles continually adjusts these recommendations based on changing market conditions. Our goal is to mirror these recommendations in portfolios that can be customized to address the tax and cash flow considerations of each investor.

Natixis Advisors is one of the independent affiliated managers comprising Natixis Investment Managers. Natixis Advisors provides discretionary advisory services through its division Natixis Investment Managers Solutions.

Natixis Investment Managers' multi-affiliate approach connects you to the independent thinking and focused expertise of more than 20 active managers. We deliver a diverse range of solutions across asset classes, styles, and vehicles. We're dedicated to advancing sustainable finance and developing innovative ESG products. We consult and partner with our clients, and continually evaluate markets and assumptions to ensure their strategy delivers on long-term goals. Natixis ranks among the world's largest asset management firms<sup>1</sup> (\$1,288.6 billion AUM).<sup>2</sup>

<sup>1</sup> Cerulli Quantitative Update: Global Markets 2023 ranked Natixis Investment Managers as the 17th largest asset manager in the world based on assets under management as of December 31, 2022.

<sup>2</sup> Assets as of December 31, 2023. Assets under management ("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.

PERFORMANCE OVERVIEW (AS OF 03/31/2024)

Natixis/Loomis Sayles Intermediate Duration Fixed Income Wrap Composite<sup>1</sup>

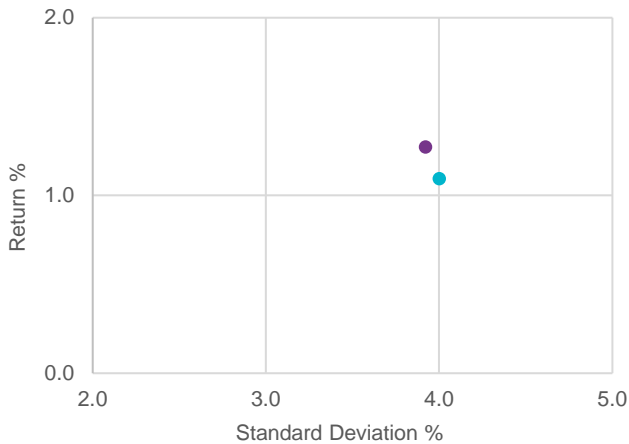
Annualized returns<sup>2</sup> %

	3 months	YTD	1 year	3 years	5 years	10 years	Since inception (8/1/2002)
Gross of fees	0.10	0.10	3.16	-0.77	1.27	1.69	3.09
Net of fees <sup>3</sup>	-0.28	-0.28	1.63	-2.25	-0.24	0.18	1.56
Bloomberg US Intermediate Government/Credit Index	-0.15	-0.15	2.69	-1.06	1.09	1.61	3.10

Calendar year returns<sup>2</sup> %

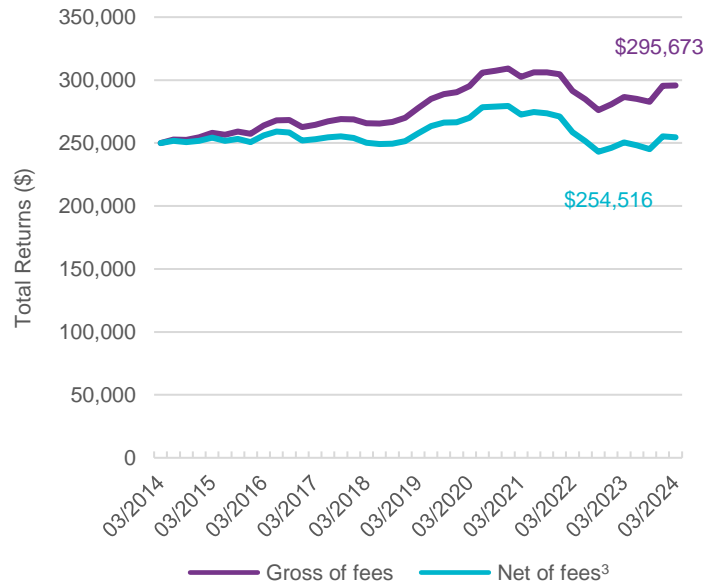
	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Gross of fees	2.77	1.13	2.03	2.32	0.52	7.51	6.43	-1.46	-7.86	5.26
Net of fees <sup>3</sup>	1.24	-0.38	0.51	0.80	-0.98	5.92	4.85	-2.93	-9.24	3.70
Bloomberg US Intermediate Government/Credit Index	3.13	1.07	2.08	2.14	0.88	6.80	6.43	-1.44	-8.23	5.24

5-year annualized standard deviation and return



- Natixis/Loomis Sayles Intermediate Duration Fixed Income
- Bloomberg US Intermediate Government/Credit Index

10-year hypothetical growth of \$250,000 investment



**Performance data shown represents past performance and is no guarantee of, and not necessarily indicative of, future results.** Returns shown are considered to be preliminary and are subject to change. Gross performance does not take into account transaction costs, investment advisory fees, custody fees, or other expenses that were charged to clients' accounts or deductions for income taxes. Such fees will reduce investment performance over time. **Standard deviation** measures the risk of a portfolio or market. Indexes are not investments and do not incur fees and expenses and are not professionally managed. It is not possible to invest directly in an index.

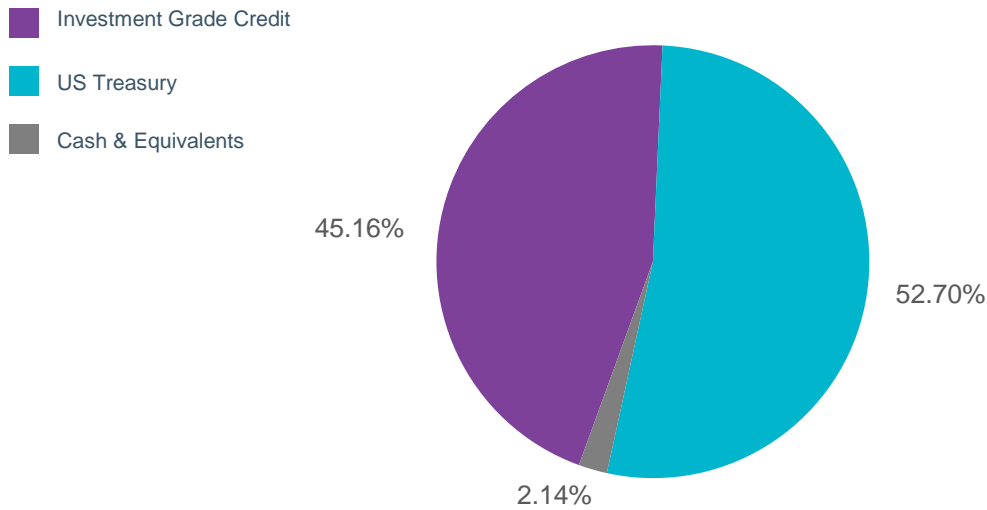
1 Please see Appendix for important disclosures and performance information about the Natixis/Loomis Sayles Intermediate Duration Fixed Income wrap composite.

2 Performance for periods of less than one year is not annualized.

3 Net-of-fees performance reflects deduction of a 1.5% annual fee, the highest wrap program fee applicable to a client account.

PORTFOLIO HOLDINGS AND CHARACTERISTICS (AS OF 03/31/2024)

Natixis/Loomis Sayles Intermediate Duration Fixed Income Strategy



Model portfolio credit quality

	Model Portfolio %
US Treasury	51.07
US Agency	0.00
Cash & Equivalents	2.14
AAA	0.00
AA	9.93
A	23.15
BBB	13.71
BB	0.00
B	0.00
CCC & Lower	0.00
Other	0.00

Model portfolio effective maturity

Years	Model Portfolio %
Less than 1 year	12.30
1 to 3 yrs.	31.43
3 to 5 yrs.	23.98
5 to 10 yrs.	32.30
10 yrs. or more	0.00

Model portfolio characteristics

	Model Portfolio
Average coupon %	3.01
Current yield %	3.12
Yield to maturity %	4.80
Effective duration	3.59
Years to maturity	4.06
Number of securities	82.00
Average quality	AA3

The above information is for the Natixis/Loomis Sayles Intermediate Duration Fixed Income model portfolio. The model portfolio represents the investment recommendations of the portfolio team as of the date indicated. The holdings, characteristics and performance of your portfolio may be different from the holdings, characteristics and performance information presented in this report. Significant dispersion may occur among the holdings and performance of the model portfolio, the client accounts managed by Natixis Advisors using the model portfolio, and the accounts managed by the model portfolio provider on a discretionary basis included in the institutional composite for a variety of reasons. Such reasons include differing account sizes, differing cash flows, the timing and terms of execution of trades, individual client needs, and differing tax situations. As the portfolio is actively managed, its holdings are subject to change. At any date any particular account may include securities not held in the model portfolio. This information should not be considered a recommendation or solicitation by Natixis Advisors, LLC or the model portfolio provider to buy or sell any security shown. Investors should not assume that any of the holdings were or will be profitable. Recommendations over the last year are available on request. Indexes do not incur expenses and are not available for direct investment. The characteristics shown are for illustrative purposes only.

Source: FactSet. The projected characteristics are based upon estimates and reflect subjective judgments and assumptions. There can be no assurance that developments will transpire as forecasted and that the estimates are accurate. The credit quality of a particular security, or the average credit quality of a group of securities, does not ensure the stability or safety of the overall portfolio. Credit quality reflects the highest credit rating assigned to individual holdings of the account among Moody's, S&P or Fitch; ratings are subject to change.

Natixis/Loomis Sayles Intermediate Duration Fixed Income Wrap Composite (as of calendar year end)

Year	Total return (gross of fees) %	Total return (net of fees) %	Bloomberg US Intermediate Government/Credit Index %	Number of portfolios in composite	Total composite assets at end of period (\$ mm)	Standard deviation of account returns %	Percentage of total firm assets %
2023	5.26	3.70	5.24	3	0.9	0.25	0.00
2022	-7.86	-9.24	-8.23	7	1.7	0.17	0.00
2021	-1.46	-2.93	-1.44	8	3.3	0.16	0.01
2020	6.43	4.85	6.43	7	3.5	0.33	0.01
2019	7.51	5.92	6.80	16	6.8	0.43	0.02
2018	0.52	-0.98	0.88	61	28.3	0.07	0.13
2017	2.32	0.80	2.14	65	28.5	0.07	0.13
2016	2.03	0.51	2.08	19	11.3	0.12	0.06
2015	1.12	-0.39	1.07	21	11.8	0.06	0.07
2014	2.77	1.25	3.13	24	28.0	0.22	0.20

**Performance data shown represents past performance and is no guarantee of, and not necessarily indicative of, future results.** Performance of the Natixis/ Loomis Sayles Intermediate Duration Fixed Income wrap composite and the Bloomberg U.S. Intermediate Government/Credit Index reflects the reinvestment of dividends and other earnings. Returns shown are preliminary and are subject to change. Performance for periods of less than one year is not annualized. The composite was created in August 2002.

The Natixis/Loomis Sayles Intermediate Duration Fixed Income wrap composite includes managed account wrap portfolios discretionarily managed by Natixis Advisors, LLC in the Loomis Sayles Intermediate Duration Fixed Income style. These portfolios are ones for which Natixis Advisors, LLC has unrestricted ability to create and maintain an investment pro-gram in a manner consistent with a client's specific investment objectives. Accounts are included in the composite in the second full calendar month after management begins. Closed accounts remain in the composite through the last full month under management. Only fee-paying portfolios have been included in the composite. Performance is expressed in US dollars. Returns are calculated on a total-return basis (capital appreciation plus income) and include cash and cash equivalents. Quarterly and annual composite returns are calculated by linking monthly composite returns through compound multiplication. Leverage is not used in the composite. Gross performance does not take into account transaction costs, investment advisory fees, custody fees, or other expenses that were charged to clients' accounts or deductions for income taxes. Such fees will reduce investment performance over time. Net-of-fees performance reflects a deduction of a 1.5% annual wrap program fee, but does not take into account income taxes. Standard deviation measures the consistency of the composite's performance results with respect to the individual portfolio returns within the composite. Only portfolios that have been managed for the full year are included in the standard deviation calculation. A complete list and description of the firm's composites are available upon request. Bloomberg US Intermediate Government/Credit Bond Index is an unmanaged index that includes US Treasuries, government-related issues, and investment-grade US corporate securities with remaining maturities of one to ten years. Indexes are not investments and do not incur fees and expenses and are not professionally managed. It is not possible to invest directly in an index. The securities holdings of the composite may differ materially from those of the index used for comparative purposes.

The information presented in this report has been developed internally and/or obtained from sources believed to be reliable; however, Natixis Advisors, LLC does not guarantee the accuracy, adequacy or completeness of such information nor do we guarantee the appropriateness of any strategy referred to in this report for any particular investor. This report is provided for informational purposes only and is not to be construed as advice or a recommendation for the purchase or sale of any security.

Natixis Advisors will combine the investment recommendations from the model portfolio provider with the ability to customize individual portfolios to meet clients' specific needs, such as cash flows, tax issues and other considerations. In most cases, Natixis Advisors expects to invest substantially in line with the recommendations provided by the model portfolio provider in an effort to seek best overall execution.

Significant dispersion may occur among the holdings and performance of the model portfolio, the client accounts managed by Natixis Advisors using the model portfolio, and the accounts managed by the model portfolio provider on a discretionary basis included in the institutional composite for a variety of reasons. Such reasons include differing account sizes, differing cash flows, the timing and terms of execution of trades, individual client needs, and differing tax situations.

It is important to note that under the agreement between the model portfolio provider and Natixis Advisors, pursuant to which the model portfolio provider supplies the model portfolio, the model portfolio provider's role is limited to assembling the model portfolios and under certain circumstances, trading certain securities. Portfolio transactions will be effected either by Natixis Advisors or the model portfolio provider. When effected by the model portfolio provider, transactions will be aggregated with transactions of the model portfolio provider's other clients when feasible, in an effort to seek best overall execution. All other investment tasks are the responsibility of Natixis Advisors, the investment advisor, including the discretion of what portion of client accounts will be invested using the model portfolio. Accordingly, the information shown may not be representative of the performance of client accounts managed by Natixis Advisors. For more information, please see Part 2 of Natixis Advisors' most recent Form ADV.

**Investment Risks:** All securities are subject to risk, including possible loss of principal. Please read the risks associated with each investment prior to investing. Detailed discussions of each investment's risks are included in Part 2A of each firm's respective Form ADV. The investments highlighted in this presentation may be subject to certain additional risks. The views and opinions expressed may change based on market and other conditions. This material is provided for informational purposes only and should not be construed as investment advice. There can be no assurance that developments will transpire as forecasted. Actual results may vary.

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