



PRESS RELEASE

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La Française boosts business development team in Spain and welcomes new Sales Manager

La Française, international asset management group with €55 billion in assets under management (as at 31/12/2021), is pleased to announce and welcome Julián De la Cuesta as Sales Manager Iberia, reporting to Reyes Garcia-Reol, Country Head – Iberia.

Julián De la Cuesta has close to fifteen years of international experience in the asset management industry, beginning in 2008 with Schroder Investment Management North America. For seven years, Julián worked out of New York as an Internal Sales Director, supporting offshore business development throughout the United States, Canada and the Caribbean. In 2015, Julián was promoted to Offshore Sales Director, responsible for retail distribution networks and product placement. After four years, Julián joined AON in Madrid as a Senior Consultant, with the task of building the OCIO (Outsourced Chief Investment Officer) business for the Spanish, Andorran and Portuguese structures of the firm. Prior to joining La Française, Julián was a Senior Product Specialist for Allfunds Bank in Spain, responsible for product management and business development for Allfunds' investment consultancy services in Iberia and the Americas.

Julián De la Cuesta holds a Bachelor of Sciences in Management from Saint John's University in New York.

Reyes Garcia-Reol, Country Head – Iberia, said, “Spain was La Française’s first foreign market and since founding the local office some twelve years ago, we have developed considerably. Today, we have a wide palette of investment solutions, covering all asset classes and representative of La Française’s high alpha management expertise, registered for distribution. Naturally, we have high standards and strong ambitions for the Iberian market. Julián, given his extensive experience and knowledge of cross border fund distribution, will be an asset to our team.”



About La Française

Environmental and societal challenges are opportunities to consider the future. Identifying drivers of change and understanding how they will fashion global growth and ultimately influence the long-term performance of financial and real estate assets is at the heart of La Française's mission. The asset manager's forward-looking investment strategy is built upon this conviction.

The group uses its capacity for innovation and its client centric technology to design investment solutions that bridge the gap between performance and sustainability.

Organized around two business lines, financial and real estate assets, La Française serves institutional and retail clients in France and abroad.

La Française manages over 55 billion euros in assets and has operations in Paris, Frankfurt, Hamburg, London, Luxembourg, Madrid, Milan and Seoul. (31/12/2021)

La Française is a subsidiary of Caisse Régionale de Crédit Mutuel Nord Europe (CMNE), a member company of Crédit Mutuel Alliance Fédérale. Groupe Crédit Mutuel has A, stable / A-1 S&P long and short-term ratings (June 2021).

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