



**FundQuest  
Investment  
Management &  
Research:**

# Strategic Solutions

**Built On Discipline And Objectivity**

**FundQuest**

A BNP PARIBAS company 



## FUNDQUEST INVESTMENT MANAGEMENT: BUILT TO HELP INVESTORS MEET THEIR GOALS

### FundQuest's Investment Philosophy

Provide superior wealth management solutions in an open architecture environment to help investors reach their long-term investment goals.

#### FundQuest Investment Management — By the Numbers

- **Over 18,000** mutual funds are screened
- **Over 50** separate account strategies are available
- **Nearly Unlimited** investment product flexibility is offered
- **Over 800** models are managed
- **30** professionals worldwide conduct qualitative and quantitative analysis
- **\$30 billion** in assets under management and administration in the combined US and European operations of FundQuest

### Objectivity can produce better results

Our goal is to select the best managers from the world's leading investment companies. Our objectivity is not constrained by an internal requirement to sell proprietary products.

#### Investment Selection Process



## Substantial global resources can extend your reach

With eight portfolio managers and 22 affiliated investment analysts, across the U.S. and Europe, FundQuest's team spans the world of investment opportunity including:

- Equities and fixed income
- Domestic and international, in developed and developing markets
- Mutual funds, separate accounts, ETFs, and variable annuities
- Alternative investments

## Thorough due diligence and monitoring can instill deep confidence

To identify leading investment managers, we follow a disciplined selection process, which includes rigorous quantitative and qualitative analysis.

## An In-Depth Integrated Approach to Investment Analysis

### QUANTITATIVE ANALYSIS

Using both proprietary and external tools, managers are evaluated against benchmarks and peers on criteria including:

- **Risk** – alpha, beta & standard deviation
- **Performance** – 1, 3, and 5 year
- **Fees** – manager and trading costs
- **Sector Weighting** – neutral or biased
- **Asset Size** – appropriate for strategy
- **Security Concentration** – over or under diversified

### QUALITATIVE ANALYSIS

Understand who and what contributed to past performance by evaluating:

- **Experience** – investment team qualifications and depth
- **Buy/Sell Discipline** – buy and hold or active trading
- **Philosophy** – does the manager's process support it
- **Style Consistency** – adherence to strategy
- **Portfolio Attribution** – what is driving the returns
- **Compliance** – reporting and controls



**Tax Management.** We pay close attention to taxes throughout the investment process, from selecting underlying investment managers to employing strategies to maximize after-tax returns. We also offer tax efficient portfolios for additional tax management opportunities.

**Ongoing Portfolio Management.** We conduct regular reviews on overall asset allocation, rebalance portfolios as necessary, and conduct rigorous ongoing monitoring of managers in the portfolio.

**Investment Committee Provides Oversight**

- Comprised of senior management and seasoned investment professionals
- Meets regularly to review portfolio composition, assess performance, and develop change recommendations
- Maintains “Watch List” of investment managers that have shown signs of underperformance and other trends
- Sets asset allocation policy

**Rebalancing.** Portfolios are monitored for variance from their target allocation. Automatic triggers bring portfolios back in tolerance to maintain alignment with their strategy.

**FundQuest:  
A Strategic Partner Who Helps You Stay Ahead of Your Competition**

- **Experienced:** founded in 1993, FundQuest is a pioneer and leader in turnkey asset management services
- **The Choice of Leaders:** 65 major banks, insurance companies, independent broker dealers, RIAs, trust and wealth management firms have formed partnerships with FundQuest
- **Operational Scale:** FundQuest has \$30 billion under management and administration in its combined US and European operations
- **Financially Stable:** FundQuest is part of BNP Paribas, one of world's largest financial services firms
- **Investment Management Expertise:** FundQuest's investment management team has 30 analysts worldwide doing ongoing in-depth qualitative and quantitative investment evaluations
- **Proven in the Field:** FundQuest's platforms are available to 35,000 investment professionals

FundQuest's services are offered in the U.S. through FundQuest Incorporated, a Registered Investment Advisor.

For more information please: call **888.253.9169**, visit **www.fundquest.com**, or email **info@fundquest.com**

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