

FOR IMMEDIATE RELEASE

14 FEBRUARY 2018

DECUMULATION: 7IM LAUNCHES RETIREMENT PLANNING SERVICE FOR ADVISERS

- **Service combines 7IM's advanced cashflow planning app, flexible platform and investment expertise to help advisers deliver the optimum solution for each client**
- **The 7IM service supports advisers to deliver the income their clients need through various life stages**
- **Maximises the income a client needs through effective use of tax-efficient wrappers and structures**

Seven Investment Management (7IM) has launched a [Retirement Planning Service](#) to help advisers look after clients at or near retirement. The **7IM Retirement Planning Service** brings together investment management, technology and service.

The service aims to increase efficiency for advisory firms, helping advisers to deliver services and income to their clients throughout the various life stages. The **7IM** platform has the flexibility to accommodate different 'pots' for different financial priorities and risk profiles, to create an integrated service helping deliver the income their clients need throughout various life stages.

Advisers can choose how they use the retirement planning service depending upon their practice's business model. The three options are the 7IM Discretionary Service, the 7IM Managed Investment Service and the 7IM Platform.

Verona Smith, Head of Platform, 7IM, said: "Financial planning was always a skilled and difficult job, but there was a sense with many clients that you got them to retirement and the purchase of an annuity and they were safely home. While annuities will still be the right option for some people, there are now far more options and now many clients need supporting far beyond their retirement date.

"That creates an opportunity for advisers, but also puts a lot of pressure on them, because clients risk not achieving the retirement lifestyle they have envisioned during their working years.

"There are plenty of firms out there offering to deliver the investment management element, but with this service we've tried to provide a complete package of support that's available to the adviser at every stage of the process. The ultimate outcome is that it should make it easier for an adviser to take on more clients while still giving each of them outstanding service."

The **7IM Retirement Planning Service** is flexible – so advisers can use as much or as little as they want – and comes with no additional charges beyond the normal platform and investment management fees.

The **7IMagine app** is particularly useful in helping clients face up to difficult choices at the planning stage. Its cutting-edge gaming technology enables advisers to demonstrate to clients approaching retirement just how much they can afford to withdraw each year and what is the most appropriate level of investment risk for remaining savings. It allows the adviser to plug in a range of scenarios and show clients the drawbacks and benefits of various strategies.

Verona Smith added: "Once they've got the right plan in place, advisers need investments that meet their clients' long term return expectations. As part of the service, our relationship managers will sit down with the adviser and draw up an investment recommendation to help match client assets to the right funds, models and services. We have a long track-record of

managing to targeted returns and we know advisers find that very reassuring, combined with ongoing annual reviews to make sure that the plan is on track.

“The other thing we have to acknowledge is that advisers help clients see their money in terms of pots – each with a different purpose and often a different time horizon and risk mandate. Managing in decumulation can add to the number of pots – some money will be needed next year, some in 20 years and some potentially for the next generation. Many platforms struggle to cope with this; we’ve worked hard to overcome that problem and build the flexibility into our platform to integrate it effectively within the service.”

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 £12bn (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 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. Member of the London Stock Exchange. Registered office: 55 Bishopsgate, London EC2N 3AS. Registered in England and Wales No. OC378740.

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