

PRESS ADVISORY – IMMEDIATE RELEASE

IPCM in new Partnership to serve HNW/UHNW in the BRICS Former United Nations Finance Head joins IPCM as Global Advisor

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Inflection Point Capital Management, the specialist London and Toronto-based asset manager, is taking its forward-looking approach to “strategically aware investment” into new markets.

IPCM Founder, Dr Matthew Kiernan will introduce the IPCM strategy to the new generation of high and ultra high net worth BRIC entrepreneurs who are busy re-inventing corporate practice in these dynamic economies while building new wealth.

And, to support its international efforts, IPCM has linked up with Paul Clements-Hunt, the former Head of the largest partnership between the United Nations and the global financial services and investment community. Clements-Hunt, who served with the global body for 12 years (2000-2012), joins IPCM as a Global Advisor.

“We will see the largest intergenerational transfer of private wealth in history take place over the next 15 years,” explained Kiernan. “Importantly, the new creators and inheritors of this wealth are much more attuned to the emerging sustainability trends and challenges around climate change, energy security, resource depletion, pollution and supply chain issues,” he added. “BRIC entrepreneurs live the reality of these threats to their businesses and hard won wealth on a daily basis. We are thrilled that Paul Clements-Hunt will be assisting IPCM as a Global Advisor – his international experience with the UN and knowledge of investors in the BRIC countries will be invaluable.”

Kiernan explained that HNW/UHNW assets controlled by a group of 10 million people nearly doubled between 2000 and 2011 and already stand at over USD 47 trillion, approaching 25% of global financial assets, which stood at USD 212 trillion at the start of 2011. And increasingly, the new members of this HNW/UHNW global community are based in the dynamic BRIC economies where we are seeing a much more open attitude to “sustainability-enhanced” investing, the IPCM chief added.

Kiernan and Clements-Hunt think that the timing is right to reinforce the sustainability investment message to asset owners and the HNW/UHNW community in the BRICS. Growing pools of capital seeking yield and new approaches to investment post- financial crash are increasingly receptive to the sustainability message, according to IPCM.

Commenting on the 2012 strategy, the IPCM Founder explained: “We believe that the decision to engage directly with the dynamic families and entrepreneur investors in the BRICs countries, as well as the increasingly powerful investment institutions found in these markets is both strategic and timely. There is a great complementarity between IPCM’s emerging markets focus and Paul’s international network in the BRICs that will allow us to enter these markets in a focused manner.”

While at the United Nations Environment Program Finance Initiative (UNEP FI), Clements-Hunt engineered the partnership’s outreach to frontier markets in Africa, Asia-Pacific, Central and Eastern Europe and Latin America. The former UN official is establishing his own investment advisory firm, The Blended Capital Group.

Clements-Hunt, who stepped down at the end of February as a Co-Founding Board Member of the USD 30 trillion UN-backed Principles for Responsible Investment, added: “For those watching keenly, the sustainability momentum in the BRICs is significant. For example, China has embedded sustainability into the heart of its 12th five-year plan, which runs to 2015. At the same time, the country has a rapidly expanding high net worth community which is increasingly sensitized to the impacts of pollution and rapid urban development.”

IPCM’s new emerging markets strategy builds on earlier work by the company’s principals. Kiernan explained that at his previous firm, Innovest Strategic Value Advisors, the IPCM management team designed, launched, and sub-advised on what was in 2004 the world’s first emerging markets sustainability fund. That strategy was funded by one of Europe’s leading institutional investors.

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