

We are building a bridge between investors and asset managers

TELOS GmbH

Our Services for Asset Managers and Providers of Administration
Services



Τέλος = Goal

„With our services we form the bridge between investors and asset managers as well as administration service providers and support them to reach their respective goals.“

ABOUT TELOS

At a glance



| | |
|---|-------------|
| Foundation of the company | 1999 |
| First „Spezialfonds“ survey | 2001 |
| First Master KVG survey First Master KVG rating | 2004 |
| Management buy-out and rebranding into TELOS GmbH First TELOS fund rating (TFR) | 2005 |
| First survey about investor's satisfaction with asset managers | 2006 |
| Introduction of the search-platform „telosia“ | 2008 |
| First search process for Asset Manager, Master KVG and custodian | 2009 |
| First Wiesbadener Investor's Day | 2010 |
| First TELOS-Yearbook | 2014 |
| Exceeding the € 10 billion in tenders | 2016 |
| Start of new information online platform for investors | 2018 |

| | |
|---------------------------|--------------------------|
| Staff members | 6 |
| Registered asset managers | more than 350 |
| Published ratings | more than 750 |
| Institutional contacts | more than 2,500 |
| Volume of tenders | More than € 13 bn |

SERVICES

Our focus is to satisfy the requirements of institutional investors



Ratings



Consulting



Publications and Surveys



IMI Online Information Platform



Conferences

RATING EXPERTISE VON TELOS

Focused on Quality and Stability



TELOS Fund Rating (TFR)

- Primary qualitative valuation of investment funds, including alternative investment strategies



TELOS Investment Process Rating (TIR)

- Qualitative valuation of investment processes taking into account all relevant areas and aspects of an asset manager



TELOS ESG Rating (TER)

- Qualitative assessment of investment processes and asset managers regarding compliance and implementation of sustainability criteria (ESG)



TELOS Quant Rating (TQR)

- Quantitative valuation of mutual funds with a focus on stability and risk-adjusted results

RATING EXPERTISE VON TELOS

Focused on Quality and Stability



TELOS Master-KVG Rating (TMR)

- Qualitative analysis and evaluation of the performance of master and service KVGGen



TELOS Custodian Rating (TCR)

- Qualitative analysis and evaluation of the performance of custodians



TELOS Real Estate Rating (TRR)

- Qualitative valuation of investment processes and asset managers in the real estate asset class

CONSULTING

Comprehensive support of institutional investors



- **Asset Manager Selection**
- **Master-KVG Selection**
- **Custodian Selection**
- **Individual Due Diligence**
- **Asset Manager Monitoring**
- **Support of Investment Committees**

TELOS PUBLICATIONS AND SURVEYS

High market penetration and acceptance



TELOS Spezialfondsmarkt Survey

- Annual study on current developments in the German special funds market



TELOS Master-KVG Survey

- Annual study on the latest developments in the master KVG market



TELOS Zufriedenheitsstudie

- Annual study on the satisfaction of German institutional investors with their asset managers



TELOS Yearbook

- Comprehensive publication on the services of asset management companies, Master KVGen and custodians active in Germany

TELOS PUBLICATIONS AND SURVEYS

High market penetration and acceptance



TELOS Compendium

- Qualified articles on selected asset classes, investment solutions and investment themes



TELOS Themen

- Booklet series with articles on selected topics



TELOS Newsletter

- Information about current ratings, tenders, studies and events
- Specialist articles on various current asset management topics



General Surveys

- Surveys on current topics
- Individual and commissioned studies

SERVICES

Our focus is to satisfy the requirements of institutional investors



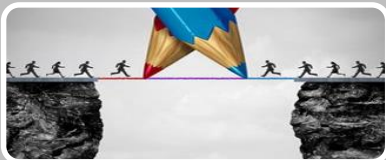
Ratings

- Fund Rating
- Investmentprocess Rating
- Quant Rating
- ESG Rating
- Master-/Service-KVG Rating
- Custodian Rating
- Real Estate Rating



Consulting

- Asset Manager Selection
- Master-/Service-KVG Selection
- Selection of custodians
- Individual Due Diligence
- Manager Monitoring
- Support of investment committees



Publications Surveys

- Spezialfonds-Marekt
- Master-KVG Survey
- Individual Surveys
- TELOS Yearbook
- TELOS Compendium
- TELOS Themes
- TELOS Newsletter



IMI Portal

- Online information-platform for institutional investors
- Opportunity to provide information about the company and the offered investment strategies and solutions/services



Conferences

- Wiesbadener Investors Day
- TELOS Themes Workshop

INVESTMENT MANAGER INFO (IMI)

Online Information Platform for Institutional Investors



Asset
Manager



Master-
KVGs



Custodians

← Opportunity to present the company and the product offering →

INVESTMENT MANAGER INFO (IMI)

Start page – Category selection: Asset Manager, Master-/Service-KVG, Custodian



https://www.investment-manager.info

Suchen



Sie suchen Informationen über Asset Manager, Master- und Service-KVGen oder Verwahrstellen?

Wählen Sie einfach die entsprechende Kategorie auf dem IMI-Portal



Asset Manager



Master- und Service-KVGen



Verwahrstellen

INVESTMENT MANAGER INFO (IMI)

Overview page per provider category with sorting function



Asset Management Gesellschaften und Vermögensverwalter

Nachstehend finden Sie eine Übersicht zu Asset Management Gesellschaften und deren Investmentstrategien. Durch das Anklicken des Namens der Asset Manager Gesellschaft erhalten Sie Details zu deren Services und Angebot.

Sie sind ein institutioneller Investor? Gerne unterstützen wir Sie bei **Auswahl geeigneter Asset Manager**. Details zu unseren Services finden Sie [hier](#).

- MM = Geldmarkt (Money Market)
- PE = Private Equity
- MA = Multi Asset
- AR = Absolute Return
- EM = Emerging Markets (Schwellenländer) - Aktien und/oder Renten
- ESG = Nachhaltigkeitsstrategien
- HF ETC. = Sonstige wie z.B. Hedge Fonds

Durch Anklicken der Spaltenköpfe können Sie die nachsehende Tabelle über die verschiedenen Kriterien sortieren.

Durch Anklicken der Gesellschaft gelangen Sie zur jeweiligen Detailansicht.

| GESELLSCHAFT | AKTIEN | RENTEN | MM | WANDEL-ANLEIHEN | MA | IMMO-BILIEN | INFRA-STRUKTUR | LOANS | PE | ROH-STOFFE | AR | EM | FACTOR INVESTING | ESG | ETF | HF ETC. |
|--------------------------------------|--------|--------|----|-----------------|----|-------------|----------------|-------|----|------------|----|----|------------------|-----|-----|---------|
| Vescore by Vontobel Asset Management | X | X | | | X | | | | | X | X | | X | | | |
| Union Investment | X | X | X | X | X | X | | | | X | X | X | X | X | | |
| Unigestion (UK) Ltd | X | | | | X | | | | X | | X | X | X | X | | X |
| Tortoise Capital Advisors | X | X | | | | | X | X | X | | | | | | | X |

INVESTMENT MANAGER INFO (IMI)

Individual web-page for each registered asset manager



J.P.Morgan
Asset Management

J.P. Morgan Asset Management

Taunustor 1
D-60310 Frankfurt am Main
www.jpmanassetmanagement.de

Ansprechpartner Institutionelle Anleger

Jens Schmitt
Head of Institutional Business Germany and Austria
Telefon: +49 69 71242175
E-mail: jens.h.schmitt@jpmorgan.com

Ansprechpartner Wholesale Anleger

Christoph Bergweiler
Country Head Austria, CEE, Germany and Greece
Telefon: +49 69 71242164
E-mail: christoph.bergweiler@jpmorgan.com

Unternehmen im Überblick

With assets under management of USD 1.6 bn*, J.P. Morgan Asset Management ("JPMAAM") is a global leader in investment and wealth management. The company has a long and distinguished record of success that can be traced back to the late 19th century.

We are operating across regions: the Americas, EMEA (Europe, Middle East and Africa), and Asia Pacific, with 7,290 staff and a presence in over 20 countries worldwide, which allows us to have a globally integrated, local presence in all major economic regions and time zones. Our approx. 1,200 investment professionals* are mainly based in the five major investment management hubs London, Hong Kong, Tokyo, New York and Columbus, Ohio.

This structure ensures that our knowledge, experience and resources are shared around the globe, providing our clients with a competitive information advantage and truly global investment expertise. In short, our comprehensive understanding of world markets across a highly diversified range of asset classes gives us greater potential to enhance returns.

Our clients benefit from a range of investment activities, which include:

- Pension Fund Management
- Charitable Fund Management
- Institutional Fund Management
- Reserves Management
- Insurance Money Management
- Third Party Distribution Services
- Sub-advisory Services
- Mutual Fund Management

The strategies we offer encompass all major asset classes, and span all financial markets across the world. Strategies can be tailored to meet a comprehensive range of investor requirements, and we hold leadership positions in most areas of our business.

*as of December 31, 2017

Marktposition und Zielkunden

JPMAAM is a chosen investment partner to corporations, governments, foundations and individuals globally. We manage money for many of the world's leading banks, insurance companies, asset managers and advisory firms, providing investment insights which allow them to thrive in today's fast moving markets.

Our core business is the management of segregated and pooled accounts for large institutional clients, which represents the majority of our business.

Allgemeine Investmentphilosophie

JPMAAM has a transparent investment philosophy, with common factors that apply across all products and processes:

- **Global Research:** We create an information advantage through qualitative and quantitative research undertaken by our dedicated team of investment professionals based around the globe.
- **Risk Controls:** We avoid taking positions and incurring risks in areas where we do not believe we have an information advantage.
- **Innovation Guided by Essential Principles of Investing:** We commit substantial resources to continuously improving the investment process while adhering to the ESSENTIAL PRINCIPLES OF OUR INVESTMENT PHILOSOPHY.

- Company contact details, incl. Link to company homepage
- Contact person for institutional and wholesale investors
- Company information
- Description of the investment philosophy
- Detailed description of the product offering and investment services für each asset class

CONFERENCES

„Building a bridge between asset managers and institutional investors“



Wiesbadener Investors Day

- Exclusive fund management conference for institutional investors and asset managers
- Asset managers and administration service providers are presenting their services and strategies with regard to selected topics
- Exclusiveness: Focussed only on institutional investors – no access for managers who do not officially participate in the presentation program
- Opportunity for individual manager discussions
- Free of charge for investors

TELOS Thems Workshop

- Workshops regarding current topics for institutional investors
- Discussion between two or three asset managers and five to ten institutional investors about latest topics; managers presenting solution approaches
- Exclusive and regarding latest topics

WHY TELOS?

Our experience and our individuality are your advantage



Independent

- Owner managed
- No conflicts of interest as no asset management is offered by TELOS

Experienced

- On average more than 20 years of experience in the institutional asset management industry
- More than 750 analysis of investment strategies
- More than € 13 bn „Assets under Tender“ (AuT)

Transparent

- Transparent analysis processes
- Comprehensive documentation

Networking

- More than 2,000 institutional contacts, above 100 contacts to the press / AM magazines
- High visibility in publications and ratings



- **Dr. Frank Wehlmann (managing director, partner)**

Dr. Frank Wehlmann is co-founder, managing director and majority associate of TELOS (prior RCP) with more than 25 years of experience in the financial branch and in capital investments.

Prior to the foundation of TELOS (RCP) in 1999 he was an executive at several banks and consultant companies in the sectors of company benefits/pension plans, investment process- and fund analysis as well as client relationship (institutional clients).

Dr. Wehlmann is master of law (Johannes-Gutenberg-University, Mainz) und has a PhD in tax law.

- **Alexander Scholz (managing director, partner)**

Since 1 June 2016 Alexander Scholz is managing director of TELOS with an experience of more than 20 years in the finance market and in terms of capital investments.

Before joining TELOS he was in senior positions at several banks and asset management companies with a focus on asset management consulting, investment processes- and fund analysis, portfolio management, investment controlling and reporting, client relationship management and internal audit.

Mr. Scholz has a master of business management (University of applied science and arts, Mainz)

CONTACT

TELOS GmbH

Biebricher Allee 103

D-65187 Wiesbaden

Phone: +49 611 9742 100

Fax: +49 611 9742 200

E-Mail: info@telos-rating.de

Internet: www.telos-rating.de

Dr. Frank Wehlmann

Phone: +49 611 9742 111

E-Mail: frank.wehlmann@telos-rating.de

Alexander Scholz

Phone: +49 611 9742 120

E-Mail: alexander.scholz@telos-rating.de

