

We are building a bridge between investors and asset managers

## TELOS GmbH

Our Services for Asset Managers and Providors 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

6
more than 350
more than 750
more than 2,500
More than € 13 bn



#### SERVICES Our focus is to satisfy the requirements of institutional investors







## Consulting

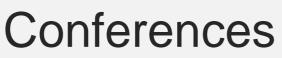


## Publications and Surveys



## **IMI Online Information Platform**







### RATING EXPERTISE VON TELOS

Focused an 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 riskadjusted results



## RATING EXPERTISE VON TELOS

Focused an Quality and Stability





#### **TELOS Master-KVG Rating (TMR)**

 Qualitative analysis and evaluation of the performance of master and service KVGen

#### **TELOS Custodian Rating (TCR)**

• Qualitative analysis and evaluation of the performance of custodians



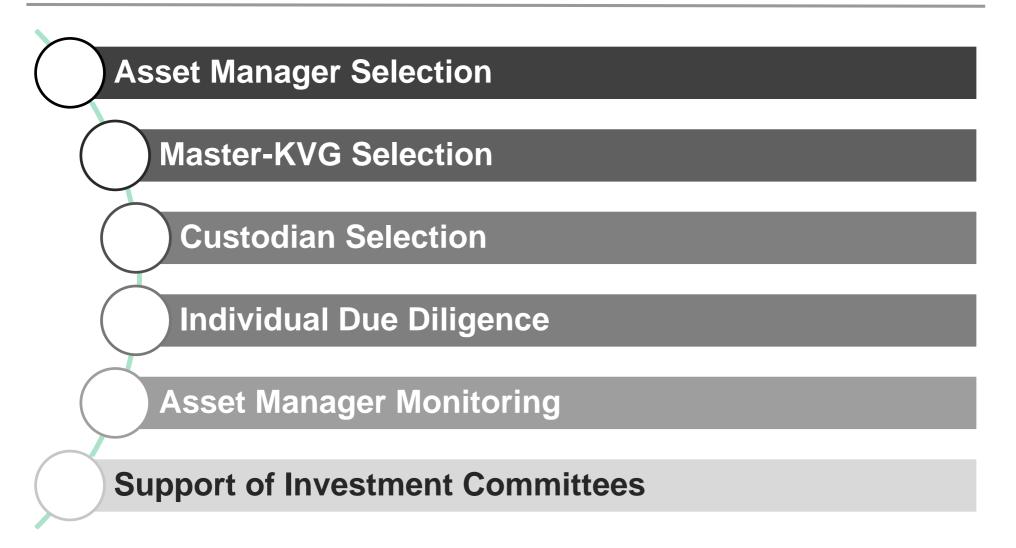
#### **TELOS Real Estate Rating (TRR)**

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



#### CONSULTING Comprehensive support of institutional investors







### 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

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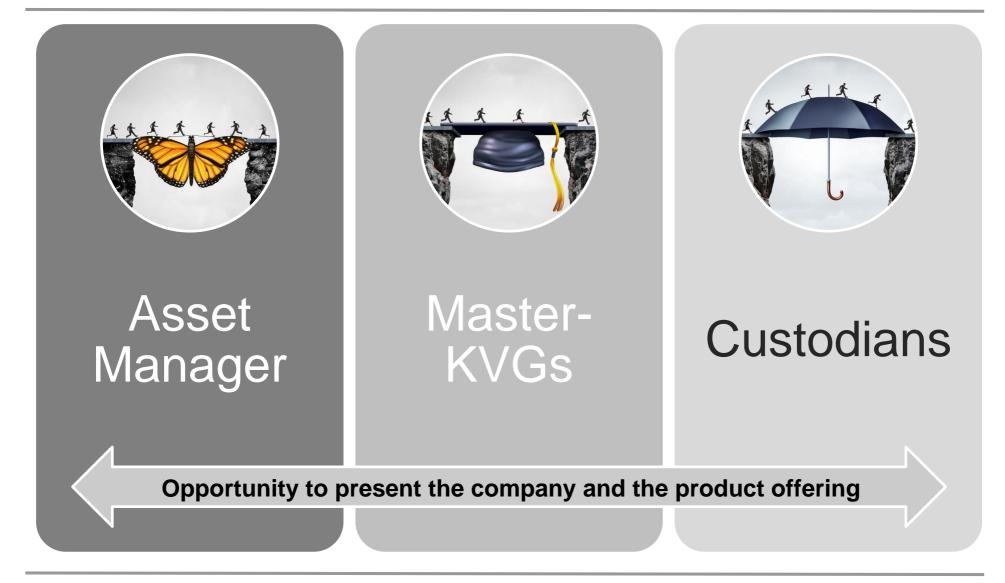


Ratings	<ul> <li>Fund Rating</li> <li>Investmentprocess Rating</li> <li>Quant Rating</li> <li>ESG Rating</li> <li>Master-/Service-KVG Rating</li> <li>Custodian Rating</li> <li>Real Estate Rating</li> </ul>
Consulting	<ul> <li>Asset Manager Selection</li> <li>Master-/Service-KVG Selection</li> <li>Selection of custodians</li> <li>Individual Due Diligence</li> <li>Manager Monitoring</li> <li>Support of investment committees</li> </ul>
Publications Surveys	<ul> <li>Spezialfonds-Marekt</li> <li>Master-KVG Survey</li> <li>Individual Surveys</li> <li>TELOS Themes</li> <li>TELOS Newsletter</li> </ul>
IMI Portal	<ul> <li>Online information-platform for institutional investors</li> <li>Opportunity to provide information about the company and the offered investment strategies and solutions/services</li> </ul>
Conferences	<ul> <li>Wiesbadener Investors Day</li> <li>TELOS Themes Workshop</li> </ul>



#### INVESTMENT MANAGER INFO (IMI) Online Information Platform for Institutional Investors

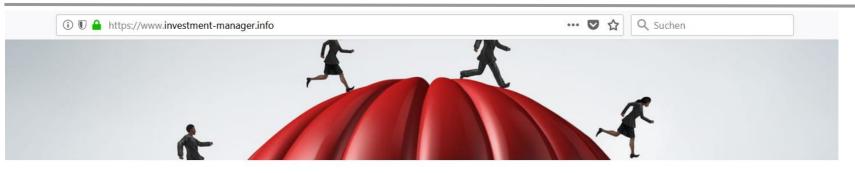






#### INVESTMENT MANAGER INFO (IMI) Start page – Category selection: Asset Manager, Master-/Servcie-KVG, Custodian





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

Wählen Sie einfach die entsprechende Kategorie auf dem IMI-Portal







#### 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-	MA≑	IMMO- BILIEN	INFRA- STRUK-* TUR	LOANS¢	PE≑	ROH- STOFFE	AR₽	EM \$	FACTOR INVES- 🕈 TING	ESG	ETF	HF €TC.
Vescore by Vontobel Asset Management		x	x			x					х	x		x			
Union Investment		х	x	x	x	х	х				x	х	x	x	х		
Unigestion (UK) Ltd		x				х				х		х	x	x	х		x
Tortoise Capital Advisors		x	х					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 Teurustor 1 Gosto Prendurt em Nein		•	Company contac
www.jpmorganassetmanagement.de			company homep
Ansprechpartner Institutionelle Anleger Jens Schmitt Head of Institutional Business Germany and Austria Telefore: +49 69 1/1242/15 E-mail: Jens h.schmitt@jomorgen.com	Ansprechpartner Wholesale Anleger Christoph Bergweiler Country Head Austria, CEE, Germany and Greace Telefon: +49 69 71242164 E-mail: christoph bergweiler@jomorgan.com	•	Contact person f wholesale invest
Unternehmen im Überblick		•	Company inform
which allows us to have a globally integrated, local presence in all major econom in the flive major investment management hubs London, Hong Kong, Tokyo, New Y This structure ensures that our knowledge, experience and resources are shared of	Africa, and Asia Pacific, with 7,290 staff* and a presence in over 20 countries worldwide, ic regions and time zones. Our approx. 1,200 investment professionalis* are mainly based	•	Description of the philosophy
Charitable Fund Management     Institutional Fund Management     Reserves Management     Insurance lineny Management     Third Party Distribution Services     Sub-advisory Services     Mutual Fund Management     The strategiese wolfer encompass all major asset classes, and span all financi Investor requirements, and we hold leadership positions in most areas of our busi "as of December 34, 2017	al markets across the world. Strategies can be tailored to meet a comprehensive range of ness.	•	Detailed describe offering and inve each asset class
Marktposition und Zielkunden			
JPIAMI is a chosen investment partner to corporations, governments, foundations insurance companies, asset managers and advisory firms, providing investment in our core business is the management of segregated and pooled accounts for larg business.			
Allgemeine Investmentphilosophie			
based around the globe. • Risk Controls: We avoid taking positions and incurring risks in areas where	nd quantitative research undertaken by our dedicated team of investment professionals		

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Wiesbadener Investors Day	<ul> <li>Exclusive fund management conference for institutional investors and asset managers</li> <li>Asset managers and administration service providers are presenting their services and strategies with regard to selected topics</li> <li>Exclusiveness: Focussed only on institutional investors – no access for managers who do not officially participate in the presentation program</li> <li>Opportunity for individual manager discussions</li> <li>Free of charge for investors</li> </ul>
TELOS	<ul> <li>Workshops regarding current topics for institutional investors</li> <li>Discussion between two or three asset managers and five to ten</li></ul>
Thems	institutional investors about latest topics; managers presenting solution
Workshop	approaches <li>Exclusive and regarding latest topics</li>





Independent	<ul> <li>Owner managed</li> <li>No conflicts of interest as no asset management is offered by TELOS</li> </ul>
Experienced	<ul> <li>On average more than 20 years of experience in the institutional asset management industry</li> <li>More than 750 analysis of investment strategies</li> <li>More than € 13 bn "Assets under Tender" (AuT)</li> </ul>
Transparent	<ul> <li>Transparent analysis processes</li> <li>Comprehensive documentation</li> </ul>
Networking	<ul> <li>More than 2,000 institutional contacts, above 100 contacts to the press / AM magazines</li> <li>High visibility in publications and ratings</li> </ul>





#### • 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

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