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27 September 2020

## 7IM SEES AUM JUMP 24% AS IT ANNOUNCES RESULTS FOR THE YEAR ENDED 31 DECEMBER 2020

### Highlights:

- Increase in 7IM Group\* assets under management (AUM) of 24% to £18.1bn in 2020 (2019: £14.6bn)
- Over a decade of continuous growth in AUM
- Group revenue in line with previous year (2020: £70.1mn vs 2019: £70.9mn)
- Two acquisitions completed: Partners Wealth Management and Find a Wealth Manager

7IM today announces another successful year of growth with an increase in assets under management (AUM) in 2020. This increase to £18.1bn sees 7IM maintain its track record of delivering over a decade of continuous growth in AUM.

2020 saw 7IM launch its 7IM Pathbuilder funds, a range of low-cost multi-asset solutions to complement its existing comprehensive investment proposition. As part of a wider focus on sustainability, 7IM also reduced the annual management charge (AMC) on the 7IM Sustainable Balance Fund by 0.25% to further promote a fund with an excellent 15-year track record.

7IM continued to deliver strong growth in its Platform business over the course of the year as the multi-year investment program delivered greater and improved functionality to its customers. Initiatives like digital account opening have been especially beneficial over the last period.

2020 also saw 7IM complete the acquisitions of London-based advice firm Partners Wealth Management and Find a Wealth Manager, the UK's leading wealth manager search website.

The firm's investment process was another key driver of success. The 7IM strategic asset allocation framework, which underpins its investment process, successfully navigated a challenging and volatile 2020, insulating clients' portfolios from the worst of the Covid-19 crisis and delivering significant value over the course of the year.

### Dean Proctor, Chief Executive Officer, 7IM said:

"2020 was, without exaggeration, one of the most challenging years in economic, social and financial history. The disruption caused by the spread of Covid-19 has been unprecedented and means that all of us have had to adapt and demonstrate a newfound resilience.

"For us at 7IM it has been no different. As I look back on 2020, I am incredibly proud of the spirit and resilience that my colleagues have demonstrated throughout the crisis. They have adapted incredibly quickly, allowing us to navigate this extremely difficult period successfully, to continue to drive the business forward and most importantly to deliver for our customers and clients.

"It is testament to that spirit, and the culture that we have built, that we have been able to continue our growth journey, investing across the business and successfully completing two acquisitions. These developments bring greater efficiencies of scale and enable us to deliver a superior service to our clients.

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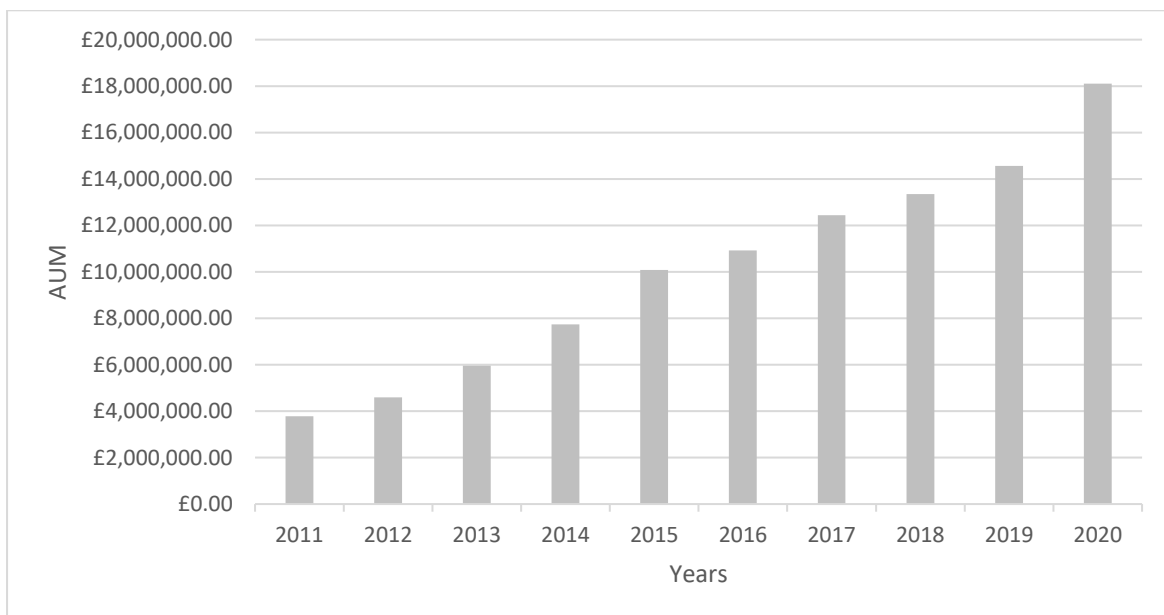


“2020 also saw us make significant investments into our proprietary platform technology, launching a series of updates to further improve the user experience. Furthermore, we were delighted to enhance our investment proposition with the launch of 7IM Pathbuilder fund range and by reducing the fees on our Sustainable Balance Fund, both of which are crucial to the ongoing success of 7IM.

“Of course, like many firms, we saw a reduction in profitability last year, principally due to the Covid-19 related major market movements in the first quarter of 2020. However, as the year progressed, we saw profitability gradually recover.

“So far, 2021 has been a year of momentum for 7IM, with our current financial results for this year reflecting this. As we emerge from the Covid-19 crisis, we look forward to maintaining this momentum and continuing our growth journey through further investment into both our people, platform and proposition.”

## A decade of continuous growth



## Ends

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## Notes to Editors:

\*figures shown are for 7IM Holdings Limited

### About 7IM

It all began in 2002, with seven of us in a basement establishing 7IM because we couldn't find anywhere we wanted to invest our families' money. Our assets under management now stand at around £18bn, and we have moved from 'basement' to 'Bishopsgate' in the City of London.

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.**
- 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. There are different funds for different profiles: **7IM Adventurous, 7IM Moderately Adventurous, 7IM Balanced and 7IM Moderately Cautious.**
- 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.**

### **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.

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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.**

In 2019, we launched the **7IM Passive Model Portfolios**, a diversified range of passive multi asset model portfolios underpinned by our robust Strategic Asset Allocation (SAA) process. The Passive Model Portfolios differ from our traditional offering and are built purely using a streamlined version of 7IM's robust (SAA).

The 7IM funds and Model Portfolios are available through the 7IM Discretionary and Platform 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, the Jersey Financial Services Commission and the Guernsey Financial Services Commission. Member of the London Stock Exchange. Registered office: 55 Bishopsgate, London EC2N 3AS. Registered in England and Wales No. OC378740.