



The WAY Group

P R E S S R E L E A S E

STRICT EMBARGO – 20 DECEMBER 2013

THE WAY GROUP'S WAY Global fund range acquired by BROMPTON

- WAY's tax planning clients to benefit from independent professional investment management
- £148 million fund range acquired by Brompton Asset Management
- Funds will continue to provide the bedrock for WAY's range of IHT solutions
- No change to the funds' key structures or investment objectives
- WAY focuses on core business of trust management

The WAY Group today announces that its Global fund range has been acquired by the London-based investment management firm, **Brompton Asset Management**.

The funds held within the £148 million Global range – the WAY Global Red Portfolio, the WAY Global Blue Portfolio and the WAY Global Cautious Portfolio (see Note 1 below) – will now be managed by Brompton's multi-asset class team led by Gill Lakin, the chief investment officer.

There will be no change to any of the funds' key structures or investment objectives.

While the sale means that Brompton will manage and have ownership of the Global portfolios, the funds will continue to be used as the core investments underpinning The WAY Group's highly-regarded inheritance tax mitigation solutions.

"The fund range was originally developed to complement WAY's trust solutions using a fund-of-funds structure to preserve the trustees' capital gains tax allowance, running a nil-yield mandate to avoid inconvenient distributions to trust beneficiaries," said Paul Wilcox, Chairman, The WAY Group.

"We believe this new arrangement is an excellent deal for our many IHT clients who will get the best of both worlds," he said.

"The WAY Group will focus its attention on the complexities of trust management and develop our service proposition to clients, whilst Brompton will provide independent investment management via its experienced and well-resourced team.

"The two groups will work closely together in what we have agreed will be a long-term collaboration. It was important to find a partner who we felt would attend to this particular mandate without compromising on performance and we are delighted that Brompton will be taking this on," added Wilcox.

As manager of Brompton's existing multi-asset funds, Gill Lakin brings an excellent investment pedigree to the management of the three WAY Global funds. Prior to joining Brompton, she was chief investment officer of Thornhill Investment Management having previously held senior fund management

positions at Société Générale Asset Management and Prudential Portfolio Managers, where she ran retail funds.

Gill Lakin, Brompton's chief investment officer, said: "We are delighted we have been given the opportunity to manage money on behalf of investors in the WAY Global fund range. As manager of the three funds, we aim to produce healthy risk-adjusted returns for investors while maintaining the nil-yield mandate and to satisfy the requirements of their advisers for efficient service.

"In the latest stage in the development of Brompton as a multi-asset class fund manager, we are looking forward to working in partnership with the WAY group, servicing the needs of investors and their advisers.'

-Ends-

Note (1) Fund sizes at 30 November 2013: Global Red £52 million; Global Blue £37 million; Global Cautious £59 million: TOTAL £148 million

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Editor's notes

Incorporated in 1996, **The WAY Group** is a privately-owned financial services group. They have built up a strong reputation for their development of inheritance tax mitigation solutions over the last decade. For further information about The WAY Group products and services please call 01202 855856, or visit **www.waygroup.co.uk**.

Brompton Asset Management was established in 2009 by John Duffield and senior colleagues who worked with him in Jupiter Asset Management and New Star Asset Management. Brompton offers discretionary investment management for private clients, investment funds and direct real estate investment services. Under an existing arrangement, Fund Partners, a WAY Group subsidiary, is the authorised corporate director for the FP Brompton Multi-Manager OEIC fund range. For further information about Brompton please call 020 7045 0600 or visit **www.bromptonam.com**.