Ambition meets opportunities

BMO Global Asset Management

Investment Solutions and Fiduciary Management Services 2020

BMO Global Asset Management

About

BMO Global Asset Management

BMO Global Asset Management ("BMO GAM") is a truly global investment organisation tracing its roots back to the foundation of the Bank of Montreal in 1817. With over 150 years of asset management experience, we have managed money through many market cycles and have evolved a set of investment beliefs based on evidence and experience.

Providing Investment Solutions and specifically Fiduciary Management services are a key priority for the firm and are a significant proportion of BMO GAM's overall asset management business. Originating in the Netherlands, we have been providing Fiduciary services in EMEA for almost three decades, expanding into the UK and servicing Fiduciary clients in the US as well.

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At BMO Global Asset Management, we believe that our role is to successfully connect our clients with the outcomes they want to achieve. Our aim is to understand our client's objectives, appreciate the challenges they face and help grasp the right investment opportunities through our worldwide capabilities.

Principles that make a difference

Our purpose at BMO GAM is to

BOLDLY GROW THE GOOD

We're firm believers that our principles and the way we do business will generate genuine value for our clients and afford benefits to the wider society and the environment.

The three tenets that guide us are:

Client-first innovation

Everything we do begins with our clients' needs in mind – it's been our starting point since the beginning of our business and industry. Our teams are united by this clear focus that in-turn drives the ambition to constantly re-evaluate our approach and product offerings. It's an ethos that means when we see new challenges and opportunities, we're positioned to develop genuinely innovative solutions and advise our clients proactively.

Collaborative culture

We recognise that we can only deliver by working together. Our investment culture is one of research and collaboration – a mindset we've fostered to encourage the sharing of knowledge and the development of ideas across our global teams. This openness enriches our thinking and means that we can create genuine value-add for clients.

Responsible Investment

Being responsible about investment is at the core of everything we do – it is a central pillar of the processes we adopt and the products we offer. As pioneers, we've led improvements in standards and driven positive change since the 1980s. We are active owners who engage directly and vote thoughtfully. All of our active investment teams integrate ESG considerations into their decision making and we continue to develop dedicated and award-winning responsible funds and solutions.

Solutions built for today's investor needs

We offer a growing range of solutions that leverage our global investment platform.

Our Multi-Asset teams have the global reach to understand diverse asset classes and markets. They also have the local market expertise to channel their know-how into tailored solutions. The approach is underpinned by robust risk management that ensures volatility is managed whilst focusing on client outcomes.

Fiduciary management

Our fiduciary offering is based around a deep understanding of the challenges our institutional clients face. Using our broad range of specialist investment expertise, we help them explore the options, plan the strategy, and make the right decisions around both delegation and investments.

Liability Driven Investment

We have an award-winning range of segregated and pooled LDI solutions, many using advanced strategies that help clients adapt to market conditions. Our highly experienced team includes specialists in derivatives, insurance, pensions, quantitative methods and fund management.

Accessing our capabilities:

We are continually developing the ways our clients can access and benefit from our capabilities. Whether through pooled funds, segregated mandates, or specialist vehicles such as ETFs and Investment Trusts, clients can access and benefit from our expertise in a way that most effectively meets their requirements.

Responsible Investing

For over three decades, we have taken a leadership approach in developing sustainable investment strategies. Our track record in ESG dates to 1984.

Responsible investment is central to our corporate identity and integral to our overall investment philosophy. BMO GAM has been a pioneer and leader in Responsible Investment for more than three decades. The identification of financially material ESG issues forms part of our investment processes across the firm, helping us manage risk and support long-term returns.

Beyond the management of opportunity and risk, we also see responsible investing and broader investment stewardship activities as part of our duty as an investor acting in the best interest of our clients, and as a participant in the global financial system. This year we celebrate 20 years of running our active investor engagement programme.

Our approach is aligned with the core values and beliefs of the wider BMO Financial Group (BMO FG), and draws on national and international codes and standards for responsible investment and ownership, including the United Nations Principles for Responsible Investment, to which we are a founder signatory.

The consideration of ESG issues is an essential part of what it means to be an investor in the 21st century.

Kristi Mitchem, CEO, BMO Global Asset Management

Investment Solutions & Fiduciary Management Services

Investment Solutions and specifically Fiduciary Management services are a key priority for our business. We have over 30 years of Fiduciary Management experience with c. € 30bn in AuM*.

Our fiduciary offering contains strong local client advisory, portfolio management including balance sheet management and manager selection & monitoring. ESG considerations are integrated into all our decision making and we monitor risk carefully.

Within Investment Solutions we utilise our historical and innovative capabilities which give us a broad perspective and drive our primary investment beliefs:

- Over 150 years of money management experience, with c. €240 bn AuM globally**. Approximately half the global assets are in respect of our 'solutions' business;
- Manager research capability with over 500 managers in use;
- A deep understanding of liability side risks with over 500 EMEA LDI clients;
- Strong ESG track record with c. €140bn** Assets under Advice and over 30 years' experience running dedicated strategies.

This combination of heritage and subject matter expertise guarantees a pragmatic and flexible approach to investing. We strongly believe that there is no one-size-fits-all approach to client strategy or asset class strategy and that our offering should reflect our clients' unique circumstances, investment beliefs and constraints.

1817	1868	1990s	2003	2006	2020
Bank of Montreal – Canada's 1st bank	Foreign & Colonial Investment Trust – world's 1st pooled vehicle	Begin servicing Dutch FM clients	1st UK Pension scheme LDI swap hedge	Founding signatory of the UNPRI	**20 years** of active engagement

Source: BMO Global Asset Management. *As at September 2020 NL & UK ** As at September 2020

Our business

With offices in over 20 locations, and a diverse mix of 1,200 people managing assets for clients ranging from global institutions to investment advisers and retail investors, our business is positioned to see the bigger picture whilst never losing focus of individual needs.

Our investment platform spans all major asset classes – capabilities from which we can work to make a positive impact on both our clients and the world we live in.

Our people

1200+
employees

354
investment professionals

19 years
average investment experience

12 years
average tenure at BMO

We manage

CAD 354
USD 273
£ 206
€ 243
billion
assets under management

Responsible about investment

A+ rated
United Nations Principles for Responsible Investment (Strategy and Governance)

30+ years
of ESG solutions

20+ years
of engagement

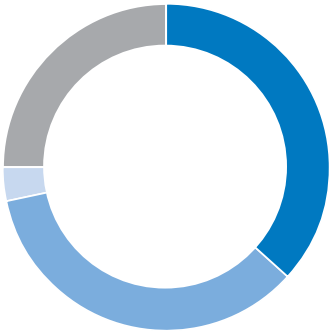
765
companies engaged in 2019

1,509
engagements in 2019

313
Positive changes achieved in 2019

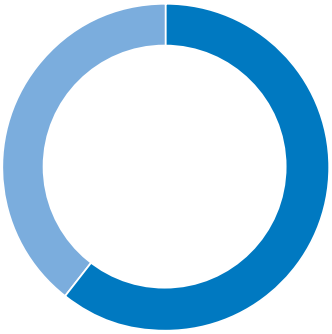
Source: BMO Global Asset Management, as at 31 December 2019

Investment Type



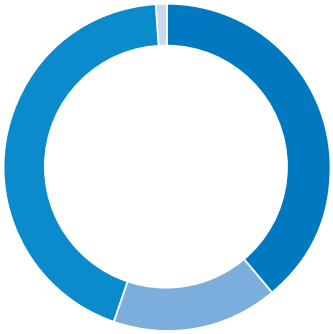
- Fixed Income – **36.7%**
- Equity – **35.0%**
- Alternatives – **3.5%**
- Multi-Asset – **24.7%**

Client Type



- Institutional – **60.7%**
- Retail – **39.3%**

Client Location



- Canada – **39.1%**
- US – **16.2%**
- Europe – **43.6%**
- Other – **1.0%**

Contact us

BMO Global Asset Management Amsterdam

+31 (0)20 582 3000
infonl@bmogam.com

bmogam.com

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