

## Press release

### GAM announces full details of DFM proposition

- A new range of risk-rated model portfolios
- Access available through a unique GAM product – the personalised collective account
- Fully transparent online valuations and reporting

London, 11 February 2013: **GAM today unveiled the full details of its discretionary fund management (DFM) proposition, giving independent financial advisers access to GAM's asset allocation and manager selection expertise.**

GAM has extended its existing discretionary fund management service with the launch of a new dedicated offering for the UK IFA market. The newly launched Model Portfolio Service (MPS) consists of five risk-rated models that cover a range of risk/return profiles, spanning capital preservation to full equity market participation. Investors can access the models that are managed to pre-specified volatility ranges, via personalised collective accounts (PCA), platforms and segregated accounts.

PCA distinguishes GAM's offering from other collective vehicles and multi-manager funds in the market. It provides cost-effective access to the model portfolios in a fund structure and eliminates the requirement for a segregated portfolio without compromising fully bespoke portfolio reporting. In addition, the account structure has no restrictions on the number of portfolio rebalances that can be completed on the available asset classes, and is exempt from VAT.

The MPS service is specifically designed to meet advisers' growing requirement for investment outsourcing as a result of the Retail Distribution Review (RDR). GAM announced the expansion of its managed portfolios team last year with the recruitment of Charles Hepworth, Investment Director, and James McDaid, Investment Manager, who were tasked with developing and managing outsourcing solutions for UK independent financial advisers as part of GAM's existing discretionary fund management service.

The MPS proposition will adopt GAM's active investment philosophy and offer UK investors access to GAM's high-quality investment strategies. Risk management is embedded throughout, from selecting the best managers to establishing asset allocation views and building portfolios. The service provides regular, in-depth reporting and gives investors complete transparency, making it easier for IFAs to advise their clients.

**Charles Hepworth, Investment Director, says:**

"GAM's expertise in outsourced solutions has been built on a performance-driven investment approach and long-standing expertise in managing tailored private client wealth. In addition to our experience providing solutions to leading institutions and private banks, we have developed a compelling offering for financial advisers that will be suitable for a variety of clients with differing risk profiles.

We believe the launch of the PCA sets us apart from our industry peers. It saves the adviser from the time-consuming and costly process of setting up a segregated account and the client from high fixed costs and VAT implications, without compromising on detail. Clients are provided with in-depth reporting that shows the individual performance since the date of their investment, detailed breakdowns on allocations and underlying manager allocation and performance."

## **GAM Model Portfolio Service**

An outline of the five model portfolios can be seen below:

### **GAM MPS Defensive Portfolio**

**Volatility: 5.2-7.8% pa**

Designed for clients with a strong focus on capital protection while also offering a limited participation in equity market growth. This strategy is managed with a low attitude to risk.

### **GAM MPS Cautious Portfolio**

**Volatility: 7.8%-10.4 pa**

Designed for clients with a strong focus on capital protection while offering moderate participation in equity market growth. This strategy is managed with a low attitude to risk.

### **GAM MPS Balanced Portfolio**

**Volatility: 10.4-13% pa**

Designed for clients seeking a balance of capital protection and participation in equity market growth. This strategy is managed with a medium attitude to risk.

### **GAM MPS Growth Portfolio**

**Volatility: 13-15.5% pa**

Designed for clients seeking to participate primarily in global equity market growth while maintaining an element of capital protection. This strategy is managed with a high attitude to risk.

### **GAM MPS Global Equity Portfolio**

**Volatility: 15.6-18.2% pa**

Designed for clients seeking to participate in global equity market growth. This strategy is managed with a high attitude to risk.

## **Further information:**

### **Minimum investment levels**

- Model portfolio accessed through segregated accounts - £25,000
- Model portfolio accessed through PCA - £25,000
- Model portfolio accessed through platforms £5,000

## **For further information please contact:**

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## **Notes to Editors**

### **GAM**

Established in 1983, GAM is an independent, active investment manager, delivering investment solutions to institutions, intermediaries, private clients and charities from offices in financial centres around the world. Its USD 48.0 billion (CHF 45.4 billion)<sup>1</sup> in assets under management spans approximately 60 separate investment strategies across equity, fixed income, absolute return, funds of hedge funds, discretionary portfolio management and tailored investment solutions. Its aim is to deliver strong, long-term returns for clients through some of the world's most talented investment managers. Its focus on performance, risk management, uncompromising investment standards and partnership with clients enables it to achieve that objective.

<sup>1</sup> as at 30 June 2012.