

Conscious of the mark we leave

An introduction to
GIB Asset Management

Conscious of the mark we leave

Each of us leaves a footprint, no matter how softly we try to tread.

Together, our tracks combine to form patterns. Traces that reveal how we navigated life; evidence of our collective impact on the world.

When we are aware of the lasting impression left by our choices, we make better choices. As an asset manager trusted with the care of over \$10 billion of our clients' investments, we understand the scale and effect of our decision-making on their behalf.

Three actions shape our imprint

We take a purposeful investment approach, and have done for decades. With us, you can be confident your assets' influence on the world expresses your deeply-held beliefs about what it means to be a good steward of people and the environment.

We embrace the fine detail. We analyse millions of data points to leave no stone unturned in the creation of our investment portfolios, and report their impact with integrity and clarity.

Investing for the long term is at the heart of sustainable development and so at the core of our business. We are not bound by quarterly reporting cycles nor distracted by today's fashions. We can concentrate on the most transformational trends and on building lasting relationships – the hallmark of our client approach.

We are conscious of the mark we leave. That is why investors across the world choose to shape the global future with us.



Katherine Garrett-Cox
CEO
GIB (UK) Ltd



Heritage of long-lasting relationships

Our Middle Eastern roots have instilled in us the profound importance of long-lasting relationships. Since our establishment in 1975 we have focused on forging a deep bond with each of our clients. Our constant aim is to understand your needs and successfully preserve and grow your investments. Some of our current clients have partnered with us for over thirty years.

Now operating in London and New York, we aim to provide you with an international perspective, attuned to cultural sensitivities. With an expanding global audience of institutional and professional investors and a carefully curated investment offering, we ensure that we stay flexible and focused on serving you and your investment purpose.

We invest your assets with a proud culture of sustainability – within our business, your portfolio and beyond. Investing with us, you can be confident that we are focused on safeguarding the value of your investments and assessing their imprint on your world.

Managing assets in excess of \$10 billion*

Employing over 80 people

Offices in London & New York

Over 40 years of managing clients' assets*

*As at 30.09.19



We take care
of your assets
and their
imprint on
the world



Forming an imprint

Mindful of the long term

Our ownership structure and its patient capital means we have always been well-placed to take a very long-term perspective. We have been thinking sustainably for decades.

Today, 'sustainable' has come to mean an antidote to the world's appetite for economic growth at an unacceptable cost to the environment and society. While this has not yet translated into companies with poor ESG ratings starving for capital, many asset owners have begun to question the part they play.

When every action causes a reaction, and socially irresponsible investing remains the norm, how should you move forward?

We believe our role as an asset manager is to pave the way for you to be a force for positive change. We create a map for you to invest wisely – for your wealth and the world.



Clear focus

We are a true expert on a small set of targeted issues. We believe the prioritisation of depth over breadth is the way we will make a difference. It is the compass that sets our course.

You will not find a wide range of funds at GIB Asset Management. Instead, we offer you a carefully curated range of highly-targeted strategies.

With focus comes depth of knowledge. To take but one example, we bring our deep expertise in letters of credit to credit risk assessment for our trade finance asset management capability.

Focus also promotes clarity. First, to decision making: we can be particularly thorough in our investigation of opportunities. Then, to management, where robustness drives promised actions and results. And finally, to reporting: we know you care about not just what was achieved, but how.



We have three defining beliefs that drive our approach to your impact and ours

Attentive to you

We know that each and every one of our clients has a set of personal values that must be respected.

Your imprint will be unique

Our job is to understand you as a person first, an investor second. To advise, we first listen.

Operating in London and New York we are attuned to cultural sensitivities. We incorporate your investment requirements into your portfolio.

Our relationship with you will be bespoke. We provide tailored support – often at short notice – on whatever matters to you. We strive to create long-term partnerships. Many of the portfolios we manage for our clients have been in our care for more than 30 years.



Investing for a sustainable future

Our structure allows us to have a personal relationship with you. It enables us to understand your unique objectives, while being mindful of your risk parameters.

With our global vantage point, we are positioned to find the most suitable opportunities centred around the long-term drivers of investment returns and the impact of our investment decisions. This way, we can construct portfolios that leave a lasting positive imprint on your world.

We invest for long-term impact and long-term relationships with our clients.



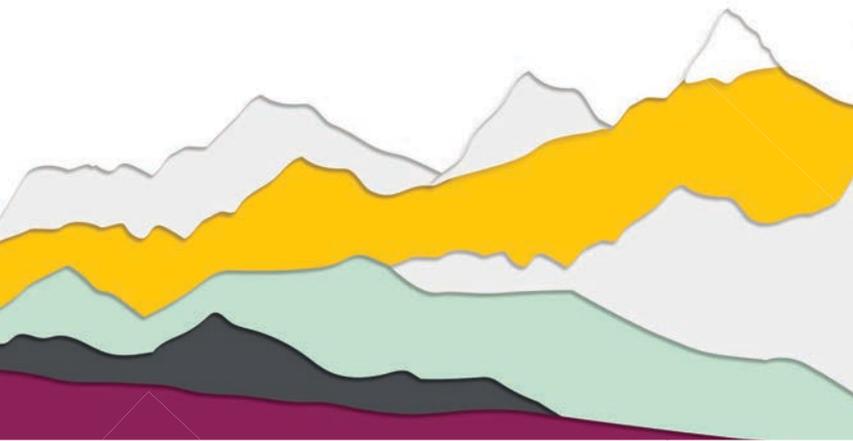
Investment activity can no longer support economic activity that's unsustainable



One purpose, three themes

We help you reach your long-term goals by successfully investing in a range of investment strategies matched to your purpose. We focus our insights on three themes where we can best harness our collective investment skills for your benefit.

Robust risk management underpins all we do as responsible stewards of your capital. Our specialist investment strategies are both disciplined and flexible to adapt your portfolio to your needs.



1

Equity

Seeking opportunities across the globe for sustainable risk-adjusted outperformance

2

Trade Finance

Investing for alternative income and supporting responsible worldwide trade



3

Credit

Focused on capital preservation and income generation for your risk appetite



Invest with us

What we invest in matters.

Long-term relationships to shape your investment imprint are at the heart of what we do.

Get in touch to see how we can help you invest for your unique imprint.

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Signatory of:



Gulf International Bank (UK) Limited is a signatory of the United Nations Principles of Responsible Investment (UN PRI). The UN PRI is a voluntary initiative that encourages investors to embed environmental, social and governance (ESG) factors into their investment decision-making.

For professional investors only