



**THE IMPORTANCE OF
INVESTMENT ACCESS
AND DIVERSIFICATION**

Harry S. Grand
Senior Managing Director
Angeles Wealth Management

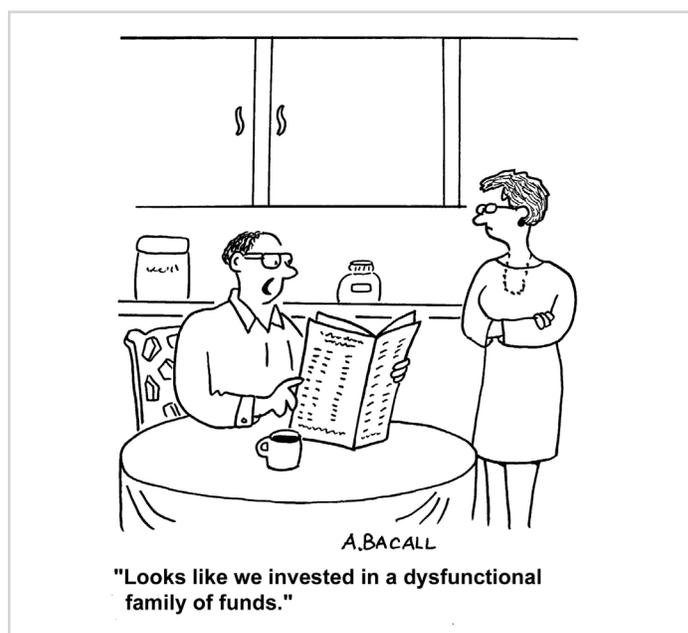
(212) 451-9290 Office
(646) 675-0208 Cell
HGrand@angeleswealth.com

The investment and wealth management landscapes are ever evolving, and complexity has only increased over the years. In today's world, high net worth families and individuals need the tools to navigate and gain access to the interconnected global markets and economies.

We have witnessed immense change to the investment environment. Notably, the 2008 financial crisis was a wakeup call to investors and wealth advisors. Many investors believed that complex plans signaled sophistication and downside protection. As the crisis unfolded, many people awoke to the harsh realization that they did not understand the intricacy of their investment programs, the nature of their investments, nor the risks associated with them.

Proper asset allocation and diversification were often disregarded as wealth advisors enjoyed the ride of an incredible bull market. However, once markets collapsed, many investors realized that their capital was often "locked up" and/or poorly invested in strategies (or products) that did not make sense for their risk appetites. Further, their investments were sometimes associated with egregious fees (including fee-sharing or placement fees to their advisors). Ponzi schemes surfaced, such as Madoff, hedge funds dropped gates and a new reality emerged as the 21st century investment industry was tested as never before.

Furthermore, we saw the disintegration of old wealth management business models such as the established trust companies where a single portfolio manager, picking stocks and bonds for clients, proved to be outdated & unable to withstand the test of the crisis. As Warren Buffet said, "only when the tide goes out do you discover who's been swimming naked."



Additionally, many learned the importance of Modern Portfolio Theory where constructing a portfolio across multiple assets can optimize returns for a given level of risk. Given a desired level of expected return, an investor can construct a portfolio with the lowest possible risk. Based on statistical measures such as variance and correlation, an individual investment's return may be less important than how the investment behaves in the context of the entire portfolio.

Transparency and diversification had been overlooked and, unfortunately, the trusted wealth advisor was questioned as investors became skeptical, making sense of the post-financial crisis world. The importance of understanding one's investments, the vehicles through which they are invested, and implementing prudent asset allocation became paramount to developing a thoughtful and resilient investment program.

Today investors now have the tools to access thousands of managers across asset classes and geographies. The investment options can be overwhelming as one considers all the opportunities. Additionally, environmental, social and governance guidelines add a positive complexity that is worth considering when developing an investment plan. The plethora of vehicles, tax implications, asset classes, passive vs. active investing, philosophies, etc., make it a herculean task to scrutinize options in order to establish an appropriate investment plan that is right for someone's goals, objectives and risk budget.

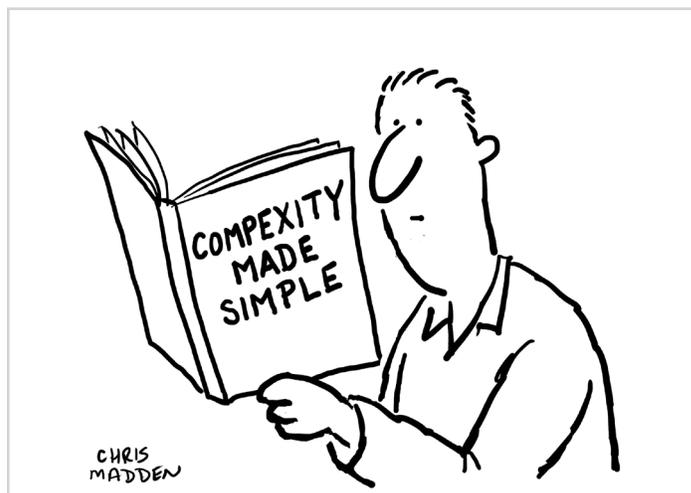
At Angeles Wealth Management the complex investment landscape is our friend. Our goal is to provide wealthy individuals and families with advice generally only available to large institutional investors. Our affiliate firm, Angeles Investment Advisors, works with some of the largest and most prominent institutions in the country. The Investment Advisers Act of 1940 requires advisors;

"...to act in the best interest of the customer without regard to the financial or other interest of the...investment advisor providing the advice."

- Section 211 (g)(1)

This language, commonly known as the "Fiduciary Rule," is the guiding principle in our code of conduct.

Our experience, spanning multiple market cycles, illustrates our ability to add value. We believe that by leveraging this considerable institutional investment platform, we provide our clients with



a cutting-edge investment process, far in advance of what is generally offered in the private client marketplace.

The investment platform is open, providing clients with access to the best managers across the globe.

At Angeles we scour the investment universe, conducting over 2,500 manager meetings or status calls a year. We seek to identify best-in-class managers in traditional equity and fixed income as well as hedge funds, private equity, real assets and other niche strategies. Worldwide reach and a patient and disciplined process can deliver excellence across all markets. Our highest conviction investments are concentrated to have impact in client portfolios, striving to deliver superior risk-adjusted returns over time.

Our boutique size provides clients with a structural advantage, allowing us to allocate our best ideas across all our client portfolios.

The idea that independent teams with capacity limited strategies will outperform large firms is a belief that guides our selection process. A focus on long-term investment success places tremendous weight on operational excellence, a quality in managers we deem non-negotiable. Decades of research experience have shown that manager integrity, transparency, and culture are tangible qualities essential to our investment success.

We funnel our best ideas into a bespoke asset allocation for our clients. Years of research and due diligence stand behind our asset allocation and manager selection process, ensuring that our clients get the best global access to meet their investment needs.

Furthermore, we have responded to the needs of our clients and have invested significant time and resources to create enhanced appraisals that provide clients with detailed account information in a format that we believe is clear and complete.



Our goal is to make it easy for our clients to access information in a way that meets their requirements. We offer reporting capabilities which consolidate assets, aggregating holdings across multiple separately managed accounts into a relationship overview.

We sit on the same side of the table as our clients and charge only an asset-based fee. Angeles earns no commissions, 12b-1 fees (often hidden fees paid to mutual funds for its services) or similar placement fees for its services. Any advisory fees that are charged are listed on the monthly statements, so clients have full transparency.*

We thrive in the complex investment landscape, tackling numerous opportunities and alternatives to build bespoke and optimized investment portfolios for our clients. Our mission is to always put the client first, and to keep the client's investment objectives at the forefront of our decisions. We seek to continue to build client and investor confidence, and to act as a leader amongst the industry as stewards of our clients' wealth and prosperity.



* The investment advisory fees are described more fully in AWM's ADV part 2A



Angeles Wealth is the private client division of Angeles Investment Advisors, an institutional investment advisory firm with over 35 billion in advised assets, including approximately \$5 billion in discretionary assets. Angeles Wealth Management provides wealthy families with access to both an institutional-quality investment process and robust wealth advisory services.

NEW YORK

Angeles Wealth Management, LLC
375 Park Avenue, Suite 2209
New York, NY 10152
(212) 451-9290 Office
(646) 675-0208 Cell
HGrand@angeleswealth.com

SANTA MONICA

Angeles Wealth Management, LLC
429 Santa Monica Blvd, Suite 650
Santa Monica, CA 90401
310.857.5832 Office
info@angeleswealth.com



HARRY S. GRAND
Senior Managing Director
Head of New York Office

Harry is a Senior Managing Director and Head of the New York office for Angeles Wealth. Harry brings over 20 years of experience advising families, individuals, foundations and family offices.

Prior to Angeles Wealth, Harry held several leadership positions which include Managing Director, Head of Client Advisory and member of the Executive Committees at Chilton Trust, Senior Vice President at Lazard Wealth Management and Chief of Staff to the President and CEO of Rockefeller & Co.

Harry earned a Masters of Business Administration with a concentration in Finance and Marketing from Columbia Business School. He received a B.A. from Hamilton College with a double major in International Politics and French, with a minor in Art History. Harry is a member of the Young Presidents' Organization and serves as Trustee for the Rippowam Cisca School. Fluent in French, Harry holds the Certificat Pratique de Langue Française from the Sorbonne in Paris. He also serves on the board of Supportive Care Matters and acts as a Class Agent for The Taft School, Hamilton College and Columbia Business School.