

# Press Release

## Dresdner RCM Global Investors

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**For immediate release**

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### **DRESDNER RCM GLOBAL INVESTORS RE-FOCUSSES RETAIL BUSINESS IN UK**

- New intermediary sales team structure
- New sales manager for South East appointed
- Aims to triple assets under management in five years
- £1m investment into retail arm
- Fixed income products now managed by sister company PIMCO – the world's largest specialist fixed income fund manager\*

Dresdner RCM Global Investors, the global equity fund management part of Europe's largest asset manager, Allianz Dresdner Asset Management, is restructuring its retail business in the UK.

#### **New sales and service teams**

Dresdner RCM has created three new teams focusing on intermediary sales and service:

- Regional Sales Managers – face to face service for the largest intermediaries
- IFA Direct – telephone, internet and e-mail based service for intermediaries
- Investor Services – team dedicated to all customer service needs – from information requests to fund dealing

The three teams will focus on building relationships with key intermediaries and will be supported by cutting edge technology. Dresdner RCM has invested approaching £1 million into a new web-based customer relationship management system to help the sales team pinpoint business opportunities and have a better understanding of each of the intermediaries that they look after.

Dresdner RCM has recruited two new sales managers – Fraser Blain who recently joined from Schroders to cover the Midlands and South West – and today it has been announced that Steve Sullivan is joining from AIG as Sales Manager for the South East.

\* Source PIMCO

### **Robust retail investment team supported by global investment platform**

The recruitment to the sales team follows on from the key appointments to its London based investment team over the past year:

- Neil Dwane, CIO, Europe (from JP Morgan Fleming)
- Lucy MacDonald, Head of Global Equities, UK (from Baring Asset Management)
- Mark Lovett, UK and European Equity Portfolio Manager (from Deutsche Asset Management)
- Trevor Green, UK and European Equity Portfolio Manager (from Credit Suisse Asset Management)

Dresdner RCM's fixed income team transferred to PIMCO, also part of the Allianz group, at the end of last year. The same portfolio managers manage Dresdner RCM's fixed income funds but they are now part of an investment platform that benefits from the vast resources that PIMCO offers as the world's largest fixed income manager.

### **Focused intermediary marketing and communications**

Dresdner RCM has also re-designed its marketing and sales material and internet site. Under the leadership of its new Marketing Manager, Tamsin Kyle, who was recruited from Goldman Sachs in 2001. The new communication strategy will focus on sharing relevant information with intermediaries on a more frequent basis, including investment views as well as product ideas.

### **New products for investors**

At the end of June Dresdner RCM completed the successful conversion of its unit trust range to OEICs. This gives the group the flexibility to bring new products to the market more quickly and also offer retail investors access to products previously available only to its institutional investors – for example the Dresdner RCM UK Equity Fund, managed by respected fund manager, Mark Lovett.

Dresdner RCM believes the new structure will give the group greater presence in the UK retail market. "Our aim is to triple retail assets under management in five years," said Nick Smith; "UK investors are looking for quality. In more challenging markets people need to have real confidence in the investment team and process they are buying into. I think we can learn from our success in the institutional market and apply some of the key elements – professionalism, transparency, a global investment platform – to the retail market."

"Our new parent Allianz also offers us the opportunity to bring a whole new array of great products to the market in the future – from hedge funds to PIMCO's legendary fixed income products."

"Since Allianz acquired Dresdner last year it has made it clear that it sees asset management at the heart of the group and offering some of the best opportunities for growth. Retail asset management is a crucial part of this future growth and no group looking for success can afford to ignore the UK market."

-ENDS-

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**Notes to editors:**

Dresdner RCM Global Investors, a specialist equity management company managing almost £40 billion (as at 31.3.02), is a member of the Allianz-Dresdner Group of companies, one of the world's largest financial institutions. Dresdner RCM Global Investors has an integrated global investment platform, which comprises offices in London, Frankfurt, San Francisco, Tokyo and Hong Kong. The investment professionals in each centre cover their local regional markets, but also contribute to the overall global teams for equities. Dresdner RCM is at the forefront of organisations positioned to respond to the sophisticated investment needs of its clients around the world with:

- A comprehensive range of proven investment capabilities and products, integrated by global asset allocation expertise;
- seamless global infrastructure of investment, client service and operations professionals strategically positioned throughout the world;
- Proprietary Grassroots Research – a network with more than 300 independent reporters and researcher and 40,000 industry contacts;
- More than 200 investment professionals

It should be appreciated that the value of shares can fluctuate and is not guaranteed. The past is not necessarily a guide to future performance. Changes in exchange rates may cause the value of investments to fluctuate. The value of an investment and the income from it can fall as well as rise and you may not get back the amount originally invested. The opinions expressed are based on information, which we believe to be accurate and reliable however, these opinions may change without notice.

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