

The next generation of boutiques: Charteris Treasury Portfolio Managers

KEY FACTS

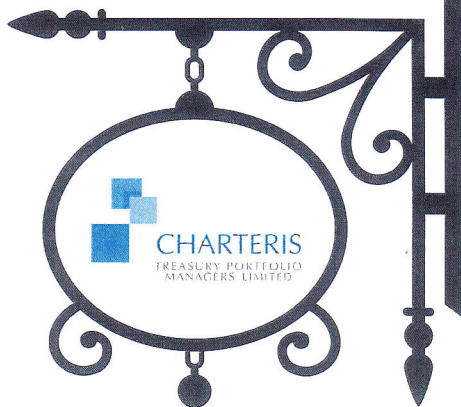
Name: Charteris Treasury Portfolio Managers

Year founded: 2002

Location: London & Gibraltar

AUM: Private client side:
£100 million

CEO: Ian Williams



Ian Williams, chief executive of Charteris Treasury Portfolio Managers, is particularly excited about the prospects for his firm in the coming months. This week I had the chance for a quick catch up with him about new ventures, new offices and keeping it in the family, *reports Libby Ashby.*

Charteris started in 1984 as an Exeter-based advisory firm, having spun out of a stockbroker in the South West.

Williams (below, right) bought the firm in 2002 and it is now owned by the current management team. The company has grown throughout the 11 years that Williams has been CEO, and has adapted to the many changes to the wealth management industry.

'Charteris occupies a special place in the industry because not many boutique discretionary fund managers offering bespoke and personalised service have two mainstream funds,' Williams told me.

'One of them is currently outperforming some of the biggest names in the business, and we have plans to launch three more.'

While Williams concentrates on the global macro view, including the market outlook, trends and cycles, Nick Taylor, head of private client wealth management at Charteris prefers bottom-up stock selection.

Williams explained: 'It works well as we combine our different styles to arrive at a complete investment overview for our clients.'

'We undertake similar standards of research and analytical expertise to a large firm but with the personalised service of a boutique set-up.'

Spring will be a busy time for the Charteris team, with many new projects starting.

'It's a very exciting time for the business. We recently opened an office in Gibraltar and we're opening one in Dublin in the next few months, where we're hoping to grow the private client side of the business,' said Williams.

'And then there are the three funds we will be launching, namely a property, a strategic bond and a global special situations fund, so we will have a wider selection on offer.'

Charteris's office has a family feel as Williams works closely with his son, Mark, an investment manager at the company.

'It's great working with Mark. Our strengths complement each other. I prefer the investment process side while he prefers the operations and logistics,' he said.

'Mark created a program where all data from our funds and portfolios are downloaded in real time onto spreadsheets, so everything is always up to date and we constantly have access to exact figures.'

Williams and his son also share interests outside of work.

'We are both season ticket holders at Crystal Palace, along with my daughter, so match days are very much a family occasion.'

If you'd like to arrange a meeting, email me on lashby@citywire.co.uk



Ian Williams:
'Not many boutique DFMs offering bespoke service have two mainstream funds'