

PRIVATE CLIENTS AT GAM

Marketing material for private clients

Award winning investment services for Private Clients since 1983.

During periods of market volatility, investors and their advisors focus not only on capital appreciation, but also capital preservation.

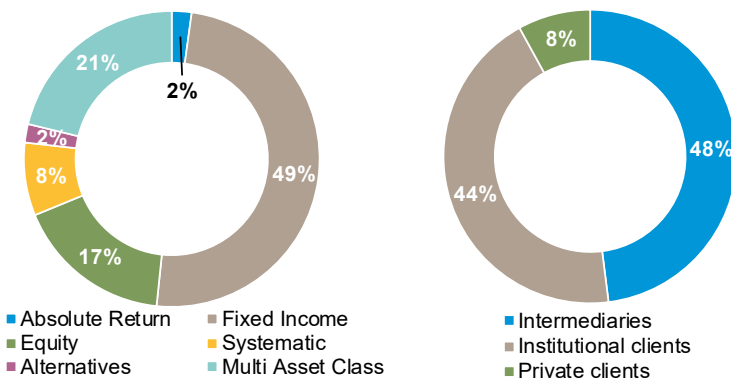
Our experience of over 30 years in managing private client portfolios enables us to focus on our clients' wealth creation and wealth preservation. Our aim is to make our clients' investment lives relatively simple whilst allowing them access to some of the most sophisticated and contemporary investment capabilities globally, through our in-house investment teams and externally through our chosen external specialist fund managers.

GAM has always believed that portfolio management organisations should be neither bankers nor brokers, but independent owner operated professional entities, such as GAM is today.

Diverse product offering combined with significant global presence and reach



AUM of Investment Management Assets of GBP 28.5bn



Source: GAM. Data as at 30 September 2020. The assets under management breakdown applies to GBP 28.5 billion assets managed within the Group's investment management areas. It excludes assets of GBP 72.9 billion in the Group's private labelling business.

At a glance

GAM was founded in 1983 with a focus on providing **innovative global investment capabilities to sophisticated private clients**. This remains the case today.

GBP 101.4 billion – total assets under management (as at 30 September 2020).

GBP 28.5 billion – in the group's investment management business.

“Active” style of investment – we employ an active investment approach rather than “passive”.

Open Architecture – GAM pioneered the open architecture approach to investment management in 1983. We work with externally chosen investment managers alongside our in-house investment teams.

Deep and diverse investment talent – GAM has 136 investment professionals and 62 relationship managers, all working in-house.

Independently minded investment teams cover an extensive range of investment styles, asset classes and markets. There is **no “house view”** – each manager is granted the freedom to follow their conviction rather than a benchmark.

740 / 14 – GAM has around 740 staff located in 14 countries around the world.

~21 years – The GAM Private Clients and Charities Team's average industry experience.

Seasoned investors and experienced relationship managers.

Over many **decades** we have devised specific strategies for our Private Client and Charity clients that utilise our expertise in global fund selection.



Your Private Clients and Charities team at GAM



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