PRESS RELEASE

FOR IMMEDIATE RELEASE **20 JULY 2017**

7IM Q2 ADVISER PLATFORM PURCHASES: FUNDS, INVESTMENT COMPANIES, ETFs

Seven Investment Management (7IM) has today published adviser Q2 2017 platform rankings for the highest selling **funds**, **closed ended investment companies** and **Exchange Traded Funds** (ETFs) via its **7IM Platform** by value. The rankings include adviser purchases and exclude 7IM's discretionary flows, but will include adviser Model Portfolio selections from both 7IM and other providers. See page 2 for a list.

Verona Smith, Head of Platform, Seven Investment Management (7IM) said: "The broad range of adviser selections reflects our open architecture approach, but the data is also a story of model portfolios. In quarter two, model portfolio selections accounted for 38% of platform trades by value and this will be reflected in some of the top 10 rankings. Certainly 7IM Model Portfolios have been a growth area and the 7IM Model Portfolio Service is available both through the 7IM Platform and a wide range of other platforms."

Fund purchases

Damian Barry, **Senior Investment Manager, 7IM said**: "The highest selling adviser fund purchases shows a move towards absolute return strategies, with advisers clearly focusing on portfolio diversification and capital preservation at a time when some may be mindful of stretched valuations. But the selections also show a strong passive theme, with costs a key issue. But it's interesting to also see CF Miton UK Value Opportunities fund in the top 10. Andrew Jackson took over managing this fund exactly a year ago, and he has clearly impressed advisers."

Investment company purchases

Alex Scott, Deputy Chief Investment Officer, 7IM said: "Advisers are predominantly using the listed structure to access more specialist sectors such as property, private equity and infrastructure, and 7IM have also tended to use this strategy to access less liquid asset classes such as these. It's interesting to see property investment companies featuring heavily: 7IM's own property exposure is currently very low, but whilst the closed end structure has challenges as well as advantages, we feel much more comfortable using the listed structure to access property, where managers do not have to worry about having to sell illiquid stock to meet redemptions."

ETF purchases

Peter Sleep, Senior Investment Manager, 7IM said: "Advisers are using ETFs to gain exposure to a mix of asset classes, from sector specialists like private equity through to more strategic holdings like S&P 500, FTSE 100 and Gilts, and it's interesting to see some gold exposure there too. Some of this exposure will have come through model portfolio selections, but given the diversity of choice in this space it is clear that advisers are opting for some of the less esoteric ETF asset classes."

Most bought funds, investment companies and ETFs by value via 7IM platform in Q2 2017

Top 10 funds	Top 10 investment companies	Top 10 ETFs
JUPITER UNIT TRUST MANAGERS UK SPECIAL SITUATIONS I INC	SCHRODER REAL ESTATE INV TRUST LTD ORD SHS NPV	HSBC ETFS PLC S&P 500 UCITS ETF

7IM AAP BALANCED S ACC	TRITAX BIG BOX REIT PLC ORD GBP0.01	VANGUARD FUNDS PLC FTSE 100 ETF INC UCITS ETF
HENDERSON INVESTMENT FUNDS LTD FIXED INTEREST MONTHLY INCOME I INC	NB GLOBAL FLOATING RATE INC FD LTD RED ORD NPV GBP	ISHARES PHYSICAL METALS PLC ISHARES PHYSICAL GOLD ETC USD (GBP) ACC
JUPITER UNIT TRUST MANAGERS ABSOLUTE RETURN I ACC	STANDARD LIFE INVEST PROP INC TRUST ORD GBP0.01	BMO UCITS ETF ICAV BARCLAYS GBL HIGH YLD BD GBP DIS HDG
7IM AAP MODERATELY CAUTIOUS S ACC	F&C PRIVATE EQUITY TRUST ORD GBP0.01	ISHARES UK DIVIDEND UCITS ETF GBP DIST
CAPITA FINANCIAL MANAGERS TROJAN INCOME O INC NAV	CUSTODIAN REIT PLC ORD GBP0.01	ISHARES II PLC LISTED PRIVATE EQUITY UCITS ETF GBP
HSBC GLOBAL ASSET MANAGEMENT UK JAPAN INDEX C ACC NAV	RIT CAPITAL PARTNERS ORD GBP1	VANGUARD FUNDS PLC S&P 500 UCITS ETF INC NAV GBP
LEGAL & GENERAL(UNIT TRUST MNGRS) SHORT DATED CORPORATE BOND INDEX I INC	CITY OF LONDON INVESTMENT TRUST ORD GBP0.25	ISHARES CORE GBP CORP BD UCITS ETF GBP DIST
VANGUARD INVESTMENTS UK LTD UK LONG DUR GILT IDX A GBP GROSS INC	3I INFRASTRUCTURE ORD NPV	ISHARES IV PLC US EQTY BYBCK ACHIEV UCITS ETF ACC
CAPITA FINANCIAL MANAGERS CF MITON UK VALUE OPPS B INSTL ACC	WORLDWIDE HEALTHCARE TRUST ORD GBP0.25	ISHARES III PLC UK GILTS 0-5YR UCITS ETF GBP DIST

Whilst this table shows 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. The article is not intended to provide specific stock or investment recommendations to individual investors.

Ends

For further information, please contact:

Jemma Jackson
PR Manager, 7IM
jemma.jackson@7im.co.uk
020 3823 8696
07776 204 610

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 £11bn (more than doubling since 2013), and we have moved from 'basement' to 'Bishopsgate' in the City of London. There are now around 240 of us.

Radical common sense

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 an offshore version of the fund.
– 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 an offshore version of the fund.
– We also have a selection of funds designed to meet specific needs, such as the **7IM Personal Injury Fund**, the **7IM Unconstrained 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. Like the Asset Allocated Passive (AAP) funds, the entire asset allocation is fulfilled with 'Smart Passive' market cap weighted passive instruments (for example UK and US equities) which track those markets and systematic instruments. 7IM undertake the due diligence on the passive securities (such as counterparty risk and concentration). 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. Member of the London Stock Exchange. Registered office: 55 Bishopsgate, London EC2N 3AS. Registered in England and Wales No. OC378740.

WWW.7IM.CO.UK