

WELLS
FARGO

Asset
Management

MARKETING COMMUNICATION

March 2020


Partnering with UK pension funds




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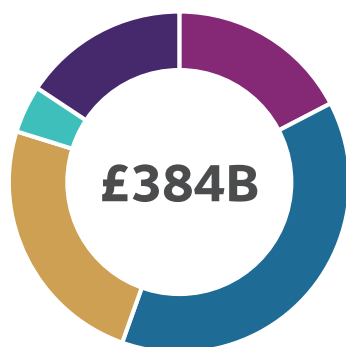
Partnering with UK pension funds

LGPS DB Pension Fund	Risk Management Framework (equity protection)
<p>Client was concerned about equity and GBP valuations, but wanted to maintain existing exposure</p> 	<p>Working with WFAM</p> <ul style="list-style-type: none">• A wealth of experience partnering with clients and their consultants on customised solutions• Managing investment options since 1972• Decades of experience designing and managing overlays for institutional portfolios to manage risk and add value• Enhanced systematic approach to options management: We reduce the cost of protection by using proprietary options return forecasts to buy and sell attractively priced options

DC Mastertrust	Global Investment Grade Credit
<p>Client was looking for diversification across a global opportunity set in investment grade credit while investing responsibly and sustainably</p> 	<p>Working with WFAM</p> <ul style="list-style-type: none">• With 44 global credit research analysts, we provide one of the world's largest global fixed income platforms• Our focus on active credit management founded on fundamental research delivers security selection and global relative value as our primary driver of returns• Robust investment process delivered by a highly experienced and stable team• Proven investment-grade credit track record of over 25 years• Bottom-up ESG analysis supported by dedicated resources

Corporate DB Pension Fund	Emerging Market Equities (EME)
<p>Client was seeking a core active EME manager with proven track record of performance and ESG integration to replace passive allocation</p> 	<p>Working with WFAM</p> <ul style="list-style-type: none">• Dedicated investment team provides pure exposure to emerging markets• Differentiated approach of sequential focus on quality then valuation leads to quality at a compelling price• Focus on preservation in down markets, but also participating in up markets delivers high quality risk adjusted returns• Bottom-up integrated ESG analysis: History of specifically incorporating ESG factors at the security level• Engagement deepens our relationships with company management, and affects corporate behaviour

WFAM in numbers



Assets under management ¹ £B	
Equity (including alternatives)	£65.2
Fixed income	£144.4
Money market	£99.3
Multi-asset solutions	£17.5
Stable value	£57.6

24

offices worldwide

492

global investment talent²

19

average years in industry³

£52B+

AUM for pension and retirement funds globally

110+

UK based WFAM team members

9

dedicated sustainable investing professionals

Source: Wells Fargo Asset Management. All figures as of December 31, 2019.

¹AUM includes £68B from Galliard Capital Management, (£57.6B Stable Value; £10.4B Fixed Income) an investment advisor that is not part of the WFAM trade name/GIPS firm.

²Global investment talent includes directors and associate level professionals.

³Represents average years of investment industry experience of global investment talent.

Designed to serve our clients

We bring strong investment expertise and an innovative mind-set to help pension funds achieve their financial goals in a risk-conscious way.

We are committed to:

Problem-solving

A culture of conscious risk-taking

Delivering breadth of investment expertise



You benefit from:

A partner with a strong understanding of your investment goals and challenges

Investment outcome consistency

Access to independent thinking on one platform

Partnering with UK pension funds: Key WFAM contacts



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