



ASSET
MANAGEMENT

PRESS RELEASE

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LBP AM announces multiple recruitments aimed at expanding its Real and Private Assets division

A renowned industry player with nearly €7bn in funds raised since its inception in 2012, the Real and Private Assets division of La Banque Postale Asset Management (LBP AM), a subsidiary of La Banque Postale, is expanding and thus announces multiple recruitments to support the development of its private debt range.

Boasting a staff of 18 professionals, LBP AM's Real and Private Assets division offers three European senior debt investment strategies (Infrastructure, Real Estate and Corporate Debt). Dedicated to institutional investors, the proposed strategies (18 multi-investor and dedicated funds totalling €4.1bn) stand out for their high selectivity and strong ESG approach, in line with La Banque Postale's commitment to promoting sustainable finance.

This commitment has been implemented through current fund-raising operations, classified under Article 9 of the SFDR, with one positive-impact Infrastructure Debt fund focused on the energy transition and one Corporate Debt fund extensively rooted in the French regions.

LBP AM's Real and Private Assets division is welcoming multiple new employees in each area of expertise on its portfolio management team:

- **Infrastructure Debt**, headed by Bérénice Arbona: **Jean-Marie Tassel** and **Nicolo Tito**.
- **Corporate Debt**, head by Isabelle Luy-Landès: **Frédéric Homs**.
- **Real Estate Debt**, headed by Pierre Saeli: **Bruno Rodrigues Saco**.

This pan-European network of professionals now comprises 18 specialists, averaging 16 years of experience. Lastly, Vincent Cornet, responsible for creating this division of expertise in 2012 and Head of Asset Management for LBP AM, will be taking charge of the division after the departure of René Kassis, with the help of Pierre Bonnet, COO Real and Private Assets.

"Already recognised for our track record and robust structuring and origination capability, these new arrivals will help us remain on the forefront of energy transition finance and regional development," explains **Vincent Cornet, Head of Asset Management for LBP AM**.

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BIOS



Jean-Marie Tassel (34) – Infrastructure Debt Portfolio Manager

Jean-Marie has 12 years' experience in project financing in the banking industry, specialising in the energy and infrastructure sectors. He began his career at HSBC in Paris, mainly working in infrastructure project advisory and financing mandates. He then spent 11 years in London, first at Mizuho and then MUFG as Head of the Energy Project Financing team. Jean-Marie recently provided advisory and financing services on a variety of energy projects in Europe and the Middle East. He graduated with a Master's in Finance from ESSCA and Master's in Project Financing from ENPC and Université de Nanterre Paris X.



Nicolo Tito (33) – Infrastructure Debt Portfolio Manager

Nicolo Tito started his career in 2015 on the Coverage team of Intesa Sanpaolo's Corporate and Investment Banking division in the Paris financial centre, then moved to the Structured Financing team for the EMEA region in London. During his training period, Nicolo also served as a consultant at KPMG for SME commercial performance services, at LVMH in operational marketing and at Tages Capital SGR as an analyst, primarily in the FIG industry and renewable energy sector. He earned a Master's in Management/Finance from ESCP Europe Business School and a Bachelor of Science degree in Economics and Management from

Tor Vergata University of Rome.



Frédéric Homs (38) – Corporate Debt Portfolio Manager

Drawing on 10 years' experience in structured financing, Frédéric Homs began his career in 2010 at Landwell & Associés (a subsidiary of PwC Group) in Transaction Services, before joining the Fund Structuring team at Ardian, then becoming a restructuring account manager at Dexia Crédit Local in 2011. He then joined CIC, first as a SMID & Large Cap Acquisition Financing Specialist, then as a SMID Cap Acquisition Financing Business Manager. In 2019, he joined Arkea Banque Entreprises & Institutionnels as a Specialised Financing Manager for Southeastern France. Frédéric holds a Master's 1 degree in Corporate Legal

Affairs from Université Paris-Saclay, an LL.M in International Business Law from the University of Cambridge and a Master's 2 degree in Mergers & Acquisitions Law and Corporate Financing from Université Paris Saclay in partnership with INSEEC.



Bruno Rodrigues Saco (36) – Real Estate Debt Portfolio Manager

Bruno Rodrigues Saco has earned 13 years' experience in banking and asset management. He started his career in Portugal in 2009 as a Market Risk Analyst at Santander, before joining RCI Banque as a Credit Analyst. In 2013, he worked with the pan-European real estate fund management teams on a variety of investment strategies at AXA IM Real Estate in London for 3 years. He then worked at Helical as a Real Estate Analyst. In 2018, he joined BNP Paribas Asset Management in Paris as a Real Estate Debt Portfolio Manager, where he helped launch the business line. Bruno obtained a Master's in Finance from ISCTE

Business School in Lisbon and holds a CFA® certification.

About LBP AM (www.labanquepostale-am.fr)

La Banque Postale Asset Management is 75%-owned by La Banque Postale and 25%-owned by Aegon Asset Management. LBP AM is a leader in SRI offering multi-specialist conviction investment strategies: the Equities division through its subsidiary Tocqueville Finance, the Multi-Asset and Absolute Return division, the Quantitative Solutions division and the Real and Private Assets division (focusing on debt). It offers a range of open-ended funds, dedicated funds and mandates to its institutional investment and distribution clients. At 31 December 2021, LBP AM and its subsidiary Tocqueville Finance totalled consolidated assets under management and distribution of €60 billion.

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