

# All UMAs Are Not Created Equally Start with the Structure

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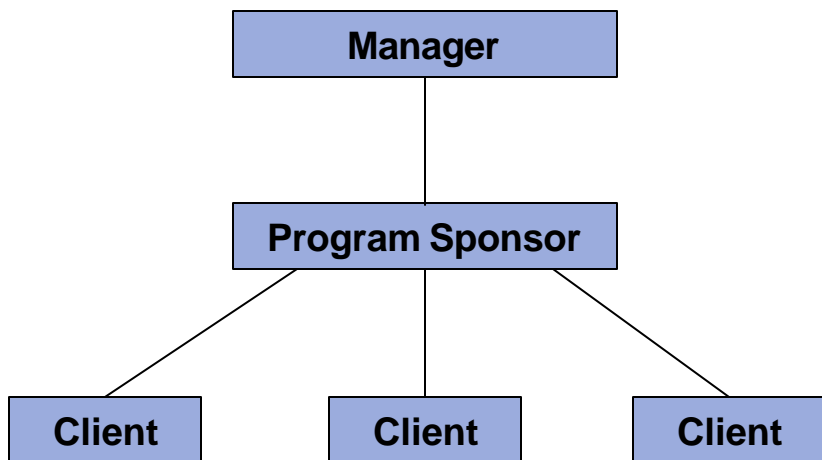
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**IXIS Asset Management Advisors Group**

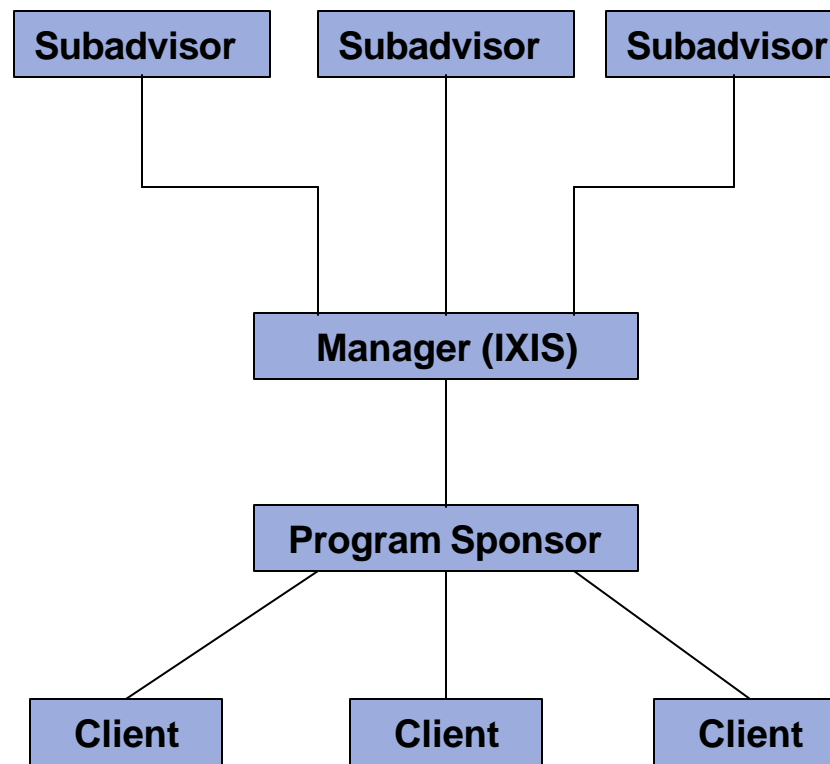
**Managed Portfolio Advisors**

- **Background**
  - **SMA implementation group/infrastructure for IXIS affiliates**
  - **Overlay management for IXIS UMAs and MDPs**
  - **Launched first IXIS MDP in July 2002**
- **Current statistics**
  - **Total assets in excess of \$10B**
    - **24,000 accounts**
    - **75% in UMAs/MDPs**
  - **Manage UMAs/MDPs in 7 different programs**
    - **36 different allocation models**
    - **Models/rebalancing parameters customized by sponsor**
    - **Some account level customization**
  - **Current subadvisory relationships**
    - **11 firms – affiliated and non affiliated**
    - **26 investment strategies**
    - **In process of adding 11 more subadvisors/strategies**

## Traditional SMA Structure

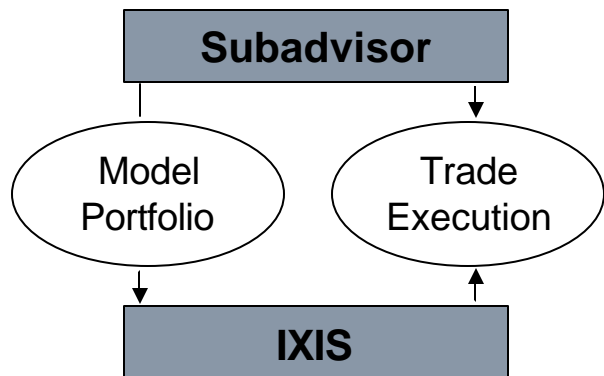


## IXIS Structure



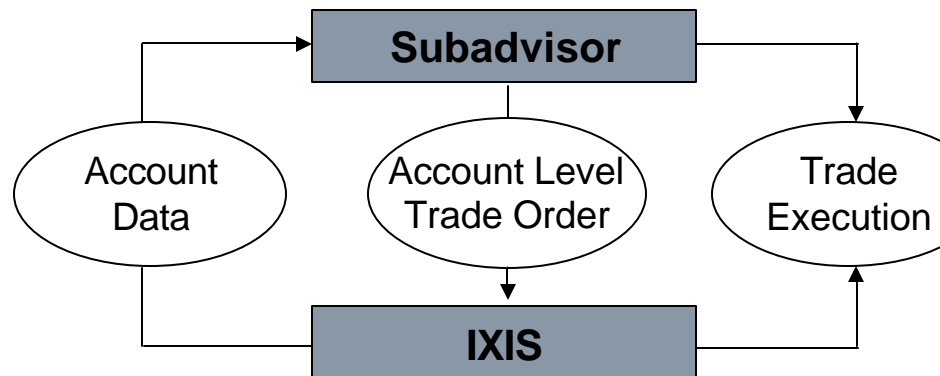
# Subadvisory Relationships

## Model Based



- Model supplied to IXIS
- Investment discretion lies with overlay manager
- Trading can be done by IXIS or subadvisor

## Non Model Based



- Investment discretion usually resides with subadvisor
- Trading can be done by IXIS or subadvisor

# Structure Pros and Cons

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- **Pros**

- **Overlay manager discretion allows us to take full advantage of tax management opportunities**
- **Process easy for subadvisors – allows them to focus on investment decision making**
- **Flexibility makes opportunity more appealing to subadvisors**
  - **Trading/implementation process especially important**

- **Challenges**

- **Flexibility means non standard processes – but technology can help**
- **Track records/disclosures get complicated**