



**Delivering  
innovative  
solutions with  
purpose**



# A word from the CEO



**Paul de Leusse**  
CEO of Sienna IM

The expertise regrouped within Sienna IM is backed by teams formed by more than 260 talented men and women, all animated by a strong corporate spirit and strongly recognized by investors.

We are European investors and proud of it, constituted by a broad spectrum of expertise, and an effective presence in 8 countries. As a subsidiary of GBL we benefit from a family multi generational time horizon. This long-term vision of value and the direct seeding of funds by our shareholder gives us a unique perspective and alignment of interest with our investors and clients.

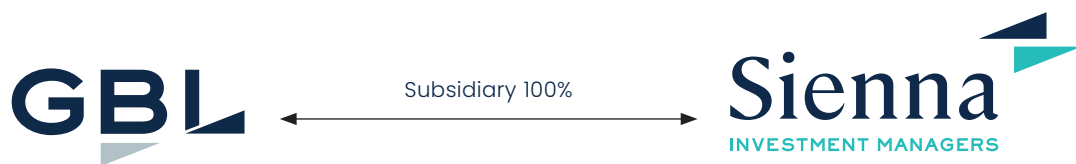
Our specialty is to cover all asset classes, to offer our investors relevant investment solutions catering to their needs whatever the market context. As we serve multiple clients (institutional, wealth and retail) we adapt and provide each client with the best and most fitted expertise.

Sienna Investment Managers' strategic vision is more than ever relevant in this new environment, disrupted by the multi-faceted and powerful undergoing transformations, into which the world is being rushed. Investment in long-term, real and private assets is at the heart of the asset allocations favored by investors throughout Europe.

**Sienna Investment Managers is a Multi-Expertise Asset Manager dedicated to long term and real assets investments. It offers several investment strategies with the objective of providing a full range of solutions with a strong ESG dimension.**

## OUR VALUES

**forward-thinking**  
**meaningful commitment**  
**entrepreneur spirit**  
**client-centric**



Groupe Bruxelles Lambert (GBL) is an established investment holding company, with over sixty years old stock exchange listing, a net asset value of € 17 billion and a market capitalization of € 11 billion at the end of September 2022. GBL is a leading investor in Europe, focused on long-term value creation and relying on a stable and supportive family shareholder base.

## **“Sienna Investment Managers’ strategic vision is more than ever relevant in this new environment”**

Sienna Investment Managers seeks to challenge the status quo and change mindsets with the firm belief that today’s investments shape the communities of tomorrow.

While we naturally strive for performance, we are also committed to focusing on investments that have a positive impact. In the current environment, investors are looking for more than results: their asset managers must commit to making a difference, while anticipating, analyzing and managing risk in a judicious and agile manner.

Supported by our shareholder GBL, our DNA is European. We value entrepreneur spirit and we search for long term vision, forward thinking, while keeping in mind our accountability and a sense of service.

We operate in 8 countries, managing € 32 bn. We align our interests on our clients’ as we invest on behalf of institutions (including investments for our shareholder) and private clients.

Sienna Investment Managers offers an eco-system of expertise. Our committed teams deploy their expertise in Private Equity, Private Debt, Real Estate and Liquid Assets.



# Expertises

## Liquid Asset

Sienna Gestion is expert in long-term financial management and Socially Responsible Investment. It offers multi-asset investment solutions (money market, bonds, equities, real assets) aimed at promoting investment with an environmental and social impact for private and institutional investors. Management company approved by the French Financial Markets Authority (AMF), Sienna Gestion employs around 60 persons\*, its structure on a human scale and with a social dimension allows it to be agile and meet the requirements of its clients. Sienna Gestion manages near € 19 bn at mid 2022 on behalf of institutions (insurers, mutuals, pension funds, corporate) and private clients intermediated by distributors.

## Private Debt

Sienna Private Credit designs and structures investment products and solutions to meet the needs of institutional investors. Its initiatives focus mainly on financing real assets and direct lending to economic actors in four sectors : commercial real estate, public sector, collateralized corporate financing and energy transition.

Since 2011, Sienna Private Credit has chosen to focus on designing, structuring and deploying debt funds on behalf of institutional investors in order to offer them unique and low-volatility investment solutions, mainly by diversifying their fixed-income segment. As of 30 September 2022, Sienna Private Credit funds represent €2.5 billion AUM.

## Real Estate

Sienna Real Estate is a pan-European investment manager with over 30 years of experience in the European real estate investment and asset management market.

With €7b AuM , Sienna Real Estate positions itself as a long-term strategic partners for local and international investors, advising and accompanying them throughout the entire investment cycle of a property, from the acquisition, administration of the asset or property, to the sale process.

Sienna Real Estate employs more than 100 professionals and operates in 8 offices between Europe and Asia: Paris, Madrid, London, Amsterdam, Hamburg, Frankfurt, Seoul and Zurich.

## Private Equity

### DIRECT PRIVATE EQUITY

Sienna Private Equity invests in mid-market European companies operating in leisure & entertainment, services, healthcare & wellness, and niche industrial and operational real estate.

Sienna Private Equity is focused on key European markets with offices in France and Germany.

### MULTI-MANAGER PRIVATE EQUITY

Sienna Multi-Manager Private Equity is the expertise of Sienna Investment Managers dedicated to primary & secondary fund investing; and direct co-investments. The strategy will be driven by offering a diversified access to top-quartile fund managers with deep value-add & transformational approach. An overlay will complement the portfolio with the addition of quality companies through late Primaries, secondary directs and direct co-investments. The strategy aims to invest across various sustainable sectors and strategies with a main focus on the European mid-market.

### VENTURE CAPITAL

Sienna Venture Capital invest in early-growth technological companies that bring a positive impact according to their «Tech for Purpose» vision and provide the entrepreneurs the support of their network. The team relies on their unique and exclusive access to an international ecosystem built over a decade in the main technology hubs in Europe, USA, Asia and Israel. Different investment theses are being built around sectors such as cybersecurity, digital health, foodtech, agritech, artificial intelligence, mobility and insurtech.

\* Dated December 2022

**A wide range  
of expertise  
in 8 countries**



**AMSTERDAM • FRANKFURT • HAMBURG • LONDON  
LUXEMBOURG • MADRID • PARIS • SEOUL • ZURICH**

Around  
**€31\***  
bn of AuM

Around  
**€100m**  
annual revenue\*

Around  
**260**  
employees

## **Our sustainable approach**

Sienna pays a particular attention to ESG issues in all its investment solutions.

In January 2022 its shareholder, GBL became the first investment holding company at the global level to have climate targets aligned with a 1.5°C trajectory validated by the Science Based Targets initiative. GBL's achievements are recognized in particular by the PRI (Evaluation 2021), S&P Global Rating (ESG Evaluation score at 82/100) and Sustainalytics (ESG rating 9.2, "Negligible Risk" status).

As Sienna shares strong ties with Malakoff Humanis through their Sienna Gestion, the group social approach of ESG is key in its investment approach and has resulted in specific SFDR 9 initiatives.

More generally, Sienna has decided to follow a strong impact approach, and aims at getting this impact through its bilateral relations with the companies financed or invested in. This approach builds on exchanges of information, direct influence as well as sustainability linked loans.

Finally Sienna regulated asset management subsidiaries are subject to all European directives (in particular SFDR and Taxonomy) and local regulation (such as the Energy and Climate Law in France). These subsidiaries thus implement the best industry standards in terms of ESG.

\* Dated December 2022

**We are European  
experts in alternative  
investments. We act with  
entrepreneurial spirit.**

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**Sienna IM aims to  
offer its clients cutting  
edge technologies  
and a great user  
experience. Discover  
our innovative new  
investor portal : SALT**



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