

FOR IMMEDIATE RELEASE

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## FLIGHT TO SAFETY? 7IM Q2 ADVISER PLATFORM PURCHASES

### - Fixed income, multi asset investing and gold feature

**Seven Investment Management (7IM)** today publishes adviser Q2 2018 platform rankings for the highest selling **funds, closed ended investment companies** and **Exchange Traded Funds (ETFs)** via its **7IM Platform** by value.

After a more volatile year-to-date for equities, many advisers appear to be focusing on the comparative safety of fixed income and multi asset investing.

Gold also glittered and the **iShares Physical Gold ETC USD (GBP)** was the highest purchased exchange traded product, and also the second most bought product overall on the 7IM Platform, possibly in relation to trade war fears.

When it came to investment companies, property continues to dominate adviser purchases.

### Funds

**Damian Barry, Senior Investment Manager, 7IM** said: “The prominence of fixed income and multi asset funds suggests many advisers are seeing few obvious solutions to a world of multiple uncertainties, from trade war fears to Brexit, and at a time when markets have failed to show a sustainable rally over the year-to-date. Multi asset funds will tend to pick up renewed interest in these sorts of environments.”

### ETFs

**Peter Sleep, Senior Investment Manager, 7IM** added: “We have seen a flight to safety in the ETF space, with the dominance of fixed income very much on trend. ETFs saw global inflows into high grade fixed income in June, according to Blackrock. It’s interesting to see a smart beta corporate bond ETF from Legal and General feature, since there are not many of these on the market.

“What is less on trend is the prominence of the gold exchange traded certificate. Gold saw global outflows in June and the gold price is down over the year-to-date, not helped by the soaring Dollar. But gold is still seen by some as the ultimate safe haven vehicle and is perhaps being seen as one for the bottom drawer given trade war concerns. It can also be seen as a hedge against inflation.”

### Investment Companies

**Simon Moore, Senior Investment Manager, 7IM** said: “Property investment companies continue to dominate adviser purchases and the closed ended structure is an appropriate way to invest in illiquid asset classes like property, in my view. Beyond property, Scottish Mortgage continues to be seen as something of a jewel in the crown of the investment company sector. It is a fund we rate highly, although it is not for the faint hearted.

“In this context, it is also interesting to see Allianz Technology feature, proving that the love affair with FAANGs is perhaps far from over, with a number of these types of stocks featuring in the portfolio.”

## Most bought funds, investment companies and ETFs by value via 7IM platform in Q2 2018

### Funds

7IM AAP BALANCED S ACC
7IM AAP MODERATELY ADVENTUROUS S ACC
ROYAL LONDON UNIT TRUST MANAGERS UK EQUITY INCOME M GBP DIS NAV
JUPITER UNIT TRUST MANAGERS UK SPECIAL SITUATIONS I INC
VANGUARD INVESTMENTS UK LTD LIFESTRATEGY 60 PERCENTAGE EQTY ACC NAV
FIL INVESTMENT SERVICES(UK)LIMITED INDEX WORLD P ACC NAV
BLACKROCK FUND MANAGERS LTD STERLING STRATEGIC BD Z ACC
DIMENSIONAL FUNDS ICVC GLOBAL SHORT-DATED BOND ACC NAV
MAJEDIE ASSET MANAGEMENT LTD UK EQUITY FUNDCLASS X INCOME
MORGAN STANLEY INV MANAGEMENT US ADVANTAGE F GBP ACC

### ETFs/ETCs

ISHARES PHYSICAL METALS PLC ISHARES PHYSICAL GOLD ETC USD (GBP) ACC
HSBC ETFS PLC S&P 500 UCITS ETF
LEGAL & GENERAL UCITS ETF PLC LOMBARD ODIER IM GBL COR BD FNDM GBP HD
UBS ETF SICAV MSCI JAPAN UCITS A GBP DIS HDG
ISHARES GBP CORP BD 0-5 UCITS ETF GBP DIST
ISHARES CORE GBP CORP BD UCITS ETF GBP DIST
ISHARES III PLC UK GILTS 0-5YR UCITS ETF GBP DIST
ISHARES UK DIVIDEND UCITS ETF GBP DIST
ISHARES II PLC LISTED PRIVATE EQUITY UCITS ETF GBP
ISHARES II PLC USD TIPS UCITS ETF USD ACC GBP

### Investment companies

SCHRODER REAL ESTATE INV TRUST LTD ORD SHS NPV
CUSTODIAN REIT PLC ORD GBP0.01
F&C PRIVATE EQUITY TRUST ORD GBP0.01
SCOTTISH MORTGAGE INV TRUST ORD GBP0.05
ALLIANZ TECHNOLOGY TRUST PLC ORD GBP0.25
FIDELITY ASIAN VALUES ORD GBP0.25
AEW UK REIT PLC ORD GBP0.01
MITON GLOBAL OPPORTUNITIES PLC ORD GBP0.01
STANDARD LIFE INVEST PROP INC TRUST ORD GBP0.01
RIT CAPITAL PARTNERS ORD GBP1

Whilst these tables show adviser purchases and excludes 7IM discretionary flows, 7IM may hold positions in some or all of the securities mentioned here, either in 7IM funds or via the third

party funds in which we invest. This information is not intended to provide specific stock or investment recommendations to individual investors.

## Ends

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## Notes to Editors:

### About 7IM

It all began in 2002, with seven of us in a basement establishing Seven Investment Management (7IM) because we couldn't find anywhere we wanted to invest our families' money. Our assets under management now stand at around £12.9bn (more than doubling since 2013), and we have moved from 'basement' to 'Bishopsgate' in the City of London. There are now around 266 of us.

We manage money aiming to meet people's medium to long term return expectations. Fundamentally, we believe in active asset allocation in both active and passive investments (where we were one of the first to offer actively managed passive portfolios). We build global portfolios based on that allocation, and include alternative assets where appropriate to manage the risk reward trade off. Active currency management is also at the core of what we do.

7IM provides investment services to professional wealth managers, planners, advisers and private investors. These include: Discretionary investment management, a range of multi-asset portfolios, an investment and open architecture trading platform and a fantastic app, 7IMagine, which brings client portfolios to life.

### **Multigenerational investing**

We do our best to pass on economies of scale, reducing fees so more investors within a family save with us. Grandparents, through to parents and their children can invest as individuals with one charging structure – whether they live under the same roof or not.

A story of continuous innovation.

In 2013, we launched 7IMagine, an app allowing investors and advisers to keep up to date with their portfolio. The brainchild of some clients – professional 'gamers' uninspired by their paper statements – 7IMagine was enriched in February 2016, with My Future. Again using gaming technology, My Future allows advisers and investors to capture details about family or individual finances, including any number of streams of income, properties, other assets and expenses, to help identify how sustainable their finances are and if / when their retirement income will run out.

### **Our funds**

- Our **AAP fund range (Asset Allocated Passive)** is populated largely with passive structures to keep costs to a minimum. Asset allocation is actively managed to help exploit

opportunities and reduce risk across the spectrum: **7IM AAP Adventurous, 7IM AAP Moderately Adventurous, 7IM AAP Balanced, 7IM AAP Moderately Cautious, 7IM Cautious and 7IM AAP Income**. Some of these risk profiles have funds domiciled in both Dublin (with UK reporting status) as well as the UK.

- Our **Multi-Manager fund range** invests in a range of active and passive vehicles. Costs still matter, but if we think an actively managed fund can outperform a passive alternative we have the freedom to choose it. Asset allocation is actively managed. Again, there are different funds for different profiles: **7IM Adventurous, 7IM Moderately Adventurous, 7IM Balanced and 7IM Moderately Cautious**. Again, some of these risk profiles have funds domiciled in both Dublin (with UK reporting status) as well as the UK.
- We also have a selection of funds designed to meet specific needs, such as the **7IM Personal Injury Fund**, the **7IM Real Return Fund** or the SRI focussed **7IM Sustainable Balance Fund**.
- We also have a range of ‘smart passive’ funds known as the equity value funds. The range includes: the **7IM UK Equity Value Fund**, the **7IM US Equity Value Fund**, the **7IM European (ex. UK) Equity Value Fund** or the **7IM Emerging Markets Equity Value Fund**. These are entirely systematically managed based solely on company fundamentals, the aim being to outperform the relevant passive market cap-weighted alternative by selecting profitable, high-quality, cash-flow generating companies that trade at a discount to their intrinsic value.

## Our Model Portfolios

The 7IM Model Portfolios are a range of risk rated portfolios and are available within our discretionary investment services and standalone on the 7IM platform and other platforms. The Models use the same investment process and asset allocation as our funds.

Our range of Model Portfolios are available across the risk profiles: **7IM Adventurous Model Portfolio, 7IM Moderately Adventurous Model Portfolio, 7IM Balanced Model Portfolio, 7IM Moderately Cautious Model Portfolio, 7IM Cautious Model Portfolio and 7IM Income Model Portfolio**.

The 7IM funds and Model Portfolios are available through the 7IM Discretionary, Managed Investment, Platform, and Self Invest services, as well as on other platforms.

Important information: The information contained in this document does not constitute investment advice and if you are in any doubt about the suitability of the investment or service, you should consult a professional financial adviser. The value of investments, and the income from them, can fall as well as rise and you may not get back the full amount invested. Seven Investment Management LLP is authorised and regulated by the Financial Conduct Authority and the Jersey Financial Services Commission. Member of the London Stock Exchange. Registered office: 55 Bishopsgate, London EC2N 3AS. Registered in England and Wales No. OC378740.

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