



Investment
Solutions
with confidence

About Investment Solutions

Investment Solutions, whose assets under management have grown to well over R230 billion since its inception in 1997, exists to protect and grow the wealth of its clients over the long term by building and managing investment portfolios across all major asset classes, locally and internationally.

The company builds tailored portfolios, multi-manager products and provides investment administration services. Advice is also offered to clients on how best to use its service offerings to meet their investment needs.

By being independent from all investment managers, Investment Solutions is able to act autonomously, ensuring all investment decisions are in the best interests of clients.

The company's value proposition is:

1. To achieve superior risk-adjusted returns for all investors
2. To ensure the safe custody and accurate administration of assets
3. To exceed clients' service expectations
4. To manage the assets entrusted to it responsibly for the benefit of clients and society

Investment Solutions has a wide range of portfolios designed to meet the varying needs of individual and institutional investors. The company is not only innovative in its approach to investment management, but also in the way investors' best interests are considered. Products and services are underpinned by its multi-manager proposition, which ensures investment portfolios provide a less volatile return stream with improved long-term returns. Investment Solutions also endorses the Code for Responsible Investing in SA (CRISA) and is a signatory to the United Nations Principles for Responsible Investing (UNPRI) as it believes responsible investment practices benefit clients through better returns at lower risk.

CLIENT BASE

The company aims to provide investment and service excellence by employing the best people who adopt the highest standards of professionalism and integrity. With over 2 000 institutional clients and 40 000 private investors, Investment Solutions prides itself on being a provider to the broad market place. It also deals with over 30 benefit consultants, administrators and asset consultants.

SERVICE MODEL

Investment Solutions adopts a consultative approach in its client dealings, as well as providing a platform for ease of access to information electronically and through one-on-one interaction. Useful tools and information specific to each client are available online through a pin-and-password protected site.

There are three core service areas: product, technical advice and the administration platform offering.

Product – This involves constructing risk-profiled multi-manager portfolios (including hedge fund portfolios) that are well diversified and differentiated from one another. Investment Solutions builds its own portfolios to ensure they are exposed to the best asset managers through various market cycles. Its commitment to clients is simple -- to consistently deliver above-average returns at below-average risk.

Technical advice – Consultants and clients can also build their own multi-managed portfolios with advice from the company's Technical Solutions team. Clients are able to leverage off the company's proprietary asset-manager research, portfolio-construction abilities and administration platform. Investment Solutions prefers to work through consultants, but does have the competence to work directly with clients who prefer to do so.

Administration platform – Investment administration forms the foundation of the business model. The platform is flexible to ensure investment decisions are implemented efficiently with minimal disruptions and secure so as to detect errors and prevent fraudulent activities.

Clients are provided with accurate daily unit prices by 11 am on which they can reliably transact. The company's monitoring and reporting abilities allow clients to accurately assess their portfolios daily as well as provide the necessary reporting to the regulators. Regulation 28 compliance monitoring and reporting is a key service offered to clients.



INVESTMENT PHILOSOPHY

This is based on the following premises:

1. Quality managers outperform through time. Investment Solutions' forward-looking qualitative asset manager research provides a competitive advantage in its ability to pick the best-performing managers
2. No single house has all the skills in all areas for all cycles, hence the company believes multi-management is the most sensible way to invest to achieve steady outperformance through time
3. With markets being dynamic, to outperform consistently it is necessary to be active in the portfolio-management process
4. Active management outperforms over time, but given the company's adaptive mindset, there are environments in which passive management has a place in active portfolios
5. Value outperforms over the long term, and Investment Solutions' investment philosophy is based in part on the Adaptive Market Hypothesis, which calls for a willingness and ability to adjust when circumstances change. This belief influences the company's views on a number of investment decisions.

AWARDS

In 2012, Investment Solutions received the prestigious Manager of Managers award from the Principal Officers Association (POA). It was also rated top multi-manager in a survey conducted by PricewaterhouseCoopers.

Investment Solutions strives to be a thought leader in the industry and has consolidated its position as one of the top 10 leading and influential businesses in SA. It is also recognised as a level 2 BEE contributor by independent rating agency Empowerdex.

For more information, please visit
www.investmentsolutions.co.za or follow the company on Twitter @InvestmentSolZA.