



LA FINANCIERE DE L'ECHIQUEUR

La Financière de l'Echiquier, continuing its development in Europe, opens a subsidiary in Switzerland

Paris / Geneva, 1 February 2015

La Financière de l'Echiquier (LFDE) has been offering Swiss investors long-term savings solutions for more than 10 years. It currently manages €250 million for a customer base in Switzerland of IFAs and private banks through a limited number of independent and conviction-driven active management funds (equities, fixed income and diversified).

The company today marks a new milestone in building long-term relations of proximity with Swiss customers. It has thus recently obtained the regulatory authorizations required to open its subsidiary that will be based in Geneva.

"This step opens up an important new chapter in our entrepreneurial development. I am proud and happy to be able to demonstrate by this strong measure our commitment to establishing a lasting presence in Switzerland based on direct contacts with investors", commented Didier Le Menestrel, Chairman of LFDE.

"After Italy and Germany, this new subsidiary highlights the strategic importance of the Swiss market in LFDE's business development project. We believe that our value proposition is more than ever relevant for addressing the issues facing Swiss investors on an everyday basis. The presence of an office will allow us, in all humility, to better identify the needs of our customers and prospects in order to further improve the relevance of our solutions", added Dominique Carrel-Billiard, LFDE's Chief Executive Officer.

Benjamin Canlorbe, who was appointed Country Manager Switzerland in September 2015, will manage the subsidiary. His mission will be to strengthen the brand's local presence and develop assets under management in the French and German speaking areas of Switzerland.

For more than ten years, Benjamin Canlorbe has been developing LFDE's presence in the segment of French wealth management advisors. With a Masters degree in economics, Benjamin worked for three years for BNP Paribas' Credit Risk department in the Netherlands and France. Joining LFDE in 2004, he was first tasked with monitoring and developing relations with wealth management advisors before becoming the customer relations manager for the independent financial planners segment.

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About LFDE – www.lfde.com

Created in 1991, La Financière de l'Echiquier is one of France's leading independent asset management companies with €8 billion in assets under management and a team of 104 employees. LFDE is wholly-owned by its management and employees. Its business: managing savings and financial investments for retail customers, financial planning and wealth management advisors and institutional customers.