

SYm|mETRY Multi-Managers

Trevor Pascoe takes over the driver's seat at SYm|mETRY as the journey begins through its second decade

Trevor Pascoe joined SYm|mETRY Multi-Managers as Chief Executive Officer in July 2010. This year, the group reached its 10-year mile stone – a very exciting time for the business. And although market conditions were often tough over the this past decade, SYm|mETRY was still able to establish itself, among retail investors, as one of South Africa's top fund of funds specialists while also offering institutional investors a diverse array of specialised multi-managed investment options.

SYm|mETRY, an independently run specialist investment business, is one of 15 boutiques in Old Mutual Investment Group South Africa (OMIGSA) and has just under R40bn in assets under management.

SYm|mETRY offers investors the security of investing in a multi-manager backed by one of Africa's oldest and largest financial institutions, while also providing the flexibility and close business relationships of a small, nimble business.

SYm|mETRY's focus lies on both retail and institutional investors, offering investment options that diversify risk across a few different fund managers to help them achieve their risk and return objectives.

Pascoe takes over the reins at SYm|mETRY after a 21-year career at Old Mutual. He is therefore well equipped to achieve the goal he has set for himself and the business – to be the most respected Multi-Manager in the asset management industry: respected for performance, governance, service, advice and client engagement.

He is determined to continue building on the many wonderful successes experienced in the first decade of the company's existence.

"I'm proud to take over the leadership of a business that was the first in South Africa to offer multi-managed absolute return products to investors, as well as being the first – and only – multi-manager to win a Raging Bull Award. Our life-staging model for retirement funds, ForLife, is still widely rated as the best in the market and we also offer an investment consulting service to existing and potential institutional clients," he says.

the 15 highly trained investment professionals and the 10 000 hours of specialised research they conduct per annum allow the company to offer a blend of the best managers available to meet investors' objectives. They identify top-performing asset managers who will consistently outperform benchmarks and combine them optimally to ensure they are able to deliver risk-efficient portfolios. As a result, SYm|mETRY has built an excellent

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But despite its accolades, the business has humble beginnings. It was founded out of the Old Mutual Employee Benefits division with only four employees and offering just three funds. Over the years, the Group has absorbed Galaxy's retail fund of funds, Investment Frontiers' multi-manager fund, and the multi-management operations of both Nedbank and BoE. Today it has over 20 funds, both retail and institutional, and 35 staff members.

Pascoe says, "I'm surrounded by great talent and an excellent work ethic. This allows us to really offer clients great value. The expertise of

10-year track record delivering on its funds' performance objectives."

He adds, "SYm|mETRY's focus is not limited to manager selection, but is diverse and branches out to manager monitoring, investment consulting and portfolio construction. In addition, one of the team's compelling strengths is that we work quite closely with our clients – to ensure that we provide them with the highest quality service possible. The company is passionate about ensuring it delivers good results and quality service to them, cost-efficiently – an absolute cornerstone for us."

T E N | Y E A R S
SYMMETRY
multi manager

A Member of the OLD MUTUAL Investment Group

"I'm grateful I have joined such an experienced investment team with such strong multi-management roots and portfolio management skills. I have really been impressed by the level of the debate that happens daily between the investment professionals."

Pascoe is a man who shows considerable interest in helping in day-to-day functions. "I like to know my staff personally, understand their background, interests and their passion... what drives them," he says.

"I like to support and encourage their strengths, but am explicit about their limitations and development areas.

"My view is that a leader needs to create an environment that people like to work in, so that they feel appreciated and are given the opportunity to grow. I am not a hard taskmaster, but expect people to get the job done."

While Pascoe is an astute businessman with many years' experience, a driving force in his success is ensuring people's lives have benefited from this difference.

He is encouraged to live his life by the ethic put forward by James Dobson, an evangelical Christian, author, psychologist and founder of Focus on the Family, which states: "I have concluded that the accumulation of wealth, even if I could achieve it, is an insufficient reason for living. When I reach the end of my days, a moment or two from now, I must look backward on something more meaningful than the pursuit of houses and land and machines and stock and bonds. Nor is fame of any lasting benefit. I will consider my earthly existence to have been wasted unless I can recall a loving family, a consistent investment in the lives of people, and an earnest attempt to serve the God who made me. Nothing else makes much sense."

For more information on SYM|METRY, visit www.symmetry.co.za.



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