GAMA Global Services

Why partner with us ?

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In a volatile environment, having a robust, active, fundamentally driven, approach to fixed income is a clear differentiation factor for wealth managers.

Fixed income is rarely the first selling point to gain a new client, but it retains an unavoidable role in a client's portfolio with a sizable exposure, either to provide income, diversify or mitigate total risk dominated by equity exposures.

GAMA provides a large set of investment services, thanks to a team composed of very senior investment professionals with complementary skills and successful experiences in the asset management, wealth management or institutional investment management.

About GAMA

GAMA was founded in 2019 in Geneva to meet the needs of financial intermediaries and other investment professionals. In an increasingly challenging and complex low-yielding environment, GAMA provides best-in-class asset management solutions as well as bespoke investment services tailored to meet clients' expectations. GAMA is regulated by the FINMA.

The Investment Team

GAMA's investment managers are passionate and highly skilled professionals with solid track-records. They have successfully held senior positions in tier-one private banks and asset managers.

Rajeev De Mello

- Previously CIO of Bank of Singapore, Head of Asian Fixed income for Schroders, Western Asset Management and Pictet. Head of Asia and foreign fixed income trading for UBS.
- Specialties: Macro, strategic and tactical asset allocation, emerging local
- MBA from Georgetown University and BSc from London School of Economics.

Manuel Streiff, CFA, FRM

- Previously Head of Fixed Income at Lombard Odier, where he managed unconstrainted total return bond funds and mandates.
- Specialties: tactical asset allocation, developed credit, currencies.
- MA from the Graduate Institute of International and Development Studies, Geneva.

Christophe Forest, CIIA

- More than 15 years of experience in the Emerging markets / High Yield fixed income advisory/portfolio management.
- Specialties: Emerging Markets Corporates.
- Certified International Investment Analyst (CIIA), member of the Swiss Financial Analyst Association, and holds a Master in Science (Molecular biology) at the University of Geneva.

Jérôme Strecker, CFA, FRM

- Previously Head of Credit Research at Lombard Odier. Also held senior positions as fixed income trader and portfolio manager.
- Specialties: credit analysis, developed high yield.
- MS in Banking and Finance from HEC Lausanne & MS from HEC Geneva.

Investment Services

We share our fund management expertise with our clients in a close partnership.

- ✓ We provide our insights and tools according to each client's specific needs.
- ✓ We can support our clients' in-house specialists or serve as an outsourced fixed income team.
- ✓ We help independent asset managers, banks and other financial institutions meet the requirements of their end-clients and regulators, thanks to this tailor-made approach,
- ✓ We fully support our partners building their asset allocation framework but also support them in their business development.

Our independence and the fact that we do not directly serve private clients are key in developing a long-term relationships built on trust and full interest alignment.

Packages or Customised

Bronze – List of Services

Global package of investment documents, including weekly bond lists, credit issuer tear sheets, general cockpits, monthly strategy updates. A few interactions per year are included. Access to the GAMA private portal.

Silver – List of Additional Services

In addition to global packages, credit specific monitoring and analysis, investment proposals and customised bond lists, portfolio restructuring, weekly investment updates with access to conference calls with sharing investment ideas and ad hoc analysis. Access to the GAMA private portal.

Gold – List of Additional Services

In addition to the previous lists of services, full support in terms of asset allocation, attendance to investment meetings, asset allocation inputs, support for product and commercial developments, monthly reporting, credit inventory analysis, and other ad hoc requests. Access to the GAMA private portal.

Our main interactions

Relationships and personalised investment solutions are at the heart of our approach.

Client profiles:

- **Company executives:** Information sharing concerning internal procedures and investment vehicles, help with corporate strategy and regulatory requirements
- **Client relationship managers:** Involvement in client visits, global and tailor-made bond lists, inputs regarding fixed income markets, and management
- **CIOs:** Participation in strategy meetings, input on macroeconomic developments, and fixed income management (interest rate, credit, currency, and volatility exposures)
- **Investment specialists and advisors:** Knowledge sharing, portfolio analysis, reply to client requests, investment proposal, customized bond lists
- **Risk managers:** Computation of risk measures, monitoring the entity's credit exposures, corporate credit inventory monitoring.

	signals for valuation, momentum, carry, and positioning in the main markets and currencies.	
Monthly Investment Strategy	We share our extended fixed income strategy update with key preferences.	☑
Weekly Investment updates	We provide an overview of our analysis, key developments, and investment highlights.	☑
Bond Lists	List of attractive bonds given their yield, and fundamentals across ten segments and four currencies: EUR, USD, CHF, and GBP. Tailor-made lists according to the client's specific criteria, including ESG, risk and liquidity considerations.	☑
Specific requests on credit issuers	Investment specialists or clients' requests on credit specifics (corporate actions, credit event, etc) or general credit analysis.	☑
Portfolio restructuring and analysis	Portfolio analysis, including buy & sell suggestions to optimise the portfolio's risk/return profile according to the client's specific goals and constraints.	☑
Strategic & tactical asset allocation	Definition of strategic and tactical allocation parameters. Implementation of risk measures and assessment of the main risk factors, long-term strategic assessment.	☑
Credit risk analysis	Monitoring of the credit risk at the portfolio and firm levels (inventory monitoring), credit analysis with risk assessment, issuer specific review.	☑
Attendance at investment meetings	Attendance at the investment committee and other meetings to provide our macroeconomic, and bond views (interest rates, credit, currency and volatility).	☑
Currency management	Management of currency exposures according to strict parameters derived from each portfolio's specificities.	☑

DISCLAIMER

IMPORTANT INFORMATION - FOR FINANCIAL PROFESSIONALS AND INSTITUTIONAL INVESTORS ONLY

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