



GIBRALTAR ASSET MANAGEMENT LIMITED

STOCKBROKERS & INVESTMENT MANAGERS

## Funds Presentation

1<sup>st</sup> March 2021



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## *About Us*

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- **History** - Gibraltar Asset Management Limited (“GAM”) was founded in 1987 and has roots in Gibraltar going back over fifty years.
- **Regulation** - GAM is authorised and regulated by the Financial Services Commission. Being based in Gibraltar, we are subject to the Markets in Financial Instruments Directive (MiFID), thus benefiting clients with the maximum amount of protection. We are also a member of the Gibraltar Investor Compensation Scheme.
- **Memberships** - GAM is a member of GFIA (Gibraltar Funds & Investments Association) and GACO (Gibraltar Association of Compliance Officers).
- **Independence** - We are totally independent of any fund managers, clearing banks or insurance companies and as such have no conflicts of interest.



# Key People

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- ❑ Investment Management, Advisory & Execution-Only dealing
- ❑ Operations



## Security of your assets

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- **Nominee arrangements** - We do not hold client assets, rather they are held through an FCA-regulated custodian, Jarvis Investment Management Plc (“Jarvis”). Jarvis are a Member firm of the London Stock Exchange and are themselves listed on the London Stock Exchange. Securities are registered in the name of their nominee, JIM Nominees Limited, a non-trading company that provides for the safe, secure and effective administration of clients’ investments. Jarvis does not take proprietary positions.

Advantages of our nominee service include:

- i-The enabling of market transactions to be settled for standard settlement (T+2)
- ii-The automated processing of corporate actions including the collection of dividends

- **Investor protection** - GAM places a strong emphasis on risk management encompassing legal, regulatory and reputational risk and compliance. Treating customers fairly is an established and fundamental component of the firm’s business culture and has been instrumental to the development of the firm’s excellent reputation amongst investors. This is evidenced by our low client turnover. GAM does not take proprietary positions.

Transactions



Settlement



Custody



Corporate Actions



Valuations



## *Client Reporting*

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Regular reporting is an important part of our relationship with our clients. We communicate through the following media:

- **Online access** - interested parties (fund manager, directors & administrator) can access the portfolio through our online platform, which provides valuations and cash statements.
- **Corporate actions** - ongoing notification of all corporate events that occur such as rights issues, capital reorganisations, takeovers etc.
- **Contract notes** - contract notes are issued promptly to the administrator after each transaction, either via email (thus cutting down on mail and unnecessary paper) or via post the following business day.
- **Valuations** - are sent to clients quarterly. Ad-hoc valuations can be produced on request.



# Fund Execution Service

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Our fund execution service provides for a comprehensive and efficient method to buy and sell securities.

- **Markets** - We have direct access to the markets and guarantee best execution and timely execution of orders. Markets covered include:

<i>Equities</i>	Pan-European, North American, Australian and Japanese
<i>Fixed Interest</i>	Pan-European & US government and corporate debt
<i>Collective Investment Schemes</i>	Investment Trusts, Unit Trusts and ETFs.
<i>Structured Products</i>	Exchange-listed and OTC
<i>Derivatives</i>	Futures, Options, CFDs & Covered Warrants
<i>Foreign Exchange</i>	Free online platform to 44 FX pairs. 1% margin

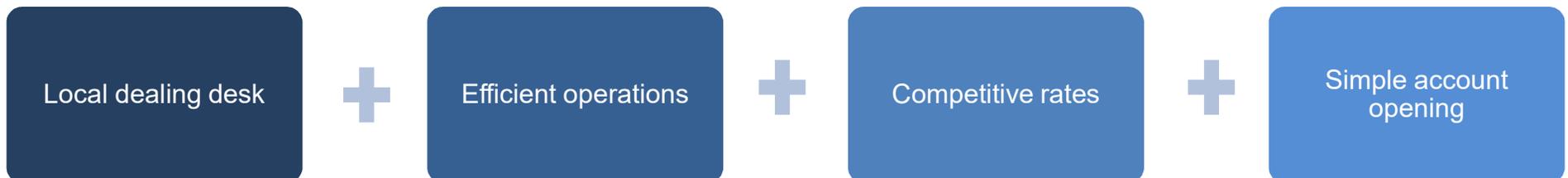
- **Telephone/Online dealing** - Trades may be placed via our traditional telephone-based service or online via our robust online dealing platforms (excluding overseas equities, fixed interest & US options).
- **Value-added service** - We can provide up-to-date market information, monitor stock price movements, keep you informed of news on particular stocks and take limit as well as market orders.



## Summary

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- GAM is able to provide you with a *dedicated* and *local* service
  - Local dealing desk covering equities, fixed interest, commodities, futures, options, FX & CFDs
  - Competitive commission and custody rates with no minimum account size or minimum fee
  - Simple and fast account opening process
  - Online dealing (UK equities)
  - Online access, providing valuations and cash statements in every currency
  - Efficient and local operational support
  - A premier custodial service. The fund's bank would be named as the “depository” and GAM would be named as the “broker” in the prospectus. The role of the depository is to “*keep assets under its control safe and accounted for*”, but that does not prevent it from forwarding the majority of the funds it receives onto a broker. The depository will handle the subscriptions and redemptions (which Jarvis cannot do) in a bank account in the fund's name. Thus, we advise using a low cost bank as the depository and using GAM as the broker. This keeps the fees down to the minimum





# *Appendix*

- i-Key Contacts
- ii-Summary of Rate Card
- iii-Team Biographies



# Key Contacts

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**Account Opening:**

Account Opening      [accountopening@gam.gi](mailto:accountopening@gam.gi)

**Execution Service:**

Dealing team      [dealers@gam.gi](mailto:dealers@gam.gi)

**Client Services:**

Client Services      [clientservices@gam.gi](mailto:clientservices@gam.gi)

Telephone

+350 200 75181



## Summary of Rate Card

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		Equities and Funds	Fixed Interest	CFDs
Execution Fees		0.25% *	0.25% *	0.15% **
Minimum Commission		£45	£45	£20
Custody	£120 p.a. (£60 additional charge per ccy) ***			
CHAPS Payments	£25			

\* Execution fees are higher for non Pan-European and US securities, dependent upon the country. An additional transaction fee applies to non-CREST eligible securities e.g. Euroclear & DTC=£50, Australia=£70 & Hong Kong=£105

\*\* Subject to LIBOR + 2.5% financing fee for long positions

\*\*\* An additional custody fee applies to non-CREST eligible securities e.g. Euroclear & DTC=12bps, Australia & Hong Kong=16bps (all subject to a minimum of £36 p.a.)



## *Biographies – Key People*

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### Trevelyan Benteolo BSc (Hons) ACSI - Stockbroker & Investment Manager

Following schooling in Gibraltar, Trevelyan completed his education at Southampton Solent University, graduating with a 2:1 honours degree in Psychology. After several years working in the accountancy profession, Trevelyan decided to follow his passion and trade equities, currencies and commodities full-time as a proprietary trader. To further his investment career, Trevelyan then joined GAM's Graduate Trainee Programme and is completed the CISI's Investment Advice Diploma and the CFA's Investment Management Certificate. Trevelyan is fluent in Spanish.

### Paul Brailey BEng (Hons) MCSI - Chairman

Prior to joining GAM in April 2008, Paul spent three years as an engineer in the medical industry. Paul holds a mechanical engineering degree from Birmingham University, the CISI Certificate in Investments – Retail and the CFA's Investment Management Certificate. Paul is a Member of the Chartered Institute for Securities & Investment.

### Lucio Greco BA (Hons) - Operations Manager

Lucio brings to the team a proven track record of providing excellent customer service having worked at Lloyds Bank since 2001, both in Gibraltar and the UK, reaching the position of Senior Premier Relationship Manager. Upon his move to the UK from his native Italy, Lucio completed a BA (Hons) International Business and Modern Languages degree at London South Bank University. Lucio holds the International Compliance Association's "Certificate in Compliance" as well as the Chartered Insurance Institute's "Diploma in Regulated Financial Planning", a level 4 qualification that meets the FCA's qualification requirements for retail investment advisers. He also has passed the CISI's Investment Operations Certificate.

### James Lasry - Non-Executive Director

James is a Partner and Head of the Funds Team at Hassans. He deals with funds and financial services law as well as tax. James is a highly regarded practitioner who has been instrumental in setting up the majority of Gibraltar's funds, including the first experienced investor fund and the first protected cell company fund. He is fluent in English, French, Spanish and Hebrew and he read literature, music and law at Johns Hopkins and Bar-Ilan Universities. James is a member of the Israel Bar Association, the Law Society of England & Wales and the Gibraltar Bar.



## *Biographies – Key People (cont)*

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Mark Maloney BA (Hons) Chartered FCSI - Chief Executive

Mark joined GAM in October 2001 and was appointed Managing Director in 2008. He graduated from Liverpool J.M. University with an honours degree in Accounting & Finance and subsequently spent several years in London working for State Street and Merrill Lynch Investment Managers. A former member of 4th Battalion The Parachute Regiment, Mark is a holder of the Investment Administration Qualification, the CFA's Investment Management Certificate, the CISI Diploma in Investment Compliance and is a Chartered Fellow of the Chartered Institute for Securities & Investment. Mark served for many years on the executive committee of GFIA (Gibraltar Funds & Investments Association) and was the Chairman of the GFIA Training Sub-Committee, charged with bringing training to local professionals in the finance industry. Mark was also the inaugural President of the Gibraltar Branch of the Chartered Institute for Securities and Investments.



# Disclaimer

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## **Contact Details**

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