

Round Table 2:

“Asset Management Industry: Meeting the Needs of the Fast-Growing Economies”

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***“Asset Management Industry: Meeting
the Needs of the Fast-Growing
Economies”***

**Alain CLOT,
Chairman & CEO,
Société Générale Asset Management**

SGAM : a strong presence in Asia

AUM : €339 bn

- AUM coming from third parties only
- 2,568 specialists worldwide, incl. 600 in Asia
- Best Fitch rating : AM2+



AUM in Asia : €24 bn

- SGAM Japan : €16 bn
- SGAM Singapour : €0.9 bn
- IBK SGAM (Korea) : €3.2 bn
- Fortune SGAM (China) : €1.3 bn
- SBI FM-SGAM (India) : €2.5 bn

(Data as at 31/03/2006)

SGAM in China, India and Korea

- SGAM pioneer in China (2002), partner of a local leader Baosteel
 - One of the only 2 asset managers referred in the 3 big banking networks
- SGAM, exclusive partner of the leader in India (SBI, 30% market share)
 - One of the only 2 European asset managers among the top 10 AM in India (with 2,5bn€ of AUM as at the end of March 2006)
 - Access to the NRI customers for whom our partner is the leader
- SGAM, exclusive partner of one of the largest banks in Korea, IBK
 - Regular contribution to provide innovative products (launch of more than 30 products in Korea in 2005)

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