

# Ex-UBS gatekeepers reunite at model portfolio shop



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**Three former UBS model portfolio builders have joined forces to offer their services to advisors and investors.**

Three former UBS gatekeepers have reunited at an RIA to offer their asset allocation and model portfolio building skills to advisors and wealth managers.

Douglas Wilde, Mark Sloss and Jonathan London all previously worked on model portfolio construction at UBS Wealth Management Americas.

At UBS Wilde was head of investment management models and portfolios. He departed in June 2015 and in October of that year he launched Wilde Capital Management which builds discretionary model portfolios using both active and passive vehicles.

He has now been joined at the firm by his former colleagues Sloss, who took over Wilde's position at UBS until his own exit in May this year, and London, a former model portfolio manager who left the wirehouse in June this year.

Wilde Capital Management plans to offer 12 models which will be split up by the nature of their underlying vehicles and then organized by risk. It currently has four with live track records, two of which are made up entirely of exchange-traded funds and one of which is focused on environmental, social and governance (ESG) investing.



'We are getting some of the band back together,' Sloss told Citywire.

‘We see it as a practice management business as much as an asset management business,’ he said.

‘Yes, we are fiduciaries, we are portfolio managers but what we bring is years and years of experience working at wirehouses with financial advisors, which allows us to assemble these strategies and deliver them in a way that makes advisors much more scalable.’

‘We are not part of a bigger organization so we have more latitude in our decision making. Without having to worry about definitions of constraints or relationships to other programs, we are able to take bigger tactical bets in the portfolios.’

Sloss (pictured above), who was also head of sustainable investment implementation at UBS, will build an ESG practice at Wilde, meaning it will have a series of offerings focused on sustainable and impact investing.

## **ESG the place to be**

Wilde Capital is not his only new venture. Sloss has also set up a consultancy, Regenerative Investment Strategies, which will work with asset managers and asset owners on their ESG needs.

It will work with fund firms to help them understand investor demand, what makes for a credible and authentic product, what parts of the investment process are important and what segments of the market to target.

On the investor side he will help asset owners define sustainable investment policies and practices, identify managers and reflect particular concerns in portfolios.

‘I realized when I stepped away from UBS that there was a market for this,’ he said. ‘I decided to launch Regenerative Investment Strategies to address a lot of these different components, which to me are largely on the implementation side.’

Sloss, who is a columnist for Citywire Professional Buyer magazine, said ESG investment had never been more popular, with the millennials, women and institutional investors all driving this trend.

‘It has been rising towards crescendo for the last year,’ he said. ‘We are seeing a big bump in the number of new strategies that are being created and there is no question there are some mega-trends at work here.’

## **UBS restructure**

In August UBS Wealth Management announced plans to merge its manager research, model portfolio and investment management teams into one unit as part of a major reorganization.

The newly-formed unit is called managed solutions and portfolio guidance and is headed up by Glenn Regan.

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