



# ABOUT RMI INVESTMENT MANAGERS

## UNDERSTANDING BOUTIQUE INVESTMENT MANAGEMENT FIRMS

“Boutique” refers to a small financial firm that provides specialised services within a particular market segment. Commonly housed in the investment management or banking industries, these firms specialise by industry, client asset size, investment style or other factors that are not well addressed by larger firms.

A 2015 study by Affiliated Manager Group in the US found that boutique investment managers have outperformed the competition in key areas since the mid-1990s, providing investors with superior long-term value. Boutiques have outperformed non-boutiques in nine of 11 equity product categories on an annual basis by 51 basis points (bps), offering returns 11% greater than competitors over a 20 year term. Boutique strategies outperform benchmark indices across the same equity spectrum by 141 bps. In fact, the average boutique strategy outperformed its primary index in 9 out of 10 product categories.

This performance is driven by a vested interest in success. Boutiques commit large amounts of both time and capital to long-term client growth, which appeals to investors. Boutiques live a culture of entrepreneurship which attracts top investors and portfolio managers, and when coupled with a partnership structure, these firms are known for agile cultures that encourage innovation and responsiveness.

RMI has a rich history of collaborative entrepreneurship built on an innovative approach to financial services.

To ensure we consider every opportunity, we launched RMI Investment Managers, an affiliate investment manager model that offers access to a differentiated part of the investment management industry.

The first of its kind in South Africa, this affiliate model allows us to invest in and partner with independent investment managers and specialist investment teams. The result is a collaborative structure that helps us expand our brand and retain our position as the strategic investor of choice for those looking to grow, as we offer significant shareholder capital, combined with a range of operational, marketing and distribution support functions.

Positioned to identify, partner and grow world-class asset managers, RMI Investment Managers is proud to work alongside a distinct range of boutique investment managers.



\* Equity stake held by Royal Investment Managers

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**For more information on our unique affiliate model or any of our affiliate asset managers, please contact a member of our distribution team.**

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